



FOOD & BEVERAGE REPORT

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April 2003

Working hard for our members.

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Track this

Rob Cockerham is troubled by what he sees as an invasion of privacy by supermarkets that track their loyalty-card holders' shopping habits.

Cockerham made copies of his Safeway club card and then recruited people via his Web site, www.cockeyed.com, to use his card to make purchases at Safeway.

"Together, we might amass a profile of the single greatest shopper in the history of mankind," according to Cockerham's Web site.

So far, approximately 180 people have used his loyalty card to buy \$5,000 worth of products from some 50-plus Safeway stores, reports the *New York Times*.

All of the purchases are attributed to Cockerham and he can keep his fellow club-carders apprised of their shopping habits.

Cockerham explained his motivation thus: "It was more like, here's a system that I can mess with, and I'm going to because I don't like it."

AFD members meet Detroit Police at special forum

On Tuesday, March 25, AFD presented a special forum featuring members of Detroit's police force from all 13 precincts. The forum provided the opportunity to meet face-to-face with precinct commanders and ask questions. AFD looks forward to presenting more forums like this.



(l to r) Deputy Chief Harold Cureton, Commander Pierre Fortier and Deputy Chief Cara Best answer questions.

More photos on page 37.

Welcome to the AFD 19th Annual Buying Trade Show

Treasure of Values!

Wednesday, April 9, 5:00 p.m. to 9:00 p.m.
Thursday, April 10, 2:00 p.m. to 8:00 p.m.
Burton Manor in Livonia



See floor plan on page 30 and show specials on page 32!

AFD testifies at Bottle Bill hearings

The battle lines have been drawn in the debate about whether Michigan's 27-year-old bottle deposit law should be expanded. The Michigan Beverage Container and Recycling Task Force, a group of Michigan senators, is holding a series of public hearings on this matter across the state. The senators also will evaluate if Michigan needs new approaches to recycling. A report will be issued to the full Legislature in September. A session was held last month at Oakland University and AFD members were on hand to state their case.

"This committee is charged with a pretty awesome task," acknowledged Senator Mike Bishop, a Rochester Republican who sits on the task force.

A core issue of the discussion is whether the 10-cent deposit on soft drink, beer, malt beverage and wine



Brandon George

cooler containers should be expanded to include single-serving containers for beverages such as bottled water, juice and iced tea (see related story on page 6).

Brandon George, co-owner of the Red Wagon Shoppe in Rochester Hills and an AFD board member, said space is at a premium at his store, which prides itself on carrying a huge selection of beer and wine. He worries that amending the bottle law will create a "slippery slope" for future additions. "The current proposal is, quite frankly, scary," he said.



Thom Welch

Thom Welch of Hollywood Markets and Gary Davis of Tom Davis & Sons Dairy also spoke out against expansion of Michigan's Bottle Bill.

"Our space is maxed out," acknowledged Welch.

Davis is concerned about sanitary issues facing his company, which supplies juices and dairy products to retailers. "We'll have to take back empty bottles in the same truck that is delivering butter and eggs. How sanitary can that be?"

Kevin Dietly of the Northbridge Environmental Management Consultants, a

Massachusetts-based research firm, said that his study of other states has shown only 8.5 percent of litter on roadsides is from beverage containers and a costly expansion of the bottle return system would have nominal effects.

"There's a lot less bang for the buck under expansion than there is under the current deposit law," he added. Dietly also explained that soft drink and beer containers from competing companies are mostly the same size, but other beverage containers come in a variety of shapes that aren't compatible with the automated machines used to collect returnables.

AFD President Mike Sarafa has been involved with this issue. He has spoken at previous hearings, issued a commentary to the *Oakland Press* and is working very closely with the Task Force and other industry leaders on this matter.

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Chairman's Report

It's time to support our country



By Terry Farida
AFD Chairman

As we go to press, the first bombs have fallen on Iraq. Whether or not you agree with President Bush and his decision to go to war with Iraq, we must stand behind our country. President Bush is our elected leader. Although we may or may not support

all of his policies, we have entrusted him with guiding our nation. It is important that we stay united in support of our government and our troops in the Middle East.

War is something that no one wants. However, sometimes it is inevitable. We pray for a swift end, with as few casualties as possible. Many Americans have family and friends in Iraq. The people of Iraq are on our minds now, more than ever. Providing a better government and a better life for them is the U.S. goal, although that may be difficult to understand as troops descend and bombs drop.

Please remember that we are all U.S. citizens first and that it is paramount that we stand behind our troops, who are risking their lives for us. For those Americans who are of Middle Eastern descent, a show of support for our government is even more important.

The FBI issued a warning that the war with Iraq may lead to increased

incidents of hate crimes against Arab Americans, Muslims and other minorities.

According to the FBI, after September 11, 2001, there was a "spike" in attacks on Arab-Americans, Muslim-Americans, as well as Indians, Sikhs and other minorities. The attacks declined markedly after approximately three weeks, reports the *New York Times*.

In Michigan we were fortunate to have experienced very few hate crimes against Arab-Americans after September 11. This is due, in part, to efforts made through education. I believe that the people in Michigan have a better understanding of the Middle Eastern culture than people in many other states. The media play a big role in this education, as well as our schools, churches, mosques and synagogues. We have broken many racial barriers since the last war with Iraq.

We, as Americans, are fundamentally decent, peace-loving and compassionate people. The overwhelming majority of us are people of faith, believers in a just and loving God. If there was ever a time to forget our differences and unite, this is that time.

We must help each other cope. Show your patriotism by flying an American flag. Let your customers know that we stand together - regardless of race, creed or color - behind our country.

Pray for the victims of war, their families and for our country. Remember, above all, we are Americans and together we will rise in defense of all that we cherish.

The Grocery Zone

By David Coverly



Food for thought

Every man owes part of his time and money to the business or industry in which he is engaged. No man has the moral right to withhold his support from an organization that is striving to improve conditions within his sphere.

-Theodore Roosevelt

Spartan names Sturken as president, Eidson as VP of Marketing

Spartan Stores, Inc., brings two executives on board from Great Atlantic and Pacific Tea Company, (A&P).

Craig C. Sturken was named President and Chief Executive Officer of Spartan, effective March 3. Dennis Eidson joins Spartan in the newly created position of Executive Vice President of Marketing and Merchandising.

Sturken has spent the past 10 years as Chief Executive Officer of the Great Atlantic & Pacific Tea Company's (A&P) Midwest and Atlantic regions.

Most recently, as CEO of A&P's Atlantic region, Sturken led the effort to return the 370-store, 35,000-employee retail operation to sales growth and profitability. While there, Sturken is credited with a significant turnaround of the region's revenues and profits.

As the eight-year Chief Executive Officer of the Detroit, Michigan based Midwest



Craig C. Sturken



Craig C. Sturken (left) president and chief executive officer of Spartan Stores and former CEO James B. Meyer (right).

region, Sturken directed the operation of 130 retail stores and 15,000

employees under the Farmer Jack, Food Emporium and Kohl's supermarket banners. Sturken brings more than 40 years of retail grocery and wholesale experience to Spartan Stores.

Dennis Eidson is former Divisional President and Chief Executive Officer of the midwest region, and assistant general manager for Nash Finch, Inc.'s Michigan operations.

Eidson will report directly to Sturken. The new position is designed to better coordinate the retail and distribution marketing and merchandising efforts. The vice president of marketing and the vice president of retail merchandising used to report to the CEO but will now report to Eidson. The vice president of wholesale merchandising will also report directly to Eidson.

Douglass tapped to succeed Sheetz as NACS chairman

Bill Douglass, CEO of Sherman, Texas-based Douglass Distributing Co. (nine stores), leads the slate of new officers that was elected by NACS' Board of Directors last week following the 2003 Leadership Assembly in Naples, Fla. As NACS' newly elected vice chairman and treasurer, Douglass will succeed Stan Sheetz as NACS Chairman of the Board for a term that will commence in October 2004.

Also elected to the NACS Executive Committee were Jay Ricker, president of Anderson, IN-based Ricker Oil Co. (30 stores), who will serve as NACS vice chairman of industry relations; Sam Turner, president of Dalton, Ga.-based Calfee Co. of Dalton, Inc. (143 stores), who will serve as NACS vice chairman of government relations; and Scott Hartman, president of York, Penn.-based CHR Corp. (52 stores), who will serve a second term as NACS vice chairman of research and development. Stan Sheetz, president and CEO of Altoona, PA-based Sheetz, Inc. (277 stores), will be NACS 2003 chairman of the board. The NACS Executive Committee board members will assume their new positions following the 2003 NACS Show, which runs from October 11-

14 in Chicago.

Bill Douglass is currently a member of NACS Executive Committee as vice chairman of government relations. He is CEO of Douglass Distributing Company, which operates convenience stores and petroleum-marketing locations. After serving in the U.S. Marine Corps and as a U.S. Army officer, Douglass also worked with Exxon Corp. prior to founding Douglass Distributing.

Peanut-allergy therapy trials show promise

Researchers conducting a study of anti-IgE therapy in patients with a peanut allergy have announced that the drug, known as TNX-901, significantly boosts patient sensitivity from half a peanut to almost nine peanuts. This increased threshold, according to doctors, would likely protect against most allergic reactions due to unintended ingestion of peanuts.

The incidence of peanut allergy, a life-threatening disorder that affects approximately 1.5 million Americans, has been on the rise in recent years. Allergic reactions to peanuts cause between 50 and 100 deaths annually in the United States.

Spartan closes 13 Food Towns

Spartan Stores Inc. announced last month that it will close 13 unprofitable Food Town grocery stores in the Toledo, Ohio area, citing their lack of profitability in a tough competitive climate.

The move will affect some 660 employees.

The company, which currently operates 39 Food Town stores, said it is considering the sale of the remaining 26 stores to other grocery operators or converting them to other formats.

"We will begin to phase out full time operations, with a planned closure by the end of March," the company said in an internal memo. "We will continue to staff and operate these stores as we phase out operations.

"We regret having to make this difficult decision, but it is necessary to help expedite the process of returning our retail operations profitability. We have taken this step as a last resort after a careful evaluation of all possible options and we greatly appreciate the efforts and loyalty of the affected associates. We continue to review the other options for the remaining 26 Food Town stores and expect to reach a final decision before the close of our fourth quarter ending March 29, 2003."

The 13 stores being closed generate approximately \$110 million in annual retail sales. The company plans to take a non-cash pretax charge of \$10 million to \$12 million during the fourth quarter.

Calendar

April 9 - 10, 2003
19th Annual AFD Trade Show
Burton Manor, Livonia
Contact: Ginny Bennett
(248) 557-9600

April 28-30
nacs.tech 2003
Wyndham Anatole Hotel
Dallas, TX
(703) 684-3600

May 20 - 22
NACS State of the Industry Summit
(703) 684-3600

June 7 - 10
National Association of Chain Drug Stores Marketplace Conference
San Diego, CA
(703) 549-3001

July 16, 2003
AFD Scholarship Golf Outing
Wolverine Golf Course
Macomb Township
(248) 557-9600

September 23 - 24
AFD Beverage Journal Holiday Show
Burton Manor, Livonia
(248) 557-9600

Statement of Ownership

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Wall Street Journal puts loyalty cards to the test

How much cash do consumers really save by shopping at a supermarket that has a loyalty card, vs. a store with no card? None at all, and sometimes they pay more, said the *Wall Street Journal*, which conducted a comparison-shopping test at card and noncard stores in five cities—San Francisco, Brooklyn, N.Y., Chicago, Dallas and Atlanta.

The programs, such as the Kroger Plus Savings card and Dominick's Fresh Values Club, are spreading quickly as the \$398.2 billion supermarket industry scrambles to compete with discounters such as Wal-Mart and Target, says the report. Even Albertsons, which previously marketed itself with the slogan "no card, no hassle," is now rolling out its own Preferred Savings Card. Today, more than three-quarters of Americans have club cards.

The shoppers signed up for the loyalty cards and used a list of about 20 items, including coffee, olive oil and laundry detergent, and five impulse items. In all five comparisons, the *Journal* shoppers wound up spending less money in a supermarket that doesn't offer a card, in one case 29% less, says the

Items not covered by card discounts tended to be more expensive.

report.

Sale prices—once available to all shoppers—are now mostly restricted to cardholders in stores with cards and are called "card specials." Items not covered by card discounts tended to be more expensive than at nearby noncard stores. As a result, the shoppers paid more at card stores than at noncard stores, the newspaper says.

Supermarkets strongly defend their programs. The cards let stores "target savings" to their most loyal customers, Ertharin Cousin of Albertsons told the paper. Some card stores say they aren't competing solely on price, but also on selection and store cleanliness. "Kroger doesn't claim or advertise as the lowest priced supermarket in a particular market," a spokesperson said. Stores also say studies based on short grocery lists such as the one the *Journal* used aren't conclusive and that shoppers don't stick to lists, but make impulse buys when they spot good deals.

But according to industry experts cited by the *Journal*, its shopping test was typical, because cards are designed to make customers feel like they got a bargain, without actually lowering prices overall. "For many customers, the amount of money saved has not risen."

says Margo Georgiadis, a specialist in loyalty programs at McKinsey & Co. The difference is that stores now make you carry a card to get the discounts, whereas before they just offered sale prices to all.

Stores that don't have cards often cite fairness as the reason. "We believe that all customers should get the same price," said one executive at Treasure Island Foods, Chicago.

Cards do generate more revenue for stores, however. About 10% of shoppers at card stores don't use the cards, so they pay full price for things that are actually on sale. That is a windfall for stores because of the way grocery discounting works: Manufacturers—not stores—provide most discounts; the stores just pass along the savings. So, if a consumer is paying full price for an item the store got at a discount, the store can pocket the difference.

A growing number of consumers are getting suspicious about card programs, the report claims. Several limited studies by anticard group NoCards.org have found that stores with club cards are pricier than stores without them, says the newspaper, citing founder Katherine Albrecht.

And many people simply resent having to carry around and use the cards, according to E.K. Valentin, a professor at Weber State University who has polled nearly 1,000 card users in Utah.

In Chicago, Treasure Island (noncard) beat Dominick's (card) by 5%, according to the report. The totals were \$89.97 and \$94.77, respectively. The five impulse buys at Dominick's were all more expensive at Treasure Island, but Treasure Island made up the difference with its own sale prices on other items.

In Dallas, SuperTarget (noncard) beat Albertsons (card) by 8%, at \$50.92 vs. \$55.48, even though more than a third of the items were card specials at Albertsons.

In Atlanta, Wal-Mart SuperCenter (noncard) beat Kroger (card) by 29%, at \$34.70 vs. \$48.89.

Executives for Kroger and Albertsons called it unfair to compare their stores with discounters such as Wal-Mart and Target because those stores compete on price alone and tend to be cheaper. Several chains also pointed out that their cards do more than offer discounts on food. Safeway, for example, offers a way to earn airline frequent-flier miles; Albertsons card program makes donations to local schools. - CSP

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Michigan Recycling Partnership looks at Bottle Bill

Twenty-five years ago, Michigan voters successfully pushed for a law designed to clean-up Michigan's roadside litter. To this day, the Michigan Beverage Container Deposit Law - better known as the "Bottle Bill" - is regarded by many as one of the most successful environmental laws in state history.

That was then; this is now. Today, Michigan's recycling rate is 33 percent behind the national average. We rank 28th in the nation. Worse yet, our current recycling rate - pegged at just 20 percent is well

below the 26 percent average rate of the other Great Lakes states. One of the leading contributors to our low rate is, of all things, the Bottle Bill.

So why has our most successful environmental law led to such low recycling rates? Interestingly, the very success of the Michigan Bottle Bill has stripped significant scrap revenues - primarily from aluminum - right out of the recycling waste stream. In fact, many

Success of the Michigan Bottle Bill has stripped significant scrap revenues out of the recycling waste stream.

in the recycling community oppose bottle deposit efforts at both the state and federal level because bottle deposit programs take away the most valuable recyclables, making it difficult for the programs to continue without major outside subsidies. We're seeing this even in Michigan, where financial problems have been the demise of a number of community recycling programs. In Columbia,

Missouri, residents voted to rescind their Bottle Bill, favoring instead to increase their curbside recycling program and enhance litter reduction efforts.

Some proponents of the current Bottle Bill see inclusion of noncarbonated beverages as the next logical step to improve Michigan's recycling rate. But in reality, expanding the list of deposit items would have no appreciable impact on recycling rates, since those beverage containers represent less than 1 percent of the municipal solid waste stream. Additionally, expansion would open the door for new problems that could negatively impact the recyclability of the materials presently collected and lead to major sanitation issues in our state's supermarkets.

Another unintended result of Michigan's present Bottle Bill is the perception that it enhanced and strengthened individual recycling efforts. In fact, it ignores more than 98 percent of municipal solid waste (MSW). Despite that, it appears limited effort has been put forward to ensure that Michigan's recycling policies keep pace with the rest of the nation.

In the meantime, the amount of MSW—more commonly known as trash or garbage—being thrown away by Michigan residents and dumped into landfills and incinerators, continues to grow. According to the Michigan Department of Environmental Quality (MDEQ), Michigan's total waste disposal increased 7.3 percent between 2000-2001. The MDEQ said contributing factors to this increase include:

- Low prices for virgin manufacturing materials, reducing the demand for recycled content materials for industrial production and consumer products.

- Low landfill disposal costs, providing incentives for landfill disposal versus more expensive recovery and recycling of wastes.

Michigan needs a comprehensive recycling program which enables residents to maximize recycling and minimize the amount of MSW that ends up in landfills and incinerators.

Michigan residents are ready for a comprehensive approach to recycling. More than two-thirds (69 percent) say the state should devote more effort to protecting our environment and natural resources; 61 percent say the state should devote more effort to promote recycling. Only 16 percent see expansion of the present Bottle Bill as the answer to increasing recycling. Instead, a majority of voters 62 percent - believe the best way to help the environment is through comprehensive recycling programs. The public is ready, willing and able to embrace

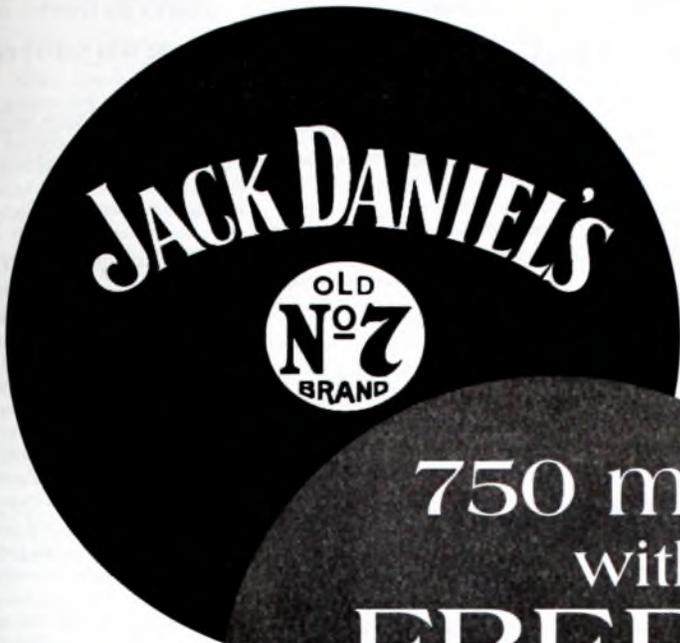
See Bottle Bill, page 8

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Mercury in seafood warning

A lawsuit by California's attorney general over mercury in seafood has activists hoping that other states will also do more to warn consumers about the health risks of certain fish. California is suing five major grocery chains, demanding they warn customers that tuna, swordfish and shark often contain mercury in higher amounts than other fish.

"Generally, fish are an important source of protein," Attorney General Bill Lockyer said in filing the lawsuit last month. "But consumers deserve to know when they are being exposed

to chemicals that can cause cancer, birth defects and reproductive harm."

The five chains are Safeway, Kroger, Albertsons, Trader Joe's and Whole Foods. It's possible other defendants could be added. Lockyer spokesman Tom Dresslar told MSNBC.com.

The suit asks the court to prohibit the stores from selling the fish until they post a mercury warning. The complaint does not cover canned tuna.

Lockyer said the grocers violated Proposition 65, a state ballot initiative

passed in 1986 that requires businesses to provide "clear and reasonable" warnings before exposing people to known carcinogens and reproductive toxins.

The suit does not stipulate a type of warning, such as on packaging or at a fish counter. Dresslar said that would be decided by a court or a possible out-of-court settlement. In any case, he added, "it would not be a sign posted on a bulletin board at the entrance to a store where you also have 'room for rent' signs."

The defendants could also face

millions in civil penalties. Under Proposition 65 and the state's Unfair Competition Act, each defendant is liable for civil penalties of up to \$2,500 per day for each violation.

Sign at fish counter?

Dresslar stressed, however, that a warning system, not monetary fines, is the "main objective" and that the state was talking to the grocers to try to reach a mutually agreed resolution.

The California Grocers Association said it hoped to broker a deal as early as Friday. "We're working with the attorney general's office on proposed signage," said spokesman Dave Heylen. The proposal would have signage at fish counters and identify swordfish, shark and tuna as species of concern.

Heylen said that if the state and the association can agree on signage, the association would then take the proposal to its members.

Bottle Bill

Continued from page 6

curbside pick-up and community drop-off recycling programs that bring comprehensive recycling in Michigan.

Michigan residents are even willing to pay for recycling if it means convenience and increased recycling rates. In recent surveys, voters said they would be willing to pay as much as \$5 per month for more comprehensive recycling in their community, coupled with a litter control program.

The bottom line is, we cannot accomplish today's goals with yesterday's answers. Bottle Bill expansion is the wrong idea. Michigan needs a comprehensive approach to recycling. We have the resources to do so, plus strong citizen sentiment, combined with a willingness to embrace a new, improved philosophy that encompasses all aspects of the issue. The Michigan Recycling Partnership is ready, willing and able to assist in any way we can to help restore Michigan's place as the national vanguard of comprehensive recycling.

Michigan Recycling Partnership (MRP) is a coalition of more than 45 businesses, organizations and individuals who share a concern over the lack of a comprehensive solid waste policy in Michigan. MRP is committed to embracing the challenge of Michigan's solid waste management problem, and is already undertaking a number of activities to stimulate discussion and action on this critical issue.

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New breed of crooks are getting purse-onal

Psst... Want to know a secret? A lost or stolen wallet or purse is a gold mine of information for a new kind of crook—the identity thief. Identity thieves can use information found in your wallet or purse—from credit cards, checks, your Social Security card, even health insurance cards—to establish new accounts in your name. That could create an identity crisis that can take months to detect, and even longer to unravel.

If your wallet or purse is lost or stolen, the Federal Trade Commission suggests that you:

- File a report with the police immediately. Get a copy in case your bank, credit card company or insurance company needs proof of the crime.
- Cancel each credit and charge card. Get new cards with new account numbers.
- Call the fraud departments of the major credit reporting agencies: Equifax (800) 525-6285; Experian (888) 397-3742; TransUnion (800) 680-7289; Ask them to put a "fraud alert" on your account and add a "victim's statement" to your file requesting that creditors contact you before opening new accounts in your name.
- Ask the credit bureaus for copies of your credit reports. Review your reports carefully to make sure no additional fraudulent accounts have been opened in your name or unauthorized changes made to your existing accounts. In a few months, order new copies of your reports to verify your corrections and changes, and to make sure no new fraudulent activity has occurred.
- Report the loss to your bank if your wallet or purse contained bank account information. Cancel checking and savings accounts and open new ones.
- Get a new ATM card, account number and Personal Identification Number (PIN) or password.
- Report your missing driver's license to the department of motor vehicles.
- Change the locks on your home and car if your keys were taken. Don't give an identity thief access to even more personal property and information.

Battle over bottled water regulations heats up

California's East Bay Municipal Utility District has proposed two bills that would require makers of bottled water to follow the same disclosure rules as tap water. But makers of bottled water say comprehensive, stringent regulations are already in place at the federal level, and the bills would be "proscriptive and redundant."

-San Francisco Chronicle

Will higher cigarette taxes lead to more 'snuffing'?

With states and even some counties and cities piling on excise tax increases for cigarettes, some industry suppliers are betting that the higher costs of cigarettes will lead to more smokers "snuffing" their cigarettes to save the unsmoked half to puff later.

One such company is Zebra International, which recently introduced its "Puffer Snuffer." Company President Ron Zandona said, "For people who think

cigarettes are getting too costly and want to save their partially smoked cigarettes for later, they will love our product."

Rising cigarette taxes are boosting the popularity of snuffers, said Zandona. Most are small and lightweight, quickly extinguish the cigarette, and fit over the cigarette as it's inserted back into the pack without the smell escaping to others in the pack.

Essentially, it's a higher-tech

version of a device that Zandona said he remembers his uncle tinkering with. Although the concept may have evolved over the years, the price remains relatively inexpensive.

Puffer Snuffers sell for 99 cents—less than the cost of three cigarettes in New York City, where city and state taxes have jacked up cigarette prices to more than \$7 per pack.

Zandona notes that his product is now sold in 400 stores in 16 states.



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Wanted: Store owner to adopt a grocery store

The city of Olivet is searching for a new owner for their town grocery store, Carl's Market. Located south of Charlotte and Lansing, within a mile of I-69, the store is a 15,000 square-foot metal frame building with an additional 3,000 square-foot pole structure addition. There is a duplex on adjacent property which could be included or excluded from the sale. The asking price for both properties is \$350,000.

The city is willing to help in any way it can and may offer a tax break or help obtain a loan with Michigan Integrated Food and Farming Systems, according to Becky Palmer,

Olivet City Clerk/Treasurer.

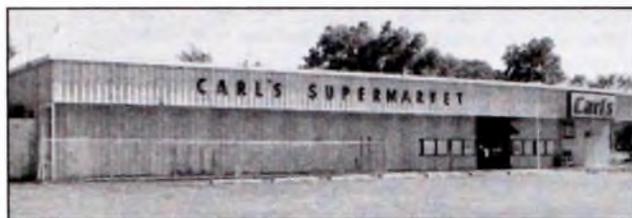
The owner, Rita Joseph of Pottsville, closed the north Main Street store, in June 2002. "It's been a big loss for our community," says Palmer.

The city has held three community meetings to discuss what to do. Olivet College, which has approximately 900 students and a dorm on campus has been involved in discussions.

The population is only 1,700, but

there is a large school district made up of surrounding townships, and industry to draw customers from, says Palmer. The closest grocery store is six miles away.

There is a party store in town which has a Subway and Taco Bell inside. Carl's Market used to be a Spartan and then a Roundy's store. Shop Rite, Sav-A-Lot and Carter's have been contacted but were not interested because there is a Super Walmart and a Meijers in Charlotte, 10 miles away. To inquire about purchasing the store, call Greg Ross of Ross Real Estate & Appraisal at (517) 393-2071.



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MLCC offers Electronic Fund Transfer Payment Program

The Michigan Liquor Control Commission's (MLCC) Electronic Fund Transfer Payment Program allows liquor licensees to pay for their liquor purchases electronically instead of by cash or check.

Here is how it works:

1. You must have a checking or savings account at a financial institution.
2. You must complete an EFT Authorization Form, available from the Liquor Commission, and return it to the MLCC.
3. The MLCC will notify each Authorized Distribution Agent (ADA) of your enrollment in the EFT program after verifying your account information with the bank.
4. From the time you enroll it will take up to 16 business days before you can begin paying by EFT.
5. When your enrollment is complete, the drivers will deliver your orders to you as usual and present a liquor invoice which must be signed by you. Your invoice will have a message indicating that you pay by EFT.
6. Funds, in the amount of the liquor purchase, will be electronically withdrawn from your account on the second or third business day after delivery.
7. Licensees with multiple locations may request a special report from the Liquor Commission, that can be produced for any specific period of time and transmitted to you, which lists the invoice date, number, ADA, invoice amount, total amount, licensee name and location to help with bank statement reconciliation.

To get an EFT Authorization Form, you may contact the MLCC Financial Management Division at (517) 322-1382.

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Thursday, April 10, 2003
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Admission Ticket Required.



David Najor from Farmers Market

"The show experience is great. It gives you a chance to see and test products first-hand, and cash in on some opportunities. It's nice to purchase items in a different environment away from the store, matching names with faces and building relationships."



Mike Kassab from 3M Sunoco

"I went to see people that I hadn't seen in a while. I also really enjoy walking around to look at the new products. And there are always some good deals."



Jimmy Samona from 3 Bros. Party Store

"I place a lot of orders at the show."

Steven Dudas from Rite Aid

"I want to see the new products coming to the marketplace."

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Al McKenna from Jack's Fruit Mkt.

"I attended the AFD Trade Show looking for new equipment. Check scanning services and reverse vending machines were of special interest to me last year. The great thing is that everything is under one roof, so it makes my job easier."

McDonald's combo meal includes Internet access

Avid web surfers are sure to find a new McDonald's offer a very happy meal indeed. Select McDonald's restaurants are slated to start selling combo meals that include a free hour of wireless Internet access or WiFi.

Wireless WiFi, or 802.11b, Internet access will be offered at 10 McDonald's operations in New York City and in three other U.S. cities during a three-month pilot program, reports the Associated Press.

Participating restaurants will post signs in their windows to attract laptop-toting diners. Customers can get another hour of surf time for \$3 or with the purchase of an additional extra value meal.

Food industry loses Nino Salvaggio

Former AFD member, Nino Salvaggio, passed away last month. He was 56. A well-respected man in the food industry, Salvaggio was in the produce business all his life.

He bought his first store in Roseville at the age of 22. Due to his success, he expanded and bought a little fruit market in St. Clair Shores. Later he sold his Roseville store to a partner and took on a new partner, Kirk Taylor, at the fruit market. The two continued to prosper and in 1986 they opened a trend-setting specialty store in Farmington Hills and then one in Troy a few years later. After being Salvaggio's partner for 28 years, Taylor is continuing the business and opening another market in Clinton Township this month.

Salvaggio's family continues in the business. Leo, his son, is a produce buyer and Andrea, his daughter, is in charge of merchandising and the floral department. Along with his children, Salvaggio's staff includes his brother, Angelo, as the manager at the St. Clair Shores market; his daughter's husband, Frank, as the assistant manager at the Troy market; and supervisors include his wife Patricia, two stepsons, a grandson, and two sisters.

At the time of Nino Salvaggio's death, he was President of Nino Salvaggio International Marketplace.

Nino Salvaggio's burial was held at the Resurrection Cemetery in Clinton Township.

Memorial donations can be sent to the Nino Salvaggio Charitable Foundation for Children in Need, 27900 Harper Ave., St. Clair Shores, 48081.

AFD sends their deepest condolences to the family of Mr. Salvaggio.

Springtime sweets

Hershey Foods Corp. is introducing a new flavor to the Limited Edition Kisses collection this spring: Extra Creamy Kisses with Toffee & Almonds.

Hershey's will also bring back Limited Edition Rich Dark Hershey's Kisses for the spring season.

Hershey's Rich Dark Kisses feature the signature-shaped Kisses packaging with gold and purple harlequin foil wrapping and a plume that reads "Dark." Toffee & Almond Kisses combine the toffee with a nutty filling. They are wrapped in harlequin gold and auburn foil with a plume that reads "Toffee & Almonds."

Limited Edition Kisses will be sold for a limited time, starting in April. The Limited Edition Kisses will be available in 9.2-ounce and 12-ounce bags, and will retail for approximately \$2 and \$2.49, respectively.

Natural Light gets new look

Natural Light, the nation's fifth best-selling beer brand, is rolling out a new look this month.

The new packaging for the number-one U.S. subpremium light beer features a wave background in silver; blue is the primary type color with red as the secondary color.

"Our new packaging puts a refreshing, up-to-date twist on this popular brand's look," said Tom Wilson, brand manager for Natural Light and Busch Families. "This clean, contemporary packaging update is sure to set us apart from competitive subpremiums."

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Member Profile

Mexican groceries for sale around the corner

By Karen Braschayko

Just about anything from Mexico is now readily available to the retail industry, right here in Michigan.

Mexico Wholesale, a new distributor of Mexican groceries, produce, and other products, is able to deliver any authentic Mexican food that a retailer wants from their brightly marked building on McGregor in Detroit.

Mexico Wholesale carries brands from across Mexico, including **La Preferida, Nestle USA, San Marcos, Supremo Food, Jarritos Sodas, Jumex Nectors, El Popo Tortillas, La Moderna, Embasa, Knorr, Herdez, Dona Maria, LaVictoria,** cheeses and chorizos from **La Costena**, and complete lines of Mexican household goods, religious candles, and candies.



The brightly painted warehouse on McGregor

"We carry all of the popular brands from Mexico," says Gary Garmo, Mexico Wholesale co-owner. From dairy products and tortillas to sodas and juices, Mexico Wholesale carries specialty Hispanic foods.

The popularity of Mexican cuisine has multiplied in the past twenty years. Back then liquid cheese, chips and salsas were the most popular "Mexican" food staples. Today, customers ask for more diverse Mexican items, including the tropical tastes of jicama, as well as a variety of chorizos, specialty cheeses, unique cremas and sundries.

"Everything they have in Mexico, we have here. Even the canned goods and detergents," claims Edward Garmo, brother of Gary and the other co-owner of Mexico Wholesale. He explains that people coming into the U.S. from Mexico are accustomed to products from their country. Mexico Wholesale carries all these



Edward Garmo and Salesman Andres Garza

items, even scrub brushes and toothpaste. "Products that our retail customers can't find anywhere else, we have them here. Anything we don't

have—ask and we'll carry it," said Edward.

Brothers Gary and Edward had owned a mini-market of Mexican products on Clark Street in Detroit for two decades before deciding to create a distributorship.

"We learned the business by running our store for twenty years, and now we supply other stores," said Edward. "People sometimes wonder at the fact that we are Chaldean, but we have been in the business for a long time," he laughed.

The Garmos saw an opportunity as the Mexican-American population swelled. "The Hispanic population was predominately Puerto Rican, but now Mexican Americans outnumber them by so much—it's all growth," said Edward.

In May of 2001, they opened Mexico Wholesale, and business is thriving. "We service supermarkets that have Mexican customers, and specialty stores, including many in Pontiac. We are reaching a large area now—Detroit, Pontiac, Saginaw, Toledo," explained Edward. Mexico Wholesale currently has 11 employees with plans to keep growing.

Not only Mexican groceries but a Mexican atmosphere fills the warehouse. Hispanic music plays in the background and rows of bright piñatas line the ceiling. Newspapers of Detroit's Hispanic community stand available near the entrance.

Mexico Wholesale is located at 5650 McGregor, at Junction, which is between Michigan Avenue and Vernor. Contact Gary or Edward Garmo at (313) 554-0310 or visit their booth at AFD's Trade Show, April 9 and 10 at Burton Manor in Livonia.



Mexican products line the shelves



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Reese's Peanut Butter Cup facelift

Hershey Foods Corporation has revitalized the look of the largest brand in its stable and a true American icon: the Reese's Peanut Butter Cup. With a trade dress that has been unchanged for more than 30 years, Reese's partnered with the Cincinnati based brand identity consultancy LPK (Libby Perszyk Kathman) to create a new brand expression.

Andy England, director of marketing for the Reese's franchise, said of the new swirling package design, "Consumers have shown an immediate positive reaction to the new image. This revitalized brand identity and packaging system keeps us relevant in a climate of changing consumer expectations. The strategic management of our design system is a key factor in our business model."

The company said its Reese's Pieces package has also been redone to give it a heightened sense of fun to more effectively speak to its pre-teen audience. The new candy design uses a textural background that echoes the swirl pattern used on the Reese's Peanut Butter Cup redesign.

Gum wrapper chain is world's longest

Ever wonder what your heavy gum consumers do with the gum wrappers? Some of them, like Gary Duschl of Ontario, Canada, get quite creative.

Duschl recently set a Guinness World Record for the longest gum-wrapper chain. He has been working on the chain since March 11, 1965, and it now stretches for 34,077 feet.

The 466-pound chain contains 1,585,382 links made from 792,691 wrappers.

No cigarette-tax increase for Kentucky

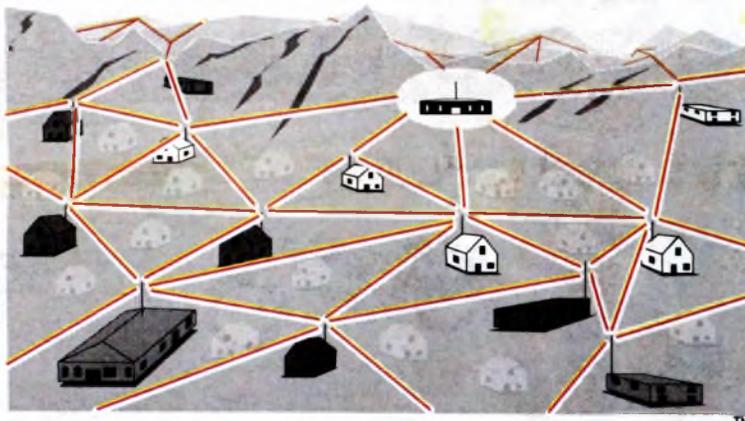
Kentucky legislators agreed that polls showed that the state's voters were not in favor of any new taxes this year, so there will be no cigarette-tax increase.

Although a number of bills were proposed that would have hiked the tax on tobacco products, none were given a hearing. The state's cigarette tax will stay at 3 1/2 cents.

In another victory for the state's retailers, the Kentucky Grocers Association, Kentucky Association of Convenience Stores, Kentucky Retail Federation and Kentucky Petroleum Marketers Association worked as a coalition to successfully get H.B. 346, which exempts sales tax on cigarette "buy downs," passed in to law.

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Low-carb diets causing lost sales

As more people seek to lose weight on low-carb diets, some food companies are finding their sales diminishing as well.

Food companies say that low-carbohydrate diets, such as the Atkins diet, are making consumers view carbohydrates in a negative light, and thus, reducing their sales of grain-based foods, reports Reuters.

"Our industry has to do something, and soon. It is starting to become a mainstream belief that carbohydrates are bad," said Judi Adams, director of the Wheat Foods Council. The Wheat Foods Council is made up of such companies as ConAgra, General Mills and Kellogg Co. It is launching an educational campaign directed at nutritionists and medical professionals. And the council plans to defend grains' position as the foundation for healthful eating on the Food Guide Pyramid when federal health officials start revising the pyramid. Some people are calling for grains to be taken from the foundation and for the recommended amount of servings of grain to be reduced.

Cloned cows' milk would speed process of cheese production

New Zealand scientists have cloned cows that produce milk with higher than normal levels of protein. Scientists say that milk from these experimental cows would lead to faster cheese production.

The FDA has yet to develop a policy on selling milk or meat from genetically engineered animals.

-The New York Times

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Legislator Profile

Senator Wayne Kuipers helps manage the Michigan landscape

By Kathy Blake

State Senator Wayne Kuipers (R-Holland) ran a successful landscaping business for 15 years before trying his green thumb in politics. He has been developing a good track record moving from two terms in the House to his current position as senator.

He won his first election campaign for state representative in 1998 and served two full terms. Then he ran for state senator and was elected in 2002. He represents the 30th district which encompasses Ottawa County, the city of Grandville and Sparta Township in Kent County. His district was created from parts of four surrounding districts after the 2000 census redistricting.

Kuipers chairs the Senate Education Committee and is vice-chair of the Senate Committee on Commerce and Labor and the Senate Transportation Committee. He is also the Republican Caucus Chair and is serving on the Senate Recycling Task



Force. The task force is holding hearings across the state to determine the impact and feasibility of expanding the bottle deposit law to include non-carbonated beverage containers as well as other recycling options.

"I'm going into this with an open mind. I have concerns about expanding the bottle deposit law unless we're going to look at wholesale changes to our recycling laws," said

Kuipers.

He is familiar with how recycling works from his landscaping experience. He started a spin-off company called, "Compost Soil Technologies" that he created for recycling yard wastes, such as grass, leaves, brush, etc... They composted 50,000-70,000 cubic yards of waste into a soil product each year and sold it throughout Michigan. He had found there was enough demand for soil to make recycling yard waste profitable.

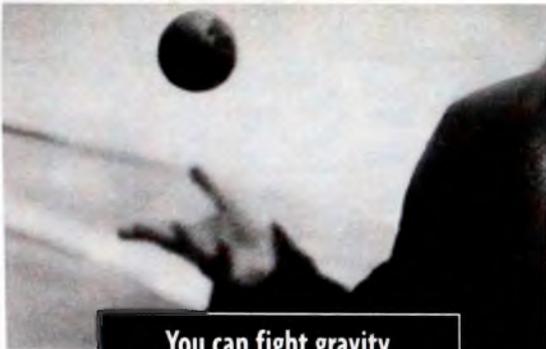
According to the Michigan Recycling Partnership, the recycling rate in this state is 33 percent behind the national average. The senator believes that the absence of aluminum in curbside recycling programs is the reason Michigan has such a low rate. Aluminum is the most valuable common waste product, so without it in the recycling stream, there's no incentive for recyclers to come into Michigan. For the most part, it's less expensive for

manufacturers to use new materials rather than recycled, except for aluminum. "If you don't have a market for the end product, then recycling won't work," Kuipers said.

While he was a state representative, Kuipers chaired the House Education committee and served on the Employee Relations & Labor committee. "That's always an interesting committee because it pits management against labor," mused Kuipers. "My business experience certainly gave me some advantage. I've always kept an open mind on issues and tried to come down on issues—or come to a conclusion—as the facts were presented," said Kuipers.

When he was in the House, he was appointed to chair the House Republican Task Force on Government Waste, the select committee on Strategies to Reduce Teen Pregnancy and was a member of the Michigan Virtual High School

Continued on page 24



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Small group market reform is under consideration

Here is a summary of small group market reform bills being introduced in Michigan to help make insurance affordable for small businesses. AFD supports small group market reform and asks its members to contact your legislators to make this a reality.

In his December editorial, AFD Chairman Terry Farida outlined the plan for small group market reform. We are pleased to say that this plan has now transpired into House Bill 4278 and Senate Bill 235. But we still face an uphill battle. At the end of this article is a draft letter which we urge you to send to your legislators. You can copy ours, download it at afdom.org or, better yet, write your own. If you don't know whom your senator or representative is, please call the House of Representatives clerk at (517) 373-0135 or the Senate clerk at (517) 373-2400.

To make this reform happen, we need your support now!

The small group market reform bills were introduced in both the Michigan House and Senate in March. House Bill 4278 and Senate Bill 235 propose rating reforms that were recommended by the Coalition for Health Insurance Market Reform (CHIMR). These reforms are similar to those already implemented in 47 other states.

Called SEHMRA, for Small Employer Health Market Reform Act the bills establish a common set of rating guidelines for the small group market.

Under these guidelines, health risks would be distributed among all carriers thus increasing small group rate stability. This in turn will allow more businesses to continue to afford health care coverage. The purpose of this act is to allow for distinct geographic pools within which all small group carriers follow the same rating regulations.

Here are the guidelines:

- It allows ten geographic pooling areas, none of which can be smaller than a Michigan county. Limiting the size of a geographic area to no smaller than a county helps alleviate the difficulty of delineating boundary lines and assists in deterring carriers from segregating communities with specific economic characteristics into separate rating areas.

- Defines small employer as an organization operated as a sole proprietorship or employing 99 or fewer eligible employees. This gives more stability to the small group pool. By allowing a larger small group to enter the pool, risk is diluted by spreading it amongst a larger number of people. Additionally, by considering a sole proprietor a group of one, coverage becomes more accessible and affordable for entrepreneurs.

- Additional premium of up to 25 percent allowed for sole proprietors.

An additional added premium of 25 percent for sole proprietor business protects carriers against the elevated risks of providing health care coverage to groups of one which are statistically much more costly to insure than other small groups.

- Carrier must offer sole proprietors at least one benefit plan with a minimum level of catastrophic coverage and any additional coverage required by the commissioner. The establishment of a standard minimum

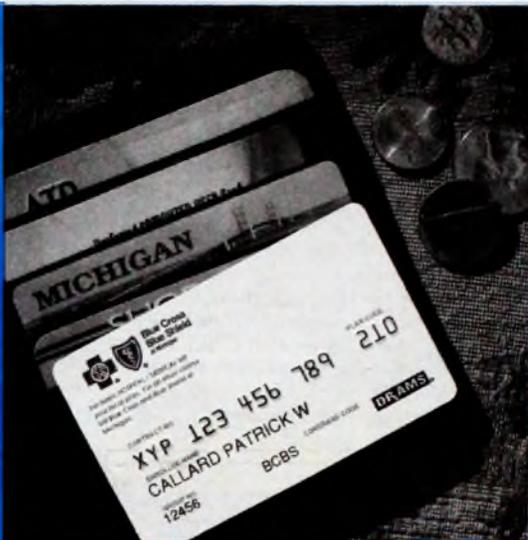
benefit package for sole proprietors sets a base line standard to which all carriers must adhere. More enhanced sole proprietor packages can be offered by the carrier.

- Carrier can establish an annual sole proprietor open enrollment period that lasts at least one month or a six-month waiting period for coverage for preexisting conditions. This helps stabilize carrier risk. By encouraging enrollment of groups of one during specific limited periods, the inclination of applying for coverage only when sick and in need

of health services will be reduced.

- Within each pool, the rate can vary no more than +/- 25 percent from the index rate based on allowable case characteristics being industry, age, gender, group size, claim experience, participation, health status and wellness. Rate bands would help stabilize the small group market and preserve Michigan's high rate of health insurance coverage. By limiting premium adjustments to a reasonable amount, abusive rating

See Small group market reform Page 28



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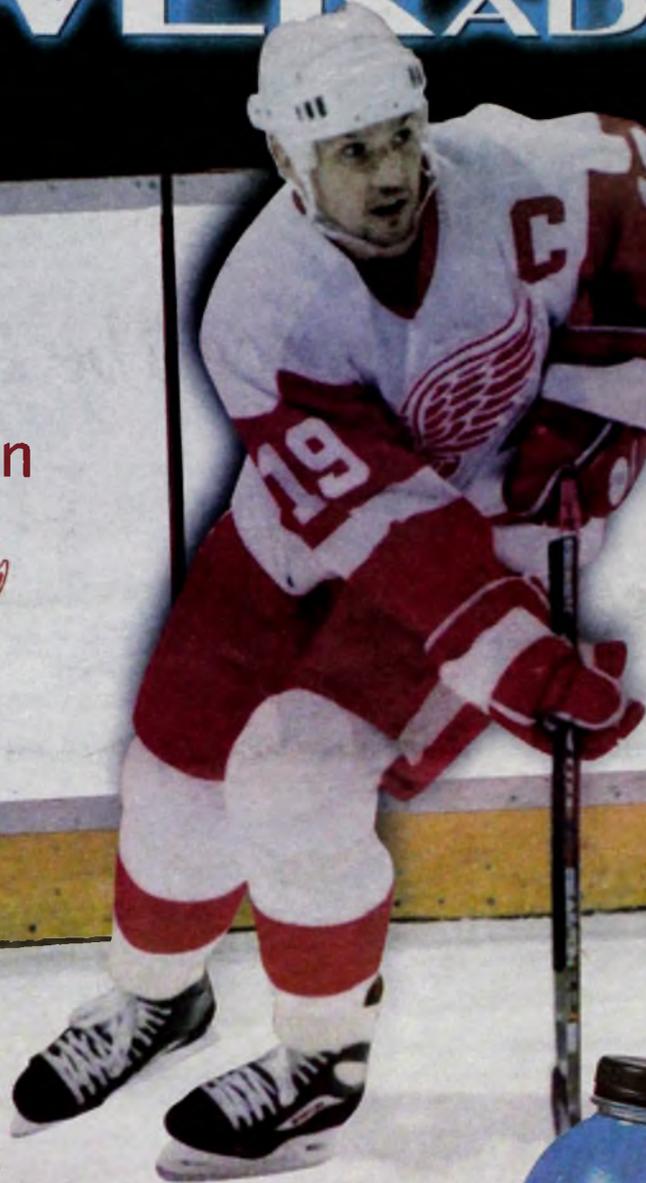
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Lottery Lowdown

Daily 3 Red Ball Double Draw is back!



By Acting Commissioner James Kipp

Beginning April 7, the Michigan Lottery is bringing back the Daily 3 Red Ball Double Draw promotion. The Daily 3 Red Ball Double Draw promotion will run from April 7 through April 26. The Lottery held its first Daily 3 Red Ball Double Draw promotion in September 2002 and it was a tremendous hit with players. The Red Ball fell five times during the September 2002 promotion, creating 9,000 additional prize winners and generating an extra \$1.3 million in prizes.

After each regular Daily 3 evening

drawing (Monday through Saturday) during the promotion, the Lottery will conduct another drawing from a separate machine containing five white balls and one Red Ball. When the Red Ball is drawn, the Lottery will draw a second set of Daily 3 numbers, giving players a second chance to win on the same ticket.

When a white ball is drawn, the Lottery will take it out of the machine and set it aside. This increases the chance that the Red Ball will be drawn the next night. Double Draws will not occur on

nights when a white ball is drawn. Whenever the Red Ball is drawn all the balls will be returned to the machine for the next Daily 3 evening drawing.

The Lottery will pay out the exact same prize amounts for the Red Ball Double Draw winners as it does for the regular Daily 3 evening drawings. The Red Ball is guaranteed to fall at least three times during the course of the promotion. Players can watch the drawings live Monday through Saturday evenings at 7:29 p.m. on their local Lottery network television station.

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!

"\$2,000,000 Blast" Off. On April 3, the Michigan Lottery will debut its newest \$20 instant game called "\$2,000,000 Blast." This game features a \$2,000,000 top prize that can only be won in a grand-prize drawing. Similar to the recent "2,000,000 Celebration" game, there will be more than 1,000 prizes of \$1,000 available in this new game.

Winners of \$1,000 prizes will automatically be entered into the grand-prize finalist drawing. Five finalists from the qualified entry pool will be selected for the grand-prize drawing for a chance to win a \$2,000,000 top prize.

The dates and location of the finalist grand-prize drawing will be announced by the Michigan Lottery at least 30 days prior to each drawing event. The "\$2,000,000 Blast" instant game provides players an opportunity to win up to 27 times on one ticket, and overall odds of just 1 in 2.22 of winning any cash prize.

Harley-Davidson® Instant Game Rides Again. The "Harley-Davidson" instant game was so popular with players in the past two years, we've brought it back for a third time at the request of players and retailers alike! Available April 24, each \$3 ticket offers players the opportunity to win one of three Harley-Davidson Heritage Softail Classic motorcycles or one of two \$50,000 cash prizes. Players who don't win have the opportunity to enter a second-chance drawing.

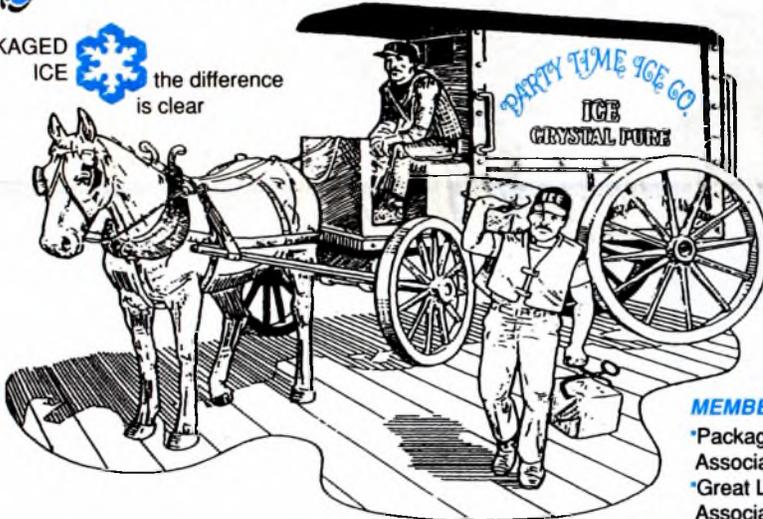
The Lottery will conduct four separate second-chance bonus drawings connected to this game, selecting 235 players in each to win an official Harley-Davidson merchandise prize pack. The second-chance drawings will be held on May 23, June 20, August 1, and September 26. On October 17, the Lottery will draw one lucky winner from the 940 total winners of Harley-Davidson merchandise prize packs to win a Harley-Davidson Softail Classic motorcycle.

See Lottery, Page 24

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Fax (313) 867-4039**

Lottery

Continued from page 22

To enter the second-chance drawing, players must send in two non-winning Harley-Davidson instant tickets to the address provided on the ticket back. Tickets can also be entered online at <http://www.michigan.gov/lottery>.

Retailer Commissions. The second quarter is quickly approaching and it's time to set your sights on your instant game sales goals for the next quarter. Your goal for the second quarter (April 1 – June 30) will be a 2.5 percent increase over the same quarter in 2002. Your Lottery District Sales Representative or your Tel-Sell representative will provide you with your historical instant sales information to help you identify and achieve your goals each quarter.

"Buy One \$5 Instant Ticket, Get One \$2 Instant Ticket Free." On April 27, the Michigan Lottery will insert "Buy One \$5 Instant Ticket, Get One \$2 Instant Ticket Free" coupons into more than 1.6 million select home-delivered newspapers throughout the state. Each coupon redeemed will earn you an additional 53 percent commission for each \$5 instant ticket you sell. Offer expires on May 25.

"Wheel of Fortune" Second-

Chance Drawing. In February, the Lottery held two of the four second-chance drawings for its "Wheel of Fortune" instant game. The grand-prize winners in each of the second-chance drawings received a trip-for-two to Hollywood, CA to audition for the Wheel of Fortune television game show. Additionally, in each drawing, 250 players win Wheel of Fortune merchandise prize packs.

In the February 6 drawing, the lucky grand-prize winner was a Warren man and in the February 27 drawing the grand-prize winner was a lucky lady from Detroit. There are two remaining second-chance drawings -- April 10 and June 5. Players enter the second-chance drawings by sending two non-winning Wheel of Fortune tickets to the address listed on the back of the ticket.

New Instant Games For April.

The Lottery will introduce six new instant games in April. Two of these games will debut on April 3 -- the \$1 "Super Duper Double Doubler," with a top prize of \$4,000, and the highly-anticipated \$20 "\$2,000,000 Blast," with a \$2,000,000 top prize! The \$2 bonus game, "Money, Money Everywhere," goes on sale on April 10, offering a \$20,000 top prize. The \$5 "Wheelin' n' Dealin'" also hits stores on April 10, featuring a

\$40,000 top prize. Just in time for Mother's Day, the \$2 "Happy Mother's Day" instant ticket debuts on April 17, with a \$15,000 top prize. Finally, on April 24, the new \$3 Harley-Davidson roars into stores, offering top prizes of \$50,000 and Harley-Davidson motorcycles.

Legislator Profile

Continued from page 18

Advisory Council.

Kuipers is a member of the American Legislative Exchange Council's Education Task Force, a committee made up of legislators nationwide who are devoted to promoting excellence in education.

He is an honorary Rotarian, and past member of the Holland Kiwanis and Rotary Clubs.

Kuipers is an active member of the Holland Area Chamber of Commerce and has served on its board of directors and on the Leadership Holland Executive Committee. Kuipers was also on the board of directors for the Holland Home Builders Association, as well as chair of its legislative committee.

He is actively involved in educational service programs including Kids in Career

Kaleidoscope, a mentorship program for local youths; Lakeshore Link, a job shadowing series and the Holland Special Education Ministries. He served as director of Kids Hope, a program that matches volunteer tutors from community churches with disadvantaged kids from area schools.

Kuipers earned a Bachelor of Arts degree in special education from Calvin College in 1983. He went back to earn his master's degree in Management from Aquinas College in 1995. He started in politics by volunteering on Pete Hoekstra's congressional campaign in 1992.

A lifelong resident of the Holland area, Kuipers currently serves as a management consultant for Bosch's Landscape and Lawn Specialties, Inc.

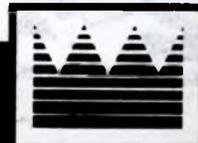
Senator Kuipers and his wife Jodi have three children aged 14, 12 and 10 who are active in sports. The family goes boating together and the senator enjoys reading, jogging and golfing.

To reach the senator, call (517) 373-6920, email: senwkuipers@senate.michigan.gov or write The Honorable Wayne Kuipers, State Senator, State Capitol, PO Box 30036, Lansing, MI 48909-7536.



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- one golf foursome
- a \$1,000 academic scholarship sponsorship
- 50% off ads in the *Food & Beverage Report*
- a plaque presented to your company
- a company hole sponsor sign on tee
- signage at the club house
- exposure in the *Food & Beverage Report*
- special gift for each golfer



BIRDIE—\$1,500

- one golf foursome
- 50% off ads in the *Food & Beverage Report*
- a plaque presented to your company
- a company hole sponsor sign on tee
- signage at the club house
- exposure in the *Food & Beverage Report*
- special gift for each golfer



PAR—\$1,000

- two golfers
- 50% off ads in the *Food & Beverage Report*
- a plaque presented to your company
- half a company hole sponsor sign on tee
- signage at the club house
- exposure in the *Food & Beverage Report*
- special gift for each golfer



HOLE SPONSOR PACKAGES:

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NON-SPONSOR OPTIONS:

- \$750 per foursome or \$200 per golfer (dinner included)
- \$75 dinner only (no golf)

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Authorized Cellular offers AFD specials on Verizon Wireless

By Michele MacWilliams

Walking into an Authorized Cellular store can be a mind-boggling experience. The staff is so knowledgeable and choices so diverse that it often takes awhile to absorb all the information. Once that happens though, the visitor realizes that these people know their stuff and are committed to personally fitting each customer with the right plan and the right phone at the right price.

Authorized Cellular began as a vehicle security company, started in 1983 by David Gagnon. Soon his brother, Greg, joined the business.

In 1986, Authorized Cellular became an exclusive agent for CellularOne, which later became AirTouch Cellular, and is now Verizon Wireless.

Today, the company has over 40 employees and seven retail sales and service centers. For five years, Authorized Cellular has ranked in the Michigan Private 100, which determines the private companies with the largest growth rates.

In 1992, Authorized Cellular enjoyed the ranking of the 480th fastest growing privately held company in the U.S. by Inc. Magazine.

Stores are located in Sterling Heights, Madison Heights, Macomb Township, Grosse Pointe, and Roseville, with corporate offices on



Authorized Cellular headquarters in Sterling Heights

Van Dyke in Sterling Heights.

Authorized Cellular changes with the industry "Since 1986, Authorized Cellular has seen dramatic changes in the technology of the modern cellular and communication industries," says David Gagnon. "We have also seen an explosion in the specifics of these industries and the specialized experience needed by retailers of wireless services," he adds. Technology has moved rapidly for an industry that was in its infancy just 20 years ago, when "car phones" were actually mounted on dashboards and the transceivers (the electronics in the big box) were stored in the car's trunk.

On the Verizon horizon

Gagnon says that Internet access from wireless phones is now

commonplace and soon we'll be able to not only read our emails on our phones, but our wireless phones will read the messages to us and we'll be able to reply by voice instead of text.

Global positioning, text messaging, camera phones, color monitors, Internet access... the options available to the wireless phone user are increasing all the time. Gagnon maintains that one of the most important obligations of a wireless retailer is to keep up with all the rapid industry advances. Knowing what programs are available gives his sales staff the ability to custom tailor a wireless plan for each customer.

"The big mistake that people make when signing on for wireless service is that they run out and get the lowest priced program, when it may not actually be the most cost-effective for them," he asserts. Gagnon says that many stores aren't exclusively wireless retailers and don't have the expertise to provide customers with the plan that suits them best. He says that from low-cost providers, service can be spotty and the purchaser can end up paying much more than they expected, experiencing dropped calls or worst yet, not receiving a signal at all.

"Our company philosophy is to make every customer happy and save them money, so that they don't begin 'churning'," explains Gagnon. Churning means moving from one wireless plan to another and another. He says the average churn rate for the industry is about 50 percent a year, while Authorized Cellular's rate is 12 to 15 percent.

One of the reasons for the

company's low churn rate is their VIP Pass; a program that includes added benefits for Verizon subscribers. With the VIP Pass, Authorized Cellular provides free billing analysis, airtime rewards, trade-in credits and a 30 percent discount on accessories.

AFD member benefits

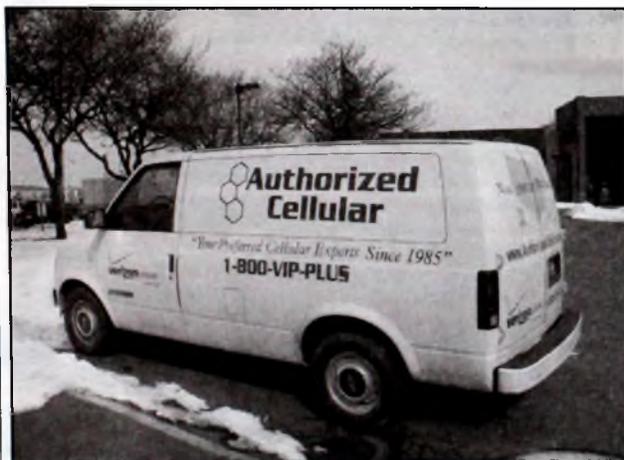
Authorized Cellular has developed a special plan that is available to AFD members. All AFD members in good standing are eligible to receive additional discounts and benefits including a five percent reduction off Verizon's Local Digital Choice and America's Choice plans. Members also receive the Authorized Cellular



Greg Gagnon with a state-of-the-art wireless phone.

VIP Pass, a free cigarette lighter adapter, hands-free ear bud and belt clip. Gagnon says that all the free stuff adds up to over a \$100 value. He realizes that not all AFD members live in the Metro Detroit area. Therefore, he has made arrangements with other Verizon providers to service AFD members in out-state regions.

For more information on the Verizon Wireless plans available to AFD members through Authorized Cellular, call (586) 795-9900 or visit the Authorized Cellular booth #240 at the AFD Trade Show April 9 and 10.



The Authorized Cellular van

The scoop on forklift safety

Forklift accidents account for approximately 100 fatalities and 90,000 workplace injuries annually in the U.S.! In addition to the human cost, employers spend \$150 million or more per year solely because of forklift accidents.

The most common forklift accidents are caused by employee errors such as:

- Forklift tip-overs
- Loads falling off forks
- Forklifts striking pedestrians
- Using a forklift as an elevator and falling from raised forks
- Horseplay

How Employers Reduce Forklift Accidents

Establish a forklift safety program for operators and non-operators. The safety program should include the following elements (your plan may have more elements and details depending on hazards at your facility):

- Forklift training and evaluation for operators
- Awareness training for employees who work around forklifts
- Forklift safety inspections
- Routine maintenance and repair
- Refueling techniques and precautions.

Operator Training and Evaluation

The first step in preventing accidents is to teach employees how to safely operate a forklift. There are two parts to this training. First, conduct classroom training that details general forklift operation and forklift safety. Second, give employees hands-on training with the specific

machine (or type) they will operate. Employees must not be allowed to operate a forklift until they have successfully completed the training.

Employees should receive refresher training at least every three years. In addition, refresher training is required when a driver is seen using the forklift in an unsafe manner, is involved in an accident or has a near-miss incident. These drivers should not be allowed to use the forklift again until they complete refresher training.

Forklift Pedestrian Training

Many grocery employees have never worked near forklifts before and may not understand the hazards associated with these machines. Therefore, all employees should receive forklift pedestrian training. This training should be covered during new employee orientation and should explain the following points:

- Where forklifts normally operate
- What to do if they encounter a moving forklift
- Hazards of the battery charging area
- Special hazards associated with your facility.

Forklift Safety Inspections

Many accidents can be prevented if the operator detects potential mechanical problems prior to using the forklift. Therefore, at the beginning of each shift, the forklift operator should thoroughly inspect the forklift.

Employers should create a forklift inspection checklist and document that operators complete inspections.

Checklist items will vary by machine. The forklift owner's manual or your service company are good sources of information to help you create a thorough checklist.

Forklifts are reliable machines and will most often check out fine. However, should a problem be found with any checklist item, the forklift must not be used until the necessary repairs are completed.

Maintenance and Repair

Routine service and timely repairs help ensure that your machine operates as designed. Consult the owner's manual and a qualified service company to develop and implement a service schedule. Finally, document all services and repairs performed on each machine.

Refueling

Most forklifts use one of three power sources: electricity (battery), LP gas, or diesel fuel.

Electric forklift batteries are most dangerous during the recharging process because they release flammable gasses. The charger can also be a hazard as it may cause electrical shock or create a spark, which can ignite the battery gasses. Therefore, take precautions when charging batteries:

- Charge batteries where there is enough airflow to dissipate flammable gasses.
- Have employees wear appropriate personal protective equipment, such as rubber-soled boots, goggles and rubber gloves.
- Prohibit smoking or open flames near a charging battery.
- Ensure the battery charger and all

wiring are in good condition.

- Follow the charging directions outlined in the forklift owner's manual.

LP gas and diesel forklifts have additional special hazards. Consult with your Grocers Loss Prevention Specialist or your service company for specific safety recommendations.

OSHA and Forklifts

On December 1, 1998, OSHA enacted an updated forklift safety standard (1910.178). The standard applies to all powered industrial trucks (electric, LP gas, or diesel) that are generally found in grocery operations. Sections L through Q of this standard apply to operator training and general safe forklift operations.

The OSHA forklift standard specifically outlines requirements for forklift:

- Operator training and certification
- Attachments and load carrying
- Refueling
- Types and usage applications

Service and repair

For additional information about how the OSHA standard may apply to your operation, review the Federal OSHA website at www.osha.gov, and search by powered industrial trucks, or contact your Grocers Safety and Loss Prevention Consultant.

Forklifts are powerful tools that make our lives easier and our businesses more profitable. Please take the appropriate steps to ensure that your forklift operators and your forklifts are working safely!

—Jason Winslow
Safety & Loss Prevention

That's the spirit—U.S. alcohol sales growing

From vodkas and rums infused with natural fruit essences to premium varietal wines from Italy, Australia and California to the full-bodied appeal of imported beers to the citrusy refreshment of malternatives, adult beverages were all about flavor last year.

All three segments—spirits, wine and beer—of the beverage-alcohol business in the United States posted gains in case volume and retail sales last year, according to *Adams Handbook Advance 2003* published by Adams Beverage Group.

The U.S. distilled-spirits industry was up for the fifth consecutive year in 2002. Total spirits consumption climbed 1.8 percent to 153 million 9-liter cases. Wine rose for the ninth year in a row—up 3.3 percent to reach 241.6 million 9-liter cases. And

beer—the largest beverage-alcohol segment—grew for the seventh straight year—up 1.8 percent to 2.8 billion 2.25-gallon cases.

The consumer proved resilient in 2002. Economic uncertainty, a declining stock market, the crisis in corporate America and a looming war were not able to put a cork in the growth of beverage-alcohol consumption.

“Consumers’ unquenchable thirst for high-end premium products contributed to the upswing in spirits, wine and beer sales in 2002,” said Bob Keane, spokesperson for the Adams Beverage Group.

High-end beverage-alcohol products—imports in particular—across all categories continue to outperform the business as a whole. This trend began to surface in the '90s and will most likely endure. In

1994, imported spirits accounted for 35.9 percent of consumption. The figure jumped to 38 percent last year. Flavor and mixability were other key factors contributing to spirits growth.

Among wines, imports and varietals walked away with the gains. Imported wines grew at a considerably faster rate last year (9.5 percent) versus domestics (1.7 percent). On the beer front, malternatives, lights and imports advanced. An influx of new product introductions fueled malternative growth, even as some were scaled back.

Retail dollar sales for the beverage-alcohol market climbed 6.3 percent in 2002 to \$137.2 billion. And the future looks bright, with all three segments forecasted to grow in 2003.

Tubby's Inc. builds new headquarters

Tubby's, Inc. has moved into a new corporate headquarters in Clinton Township. The 6,000 square foot building is located at 35807 Moravian Road.

All of the corporate offices are housed in the new building including franchise development, accounting, purchasing, operations and marketing.

A family owned franchise company, Tubby's, Inc. was founded in 1968 in St. Clair Shores with it's first store on Harper Ave. near 13 Mile Road. That store is still in operation.

Tubby's Grilled Submarines is celebrating its 35-year anniversary in 2003. Tubby's has 87 stores open and operating in Michigan, Florida and Iowa with eight new locations scheduled to open in the second quarter of 2003 in southeast Michigan.

Small group market reform
Continued from page 19

practices, such as offering younger, healthy groups extremely low rates to attract their business and older less healthy groups unreasonably high rates to deter their business, would be greatly reduced.

- Upon renewal, rate adjustments are limited to 15 percent for changes for case characteristics. Placing limits on the amount a rate can be adjusted for charges in case characteristics and permitting the adjustment only current renewal of the contract will help prevent carriers from exorbitantly increasing a groups rate when one of the group's members becomes ill.

- Two-year transition period for existing business. A transition period is needed to incrementally adjust rates for existing business so that their rates fall in line with those established for other groups within the same geographical area.

- A self-insured business can be assessed an additional 50% premium for two years following their move to underwritten coverage with the carrier. Assessing additional premium to self-insured groups for two years following their move to underwritten coverage will prevent these groups from continually switching between self-insured and

underwritten insurance coverage in an effort to avoid high medical cost incurred by their members.

- Benefit plan options, number of family members and Medicare eligibility can be used in the determination of rates. As is customary with all insurers, the selection of expanded plan options, spousal or dependent coverage and supplemental coverage beyond that which Medicare provides warrants an adjusted premium.

- A carrier cannot apply case characteristics leading to one employee within a group being charged a higher premium than any other member of the group. All carriers will use a composite rate when billing a small group business. A premium bill that indicates a uniform rate for the combined case characteristics of the group rather than being applied at an individual level, better protects the privacy of each individual subscriber. Composite billing also lessens the threat of an employer discriminating against an older employee in order to lower its group health insurance expenditures.

- Minimum participation requirements allowed—can require a group to enroll certain number or percentage of eligible members. Maximum 75 percent for groups of six or more.

- Up to 100% for groups with less than six eligible members. Participation rules are a standard insurance industry rating practice. Participation requirements minimize the occurrence of adverse selection by ensuring the risk of insuring a few "unhealthy" members and the costs are offset by lower utilization costs accumulated by "healthy" enrollees. Currently, BCBSM alone is prohibited from using this standard industry practice. Adverse selection can be alleviated by uniformly allowing all carriers to require a minimum level of group participation.

premiums have had on your business and what you've done to cope. Examples: raising employee co-payments, raising deductibles, lowering wages or limiting pay increases, hiring fewer employees, postponing investments in your business.

When I have to spend too much on insurance premiums, I'm unable to hire new workers, give adequate pay raises, and provide reasonable benefit options for my employees. My business is less able to contribute to the general good of my community.

SEHMRA is very similar to the rating reforms that 47 other states implemented in the 1990s, the type of reform recommended by the National Association of Insurance Commissioners for state small business health insurance markets. SEHMRA would establish uniform rating rules that all insurers in the state would abide by, thus spreading bad health risks more evenly among insurers and stabilizing rates for small businesses.

I understand that a number of factors contribute to the rising cost of health insurance. It's a complex issue with many different facets. However, we have an opportunity to address one of those factors by enacting rate reform for our state's small group market.

I invite you to call me at [phone number] if I can be of any assistance to you as you consider supporting SEHMRA and helping small businesses like mine.

Thank you,
Sincerely,
(your name)

DRAFT LETTER FROM SMALL BUSINESS OWNERS

Date
The Honorable
Address

Dear Rep. Or Sen.:
As a small business owner in [town/city], I am writing to urge you to support the Small Employer Health Market Reform Act, or SEHMRA, introduced recently in the Michigan House as House Bill 4278 and in the Michigan Senate as Senate Bill 235. In addition, HB 4279 and SB 234 are companion bills that modify the Blues' enabling legislation so that the Blues can operate under new market rules.

Rapidly rising health insurance premiums are putting a severe strain on my business. [Describe the effect high



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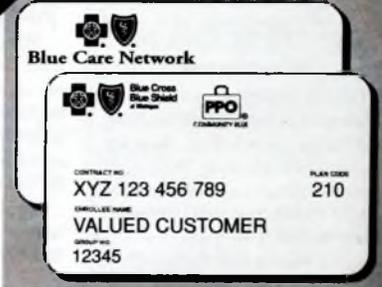
THAT'S IT . . . THE REST IS OUR JOB!

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AFD offers eligible members Blue Cross Blue Shield Blue Care Network of Michigan coverage through AFD's sponsored program for groups from 1 to 99 employees. The program guarantees coverage regardless of your medical condition and includes a drug card (dental and vision available for groups of 5 or more).

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Carry the Blue card that is honored by more doctors and hospitals in Michigan than any other health insurance card.

For information on AFD's endorsed Blue Cross program available to AFD members, call: **Sheila at (800) 666-6233 or sreeves@afd.com.org**



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CAN'T
WAIT**

**FOR THE
RED
BALL
TO FALL**

During the first Double Draw event, held last September, the Red Ball fell five times, generating an extra \$1.3 million in prizes for 9,000 additional second chance winners.

Watch the excitement rise – and sales too – with the return of the Daily 3 Red Ball Double Draw! Players get a second chance to win on the same ticket and it's guaranteed to happen at least once a week! So make the most of the Red Ball Double Draw in your store. Remind your customers to play the Daily 3 and to watch the evening drawings to see if the Red Ball falls. Because when it does, more happy winners will come back to your store – just like before!

Limited time only! April 7 - 26, Monday - Saturday Evening Drawings



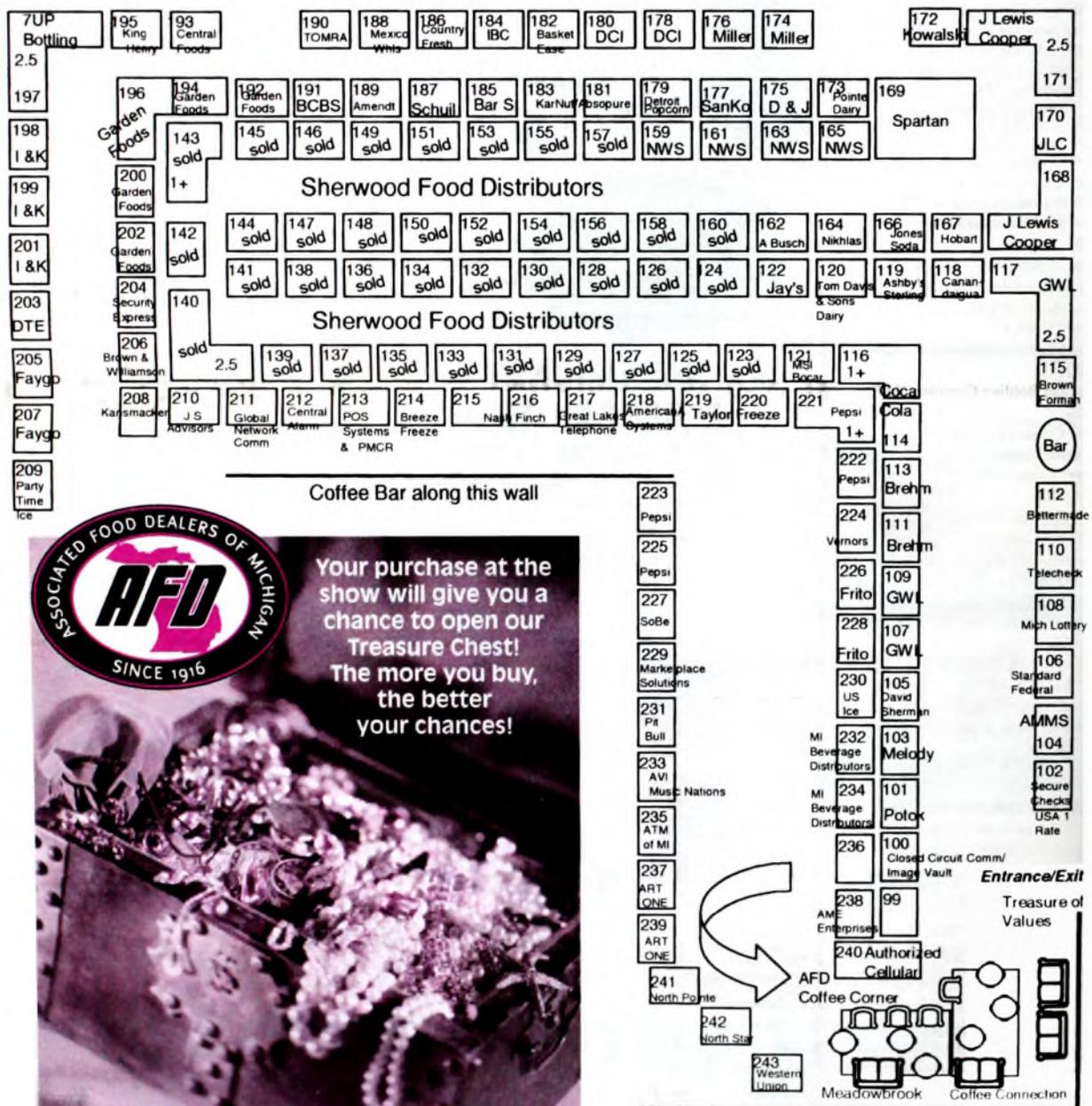
Welcome to the 19th Annual AFD Buying Trade Show

Treasure of Values!

Wednesday, April 9, 5:00 p.m. to 9:00 p.m.

Thursday, April 10, 2:00 p.m. to 8:00 p.m.

Burton Manor in Livonia



Your purchase at the show will give you a chance to open our Treasure Chest! The more you buy, the better your chances!



This floor plan is not to scale.

AFD's 19th Annual Buying Trade Show Treasure of Values

Unlock the door to savings!

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AFD's 19th Annual Buying Trade Show, Treasure of Values

Join your peers on April 9 & 10, 2003

Unlock the door to savings!

Just a small sample of the Deals, New Products, & Prizes at AFD's 19th Annual Buying Trade Show on April 9 & 10, 2003

Get ready to "Flip It" in April 2003 with an exciting new product introduction from 7 UP Bottling Group called dnL. Billed as the upside down or flipped 7UP, dnL is bright green in color, includes a kick of caffeine and features a blend of fruit flavors.



Buy 10 cases of Absopure 25 oz. and 240 ct. of Kar's 2/\$1 and get a \$6 case of water and a 48 qt. Rubbermaid cooler for free.



Amendt will be offering special show only pricing on their County Fare Brand cake, brownie, pancake, baking and cookie mixes.

AmericanA Systems is offering a \$2,000 discount on Check Cashing Systems. During the show hours, you can purchase a system for \$3,995 + tax, which includes hardware, software and support (regular price is \$5,995 + tax).



Brand new from Anheuser-Busch: come and sample Bacardi 03, a premium malt beverage. Michelob Ultra - Low carbs - 2.6/95 calories will also be featured.

Associated Food Dealers of Michigan:

get \$25 off an AFD membership when you sign up at the show. In addition, you will receive 13 months of member benefits for the price of 12 months.



ATM of Michigan will be displaying a new P.O.S. Credit Card Terminal at the show. Show Special: purchase an ATM machine and get a free check guarantee machine.

A new product that Basket Ease will display at the upcoming show is a "do-it-yourself special". This is a package that will have all the supplies necessary to make a professional fruit

basket. The label will tell you what fruit to buy. Inside, the package will have the basket, bow and a shrink wrap that will shrink using a hair dryer. They will also demonstrate making a professional basket in two minutes to prove that the Basket Ease method takes only half as much labor as other programs.

Purchase a Broaster Pressure Fryer from Brehm Broaster Sales and receive a free start-up package (\$500 in savings).



BROWN-FORMAN

SPIRITS AMERICAS

Come and sample Finlandia Clear Cranberry Vodka at the Brown Forman Beverages booth.

Cash Prizes: AFD will be giving away cash, on the spot, on the hour, in your pocket.

Brown & Williamson Tobacco is featuring their popular KOOL & Pall Mall Filter brands as part of an exciting show raffle. Each member that prebooks a minimum of 10 cartons of KOOL & Pall Mall Filters will receive an entry into a raffle to win a 32" stereo television. One entry per customer.

central alarm signal, inc

Central Alarm Signal will be featuring their new digital video recorder systems for cameras - no more tapes or VCR headaches! They will also be demonstrating new digital wireless alarm monitoring systems.

Purchase Camera package #1 or #2 from Closed Circuit Communications, Inc. and receive a 10 percent discount during the AFD Trade Show.

Camera Package Number One: (1) image vault dvr, (4) cameras, (4) camera mounts, (4) lenses and (2) transformers, (1) 15" monitor, with basic installation, wiring and connectors. Camera Package Number Two: (1) image vault dvr, (8) cameras, (8) camera mounts, (8) lenses and (1) 8 camera transformers, (1) 15" monitor, with basic installation, wiring and connectors. Special discount pricing only available at the show.



Receive 15% off first order placed with Coffee Connection.

Country Fresh has a bright new look and a complete line of farm fresh products.

New packaging and new graphics give the entire product line a clean new look. Looking as good as they taste: Country Fresh has a new line-up of juices, teas, and lemonade for you to see and sample at the show.

Faygo Beverages will be sampling three new products: Faygo Raspberry Lemonade, Faygo Cherry Cola, and Faygo Creme Soda.



Buy a Breeze Freeze machine from Four Seasons Beverage & Equipment and get a free start up kit (\$300 value). Buy 100 cases of Breeze Freeze Slush and get 25 cases free. Stock up for summer!

GENERAL WINE & LIQUOR COMPANY

Come to the General Liquor booth to sample some exciting new products:

- **Baja Mocha** is made with the finest imported tequila and chocolate coffee cream liqueur.

- **Three Olives Vodka** is now available in three exciting new flavors: Cherry, Raspberry, and Vanilla. Three Olives flavors are hand-crafted in small batches using only the finest English wheat and quadruple distilling and filtration. Enjoy a pre-made Apple Martini or Cosmopolitan, both made with the ultra-premium Three Olives Vodka.

- Sample new Seagrams **Canadian Hunter**, a mellow Canadian sipping whisky, smooth enough to sip all night long.



- Alize also has a new flavor, Alize

Wild Passion, which is a blend of natural passion fruit, mango, grapefruit and cognac.

- Check out **Voda Vodka**, the worlds first micro-distilled flavored vodka. Voda is a blueberry infused vodka produced by Local Color Brewery in Novi.

- Simply irresistible: **Dooleys Original Toffee Liqueur** is blended from premium German vodka, fresh Dutch cream, natural ingredients and is infused with real Toffee Caramel.

- Also new at the General Liquor booth is **Kleiner Feigling**, a premium vodka with a hint of natural fig flavor.

Brand New to the Marketplace: Come to the **General Wine** booth and sample Wine Blenders from **Arbor Mist**. The only blender drink made with wine, Wine Blenders has 6% alcohol content and is available in three flavors, Strawberry, Peach and Blackberry. Just add ice and blend!

From General Wine: purchase three cases of Mr. & Mrs. T 1.0 liter Margarita, and three cases of Margarita Ville 1.0 liter, and one case of Mr. & Mrs. T Salt, and you will receive a case of Roses Lime Juice (25 oz) for one penny.

Also look for these new products at the General Wine booth:

- Mr. & Mrs. T Premium Bloody Mary (Motts)

- Croft, a fine vintage port from Croft and Delta Force (Kobrand)

- Foley and Lincourt from California (Kobrand)

- Costasera Amarone from Massi (Remi Amerique)

- Brancott, Pinot Noir (Allied Domecq)

- Rock Rabbit Syrah and Avalon Cabernet Sauvignon (Purple Wine Co.)

- Jacobs Creek, Reserve Cabernet Sauvignon (Pernod Ricard)

- Jacobs Creek, J. Riesling (Pernod Ricard)

- Wyndham, Show Reserve Shiraz (Pernod Ricard)

- Colombia Crest, Two Vines Merlot (Stimson Lane)

- San Maurice, Pinot Grigio

- Craggy Range, Sauvignon Blanc

Come and see the new Belshaw Mark V Donut System from **Hobart Donut Systems**. And enjoy special show pricing on the Master Grade Knife Sharpener (only \$239).

More specials, page 34

FULL FLAVOR

FULL FORCE



Bacardi Flavors

Now available through

TRANS CON

SPECIALS, from page 32



Freddie the Fresh Guy and Twinkie the Kid will be at the **Interstate Brands/Wonder Bread/Hostess** booth offering samples of new products. Be the first to sample four new

Country-Style Bread varieties in the Home Pride Line. For your sweet tooth, sample new Apple Spice Cupcakes from Hostess. For healthy bread fans, sample Roman Meal Sandwich 20-ounce Loaf, 7-Grain, and 100% Whole Wheat.

Capitalize on the excitement of Wonder Bread/Hostess Holiday products. You can order Beefsteak Rye with a shamrock swirl, green Snowballs for St. Patrick's Day, white-frosted baseball cupcakes with red icing stitches around the season opener, and even Ho! Ho! Ho!'s at Christmas time.



A new bakery snack program from Clover Hill Bakery will be unveiled at the **I & K Distributors** booth. Offer your customers various

cakes, donuts, and glaze and frosted honey buns, pre-priced 2 for \$1 retail (racks available).

KANSMACKER

Kansmacker is offering a new low price on their new compact, stainless steel, three-in-one reverse vending machine (accepts aluminum, plastic and glass). They will also be demonstrating three new single machines. Purchase a new machine at the show and get 10 cases of free bags. Delivery must be complete within 15 days.

Come try **King Henry's Pumpkin Seeds and Trail Mixes** "new" to the town near you!



Kowalski Companies is offering an outstanding price discount on their Kowalski Hard Salami.



Melody Farms will be introducing Looney Tunes flavored milk. These brand-new, single serve flavored milk bottles are now available in five fun flavors, including Bugs Bunny Vanilla Shake, Tasmanian Devil Chocolate, Sylvester Strawberry, Tweety Banana and Road Runner and Wiley E.

Coyote Orange Cream. Visit the Melody Farms booth for a free sample and trade show specials.

Michigan Beverage Distributors will have great discounts on the following items: F1 Hi Energy Drink, Base Energy Drink, Langers Juice, Reebok Fitness Water, Northland Spring Water, Canada Classic Spring Water, Guzzler, and Daily's Little Hugs & Hugs.



Miller Brewing Company has a new lineup of 24 oz. single serve bottles:

Miller Lite, Miller Genuine Draft, Miller High Life, Foster's, and Jack Daniels Hard Cola.

MSI / Bocar will be offering special show only pricing on Internetro, Super Erecta and Quik Slot Shelving.

Nash Finch has a complete line of dollar items for you to preview at the show. Also come and see a new line of Authentic Mexican Foods called Avanza Products. And come learn about Value Choice, which is a line of items that competes with the Save A Lot concept.

NATIONAL wine & spirits corporation

Come to the **National Wine & Spirits** booth to sample new Classic 12 Canadian Club Whiskey with 40% alcohol content.



Northstar Insurance Agency

Northstar Insurance Agency will be accepting information from business owners in order to provide same or next day commercial insurance quotes. They will be quoting with "A" rated companies such as, Zurich and the Hartford.



POS Systems Group is offering a Computer Scanning System starting at \$1,999.00 (regular \$2,999.00). Free for AFD Members only: three months of support, 100 Smart Gift Cards (with your store's name), Quick-Start Barcode Database (includes all of MLCC Liquor Codes & Prices), on-site consultation from a former party store or grocery store owner, and a \$399.00 Laptop Scanner to the first 10 stores who sign up!



Special from **Schuil Coffee**: Buy one display box of ground one-pot coffee packets, get one free. Limit 10.



Show special from **Taylor Freezer**: purchase, lease or rent a Taylor Frozen carbonated beverage unit, and receive (4) 5 gallon bag-in-a-box of Pepsi Syrup at no charge. Offer good through April 2003.

TOM DAVIS & SONS DAIRY COMPANY

New from **Tom Davis & Sons Dairy**: See the new "turn-key" co-brand parlor concept from **Ashby's Sterling Ice Cream**. Also new, Ashby's convenient new containers. Single-serve milk sales are hot! Catch the new flavor introduction from **Nesquick** and **Hersheys**, such as **Cookies & Cream Shake**, **Double**

Chocolate Shake and **Vanilla Shake**. **Borden** will also introduce a new line on all their dairy products. In a departure from milk and ice cream, **Tom Davis** is introducing products from Michigan's own **Brownwood Acres**—mustards, sauces, jams and cherry and blueberry juice concentrates.

Treasure Chest: get a key to the treasure chest when you arrive at the show. Find out if your key opens the lock and take home your "treasure."

There's no end to the excitement! With over 100 companies there is something for everyone: deals, new products, games, prizes, cash giveaways, fun, and a key that may open the treasure chest at the show.

AFD's 19th Annual Buying Trade Show, Treasure of Values

Wednesday, April 9, 2003
5 p.m. - 9 p.m.
Thursday, April 10, 2003
2 p.m. - 8 p.m.
Burton Manor
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Prizes: play the fun games, win the great prizes.



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Employment standards administration wage and hour division

The following is the U.S. Wage and Hour Division and the State of Michigan's rules for child labor compliance information as it applies to grocery stores.

Application of the Federal Child Labor Provisions of the Fair Labor Standards Act (FLSA) to grocery stores.

Coverage

Employees of a grocery store may be governed by the FLSA in either of two ways. Any establishment which is part of an enterprise with an annual dollar volume of sales of at least \$500,000 (exclusive of excise taxes at the retail level that are separately stated) must abide by the Act's requirements. Any employee of a grocery store, regardless of its sales volume, who is engaged in interstate commerce activities, or any closely related occupation directly essential to such activities, is "covered" on an individual basis in any week in which they are so engaged. Most grocery stores are subject to, and must comply with, the Federal Child Labor Provisions.

Child labor provisions of the FLSA

The Federal child labor provisions were enacted to protect the educational opportunities of minors and prohibit their employment in jobs and under conditions detrimental to their health or well-being.

1. Once youths reach **18 years of age**,

the Federal child labor provisions no longer apply to their employment.

2. Under Federal law, youths **16 and 17 years of age** may perform any non-hazardous job, for unlimited hours. State law otherwise restricts employment between the hours of 6am and 10:30pm Sunday through Thursday and until 11:30pm on Fridays and Saturdays. However, youths may work until 11:30pm on any day during school vacation periods.

3. State hour limitations:

- May not work more than a weekly average of 8 hours a day, nor more than 10 hours in any day.
- Combined school and worksheet shall not exceed 48 hours. Youth shall not be employed more than 48 hours a week when school is not in session.
- Shall not work more than 6 days in a week.

The Secretary of Labor has declared 17 Hazardous Occupations Orders (Hos)

which restrict the types of jobs and/or industries in which youths under 18 years of age may be employed. Although not exhaustive, the following list includes the most common tasks which occur in grocery stores that are prohibited by one or more HO. Under the child labor provisions, workers under 18 years of age generally may not:

- Operate or assist to operate, clean, oil, set up, adjust, or repair certain power-driven meat processing equipment including meat slicers, meat grinders, meat saws, and patty forming machines – even when used to process materials other than meats, such as vegetables or cheese.
- Operate or assist to operate, clean, oil, set up, adjust, or repair certain power-driven bakery machines such as horizontal or vertical dough mixers, dough sheeters/rollers, and combination bread slicing and wrapping machines.
- Drive or serve as an outside-helper on a motor vehicle on a public road; but 17-year-olds who meet certain specific requirements may drive for limited amounts of time as part of their job.
- Operate or unload scrap paper balers or paper box compactors; 16 and 17 year olds may load such machines under specific circumstances.
- Operate certain power-driven hoists, including forklifts.

4. Youths 14 and 15 years old may be employed by grocery stores, but only for certain periods of time and only certain types of jobs.

Federal hour limitations:

- May be employed between the hours of 7am and 7pm between Labor Day and June 1. During the period of June 1 through Labor Day, youth may be employed until 9pm.
- Shall not be employed more than 3 hours on school days and not more than 8 hours on non-school days or when school is not in session.
- May not be employed more than 18 hours a week while school is in session. Youth may not be employed more than 40 hours in non-school weeks.

State hour limitations:

- May be employed between the

hours of 7am and 9pm.

- Shall not be employed during school hours.
- Shall not work more than a weekly average of 8 hours a day, nor more than 10 hours in any day.
- Combined school and work week shall not exceed more than 48 hours. Youth may not be employed more than 48 hours in non-school weeks.
- Shall not work more than 6 days in any week.

Occupation Limitations: 14 and 15 year olds may generally be employed by grocery stores to perform the following jobs: cashiering; bagging and carrying out customers orders; clean-up work including the use of vacuum cleaners and floor waxes; and shelf stocking. 14 and 15 year olds may not be employed in the following occupations often found in grocery stores:

- All baking and most cooking. These youths may not operate NEICO broilers, pressure cookers, ovens or large rotisseries. However, they may cook using grills, griddles, deep-fat fryers, toasters, popcorn poppers, and hot dog rotisseries if the work is in full sight of customers.
- All work involving the loading and unloading of goods to and from trucks.
- All work in a warehouse and all work involving the use of ladders or scaffolding.
- All work in freezers and meat coolers, and most work in the preparation of meats for sale.

5. Minors **13 years of age and younger** are generally not allowed to work, even with parental permission.

However, the FLSA does allow a parent who is the sole-owner of a business to employ his or her child in any occupation other than mining, manufacturing or those declared hazardous by the Secretary of Labor.

State laws may have higher standards, such as mandatory age certificates or work permits for young workers and work hour limitations for 16 and 17 year olds. When these apply, employers must comply with the higher standard.

The Wage and Hour Division is fully committed to the safety and well being of our nation's young workers. If you have any questions or would like to receive the Employer's Pocket Guide to Teen Worker Safety booklet, please contact the Wage and Hour office in Detroit at (313) 226-7447 or in Grand Rapids at (616) 456-2004, or visit the web at http://www.dol.gov/dolesapublicwhd_org.htm.



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FOR SALE—68 feet of Tyler service meat case—\$3,400.00; 36 feet of Tyler service deli case—\$1,800.00; 16 feet of self-service, open cheese case, 3 decks—\$2,000.00; (2) Hatco food warmer merchandisers, large capacity, will hold up to 20 rotisserie chickens—\$1,000.00 each. Remodeling store—all equipment in perfect condition. Market Square, 1964 Southfield Road, Birmingham, MI 48009. Phone 248-644-4641; Fax 248-644-1849.

1997 24' SEARAY SUNDANCER—Low mileage, sleeps 4, galley. Call Mary at 734-262-5983.

FULL LINE CONVENIENCE STORE—with Mini Storage! What an opportunity! Totally updated structure & top of the line equipment. Includes beer, wine, liquor and lotto license. Gasoline, Cigarettes, Groceries, Pop, Coffee, Cappuccino, slushes, Sandwiches and Pizza. Located in Inumb area. Call today on CO-797. Wonderful recreational land 108.6+ acres in Sanilac County \$239,000. Call Barb at Osentoski Realty at (989) 672-7777.

FOOD EQUIPMENT FOR SALE—BKI Rotisserie Machine, Charbroil Grill, Deep Fryer, Soft Serve Ice Cream Machine. Contact Eddie or Jason at (313) 925-0511.

SUPERMARKET EQUIPMENT FOR SALE—Meat department equipment, shelving, produce case, stainless steel sink, etc. Call 810-506-4404.

FOR SALE—"C" store with bakery, ice cream & general merchandise, good gross also BP Gas with brand new Clawson 10,000 gal. perma tank and enviro-flex piping, located downtown Roscommon, MI. Call 989-275-6246. Buy business and property or just business and lease property.

S.D.D. and S.D.M.—Liquor Licenses for sale. Call 586-634-3658.

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

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.

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.

ESTABLISHED STORE—Grocery, Polish Meats, Beer/Wine, Lottery, Video, Hunting Licenses. Good gross, sale includes real estate recently upgraded inside and out. Good revenues and potential for more. Small downtown location, northern Macomb, southern St. Clair County. Customers travel for meat selections. Owner retiring. Elmiands Realty Co.—586-752-3772.

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: Ansol, Pyrochem, Range Guard. Servicing Southeastern Michigan 24/7. Call Alan Ross at GALLAGHER FIRE EQUIPMENT—800-452-1540.

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 Lotto. Owner retiring. Leave message: (810) 985-5702.

COUNTRY PARTY STORE—Owner retiring. Beer, wine, lotto. Salem Township. Only \$45,000+. Ask for George (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.

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

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 National Wine & Spirits (888) 697-6424
 Encore Group/Trans-Con. Co. (888) 440-0200

BAKERIES:

Ackroyd's Scotch Bakery
 & Sausage (313) 532-1181
 Archway Cookies (616) 962-6205
 Awrey Bakeries, Inc. (313) 522-1100
 Dolly Madison Bakery (517) 796-0843
 Earthgrains (734) 946-4865
 Interstate Brands/
 Wonder Bread/Hostess (586) 792-7580
 Okrun Farm Bakery (800) 263-6422
 S & M Biscuit Dist.
 (Stella D'Oro) (586) 757-4457
 Taystee Bakeries (248) 476-0201

BANKS:

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 ATM of Michigan (248) 427-9830
 Comerica Bank (313) 222-4908
 Financial Corp. (313) 387-9300
 North American Bankard (248) 269-6000
 North American Interstate (248) 543-1666
 Peoples State Bank (248) 548-2900
 Standard Federal Bank 1-800-225-5662

BEVERAGES:

Absopure Water Co. 1-800-334-1064
 Allied Domecq Spirits USA (248) 948-8913
 American Bottling (313) 937-3500
 Anheuser-Busch Co. (800) 414-2283
 Bacardi Imports, Inc. (248) 476-6400
 Bellino Quality Beverages, Inc. (734) 947-0920
 Brown-Forman Beverage Co. (734) 433-9899
 Brownwood Acres (231) 599-3101
 Canandaigua Wine Co. (586) 468-8650
 Central Distributors (734) 946-6250
 Coca-Cola Bottlers of MI
 Auburn Hills (248) 373-2653
 Detroit (313) 825-2700
 Madison Heights (248) 585-1248
 Van Buren (734) 397-2700
 Port Huron (810) 982-8501

Coors Brewing Co. (513) 412-5318
 Delicato Family Vineyards (248) 766-3451
 Diageo (800) 462-6504
 E & J Gallo Winery (248) 647-0010
 Eastown Distributors (313) 867-6900
 Faygo Beverages, Inc. (313) 925-1600
 Garden Foods (313) 584-2800
 General Wine & Liquor Co. (313) 867-0521
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 Hubert Distributors, Inc. (248) 858-2340
 Intrastate Distributing (313) 892-3000
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Pepsi-Cola Bottling Group
 - Detroit 1-800-368-9945
 - Howell 1-800-878-8239
 - Pontiac (248) 334-3512
 Pernod Ricard USA (630) 922-6484
 Pettipren, Inc. (586) 468-1402
 Red Bull North America (248) 229-3460
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 Karen's Cafe at North Valley (248) 855-8777
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 St. Mary's Cultural Center (313) 421-9220
 Tina's Catering (586) 949-2280

DAIRY PRODUCTS:

Country Fresh Dairies (800) 748-0480
 Golden Valley Dairy (248) 399-3120
 Melody Farms Dairy Company (734) 525-4000
 Mexico Wholesale (313) 554-0310
 Pointe Dairy (248) 589-7700
 Superior Dairy Inc. (248) 656-1523
 Tom Davis & Sons Dairy (248) 399-6300

ELECTRONIC AGE VERIFICATION

D.J. King & Associates (800) 781-5316

EGGS & POULTRY:

Linwood Egg Company (248) 524-9550

FRESH PRODUCE:

Aunt Mid Produce Co. (313) 843-0840
 Sunnyside Produce (313) 259-8947

ICE PRODUCTS:

International Ice, Inc. (313) 841-7711
 Party Time Ice Co. (800) 327-2920
 Quincy Ice Co. (248) 968-4290
 U.S. Ice Corp. (313) 862-3344

INSURANCE:

Ist Choice Insurance Agency (586) 737-2339
 AAA Michigan (800) AAA-MICH
 Al Bourdeau Insurance
 Services, Inc. (248) 855-6690
 Capital Insurance Group (248) 354-6110
 Gadaleto, Ramby & Assoc. (800) 263-3784
 JS Advisor Enterprises (810) 242-1331
 Frank McBride Jr., Inc. (586) 445-2300
 Meadowbrook Insurance (248) 358-1100
 North Pointe Insurance (248) 358-1171
 North Star Insurance Agency (248) 398-5550
 Paulmark Agency (248) 471-7130
 Rocky Husayni & Associates (248) 851-2227

LOGISTICS PLANNING

SaTech Logistics, Inc. (248) 203-9500

MANUFACTURERS:

Art One Sign Expo, Inc. (248) 591-2781
 Home Style Foods, Inc. (313) 874-3250
 Jaeggi Hillsdale Country Cheese (517) 368-5990
 Kraft General Foods (248) 488-2979
 Nabisco, Inc. (248) 478-1350
 Old Orchard Brands (616) 887-1745
 Philip Morris USA (616) 454-0220
 Red Pelican Food Products (313) 921-2500
 Singer Extract Laboratory (313) 345-5880
 Strauss Brothers Co. (313) 832-1600

MEAT PRODUCERS/PACKERS:

Bar S Foods (248) 414-3857
 Family Packing Distributors (248) 738-5631
 Gainor's Meat Packing (989) 269-8161
 Hartig Meats (810) 557-0055
 Hygrade Food Products (248) 355-1100
 Kowalski Sausage Company (313) 873-8200
 Nagel Meat Processing Co. (517) 568-5035
 Pelkie Meat Processing (906) 353-7479
 Potok Packing Co. (313) 893-4228
 Strauss Brothers Co. (313) 832-1600
 Wolverine Packing Company (313) 568-1900

MEDIA:

The Beverage Journal (800) 292-2826
 Booth Newspapers (734) 994-6983
 Detroit Free Press (313) 222-6400
 Detroit News (313) 222-2000
 Detroit Newspaper Agency (313) 222-2325
 The Employment Guide (800) 752-8926 x230
 Michigan Chronicle (313) 963-5522
 Suburban News - Warren
 - Flint (586) 756-4000
 (810) 785-4200
 Trader Publishing (248) 474-1800
 WDFN-AM 1130 (313) 259-4323
 WDJV-TV 4 (313) 222-0643

NON-FOOD DISTRIBUTORS:

Items Galore (586) 774-4800
 J&B Medical Corp. (248) 324-8900

POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips (313) 925-4774
 Frito-Lay, Inc. 1-800-359-5914
 Germack Pistachio Co. (313) 393-2000
 Jay's Foods (800) 752-5309
 Kar Nut Products Company (248) 541-7870
 Mexico Wholesale (313) 554-0310
 Nikhlas Distributors (Cahana) (248) 582-8830

Rocky Peanut (313) 871-5100
 Variety Foods, Inc. (586) 268-4900

PROMOTION/ADVERTISING:

Enterprise Marketing (616) 531-2221
 Huron Web Offset Printing (519) 845-3961
 J.R. Marketing & Promotions (586) 296-2246
 PJM Graphics (313) 535-6400
 Stanley's Advertising & Dist. (313) 961-7177
 Stephen's Nu-Ad, Inc. (586) 777-6823

RESTAURANTS:

Copper Canyon Brewery (248) 223-1700
 The Golden Mushroom (248) 559-4230
 Palace Gardens (810) 743-6420
 Pizza Papalis Corp. (248) 932-4026

SERVICES:

Ist Choice Insurance Agency (586) 737-2339
 AAA Michigan (800) AAA-MICH
 A & R Delivery (810) 638-5395
 Abbott, Nicholson,
 Evshaki & Youngblood (313) 566-2500
 ABN AMRO Merchant Services (517) 323-6027
 Action Inventory Services (586) 573-2550
 Air One Telecom (734) 741-0396
 AirPage Prepay & Talk Cellular (248) 547-7777
 Al Bourdeau Insurance
 Services, Inc. (800) 455-0323
 American Mailers (313) 842-4000
 AMT Telecom Group (248) 862-2000
 Andrews Brothers, Inc.
 Detroit Produce Terminal (313) 841-7400
 AON Risk Services (248) 359-6080
 Bellanca, Beattie, DeLisle (313) 882-1100
 Binno & Binno Investment Co. (248) 540-7350
 BMC Grocery Systems Specialists (517) 485-1732
 Business Machines Co. (BMC) (517) 485-1732
 C. Roy & Sons (810) 387-3975
 Canteen Services (616) 785-2180
 Cateraid, Inc. (517) 546-8217
 Central Alarm Signal (313) 864-8900
 Check Alert (231) 775-3473
 Cherry Marketing Institute (517) 669-4264
 Clear Rate Communications (248) 968-4290
 Closed Circuit Communications (248) 682-6400
 Container Recovery System (517) 229-2929
 D.J. King & Associates (800) 781-5316
 Deford Distributing (989) 872-4018
 Detroit Edison Company (313) 237-9225
 Detroit Warehouse (313) 491-1500
 Digital Security Technologies (248) 770-5184
 The Employment Guide (800) 752-8926 x230
 Eskye.Com, Inc. (317) 632-3870
 Financial & Marketing Ent. (248) 541-6744
 Follmer, Rudzewicz & Co., CPA (248) 355-1040
 Gadaleto, Ramby & Assoc. (800) 263-3784
 Goh's Inventory Service (248) 353-5033
 Great Lakes Data Systems (248) 356-4100
 J & B Financial Products LLC (734) 420-5077
 Kamsacker (248) 249-6666
 Karoub Associates (517) 482-5000
 Law Offices-Garmo & Garmo (248) 552-0500
 Market Pros (248) 349-6438
 Marketplace Solutions (989) 235-5775
 Metro Media Associates (248) 625-0700
 Nordic Electric, L.L.C. (734) 973-7700
 North American Interstate (248) 543-1666
 Paul Meyer Real Estate (248) 398-7285
 Payment Authority, The (248) 879-2222
 POS Systems Management (248) 689-4608
 Preferred Merchant
 Credit Resources (616) 794-3271
 Quality Inventory Services (586) 771-9526
 REA Marketing (989) 386-9666
 Sagemark Consulting, Inc. (248) 948-5124
 Shimoun, Yaldo & Associates, P.C. (248) 851-7900
 Salim Abraham, Broker (248) 349-1474
 Secure Checks (586) 758-7221
 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
 T & L Acquisition (313) 381-2266
 T.D. Rowe Corp. (248) 280-4400
 Tele-Check Michigan, Inc. (248) 354-5000
 Travelers Express/Money Gram (248) 584-0644
 Variate Wireless (248) 658-5000
 Verizon Wireless (248) 763-1563
 or (517) 896-7000
 Western Union Financial Services (513) 248-4900
 Westside Cold Storage (313) 961-4783
 Whitey's Concessions (313) 278-5207

Envipco (248) 471-4770
 Emie's Refrigeration (989) 847-3061
 Four Seasons Beverage & Equip. (734) 254-0106
 Hobart Corporation (734) 697-3070
 Martin Snyder Product Sales (313) 272-4500
 MSI/Bocac (248) 399-2650
 National Food Equipment
 & Supplies (248) 960-7292
 North American Interstate (248) 543-1666
 Serv-Tech Cash Registers (800) 866-3368
 Taylor Freezer (734) 525-2535
 TOMRA Michigan 1-800-610-4866
 United Marketing Assoc. (734) 261-5300
 Wadie Makhay Produce
 Specialist (248) 706-9572

Wholesale Food Distributors:
 Amendt Corp. (734) 242-2421
 Brownwood Acres (231) 599-3101
 Calverlee Supply (586) 979-1370
 Capital Distributors (800) 447-8100
 Central Foods (313) 933-2600
 Chase Farms Frozen
 Food Process (231) 873-3337
 Consumer Egg Packing Co. (313) 871-5005
 CS & T Wholesalers (248) 582-0805
 D&B Grocers (313) 928-5900
 Dearborn Sausage (313) 842-2375
 Decanter Imports (248) 446-4500
 Deli Style Jerky (734) 453-6328
 Dolly's Pizza (248) 360-6440
 EBY-Brown, Co. 1-800-532-9276
 Economy Wholesale Cash & Carry (313) 922-0001
 Elegance Distributors (517) 663-8157
 Energy Brands (231) 223-9451
 Epstein Distributing Co. (248) 646-3500
 Fairway Packing Co. (313) 832-2710
 Fleming Company (330) 879-5680
 Food Services Resources (248) 738-6759
 General Mills (248) 960-5237
 Grandpa's Jerky (313) 963-1130
 Great North Foods (989) 356-2281
 Hamilton Quality Foods (313) 728-1900
 Hav-A-Bar (810) 234-4141
 J & K Distributing (734) 513-8202
 International Ice (313) 841-7711
 International Wholesale (248) 544-8553
 Interstate Brands/
 Wonder Bread/Hostess (586) 792-7580
 Jerusalem Foods (313) 538-1511
 Kaps Wholesale Foods (313) 567-6710
 Karr Foodservice Distributors (313) 272-6400
 Kay Distributing (616) 527-0120
 Kingston Distributing (989) 872-3888
 Kitchen Et Cetera (313) 567-6046
 Kramer Food Co. (248) 851-9045
 L & L Jiroch/J.F. Walker (517) 787-9880
 L.B. Enterprises (517) 546-2867
 Liberty Wholesale (586) 755-3629
 Lipari Foods 1-586-447-3500
 Mexico Wholesale (313) 554-0310
 Michigan Quality Sales (313) 255-7333
 Mr. Dee's Gourmet Foods (734) 747-8473
 Mr. Pita (586) 323-3624
 Nash Finch (989) 777-1891
 National Bulk Foods (313) 292-1590
 Nikhlas Distributors (Cahana) (248) 582-8830
 Norquick Distributing Co. (734) 254-1000
 Preferred Brands (313) 381-8700
 Robert D. Arnold & Assoc. (810) 635-8411
 Roundy's (419) 228-3141
 S. Abraham & Sons (616) 453-6359
 Schulz Coffee Co. (616) 956-6815
 Sherwood Foods Distributors (313) 366-3100
 Spartan Stores, Inc. (734) 455-1400
 Suburban News- Southfield
 - Flint (248) 945-9000
 (810) 785-4200
 SuperValu Central Region (937) 374-7874
 Tiseo's Frozen Pizza Dough (586) 566-5710
 Tom Maceri & Son, Inc. (313) 568-0557
 Tony's Pizza Service (616) 795-0220
 U.S. Ice Corp. (313) 862-3344
 Value Wholesale (248) 967-2900
 Weeks Food Corp. (586) 727-3535
 Wine Institute (313) 882-7630

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 Amendt Corp. (734) 242-2421
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 Calverlee Supply (586) 979-1370
 Capital Distributors (800) 447-8100
 Central Foods (313) 933-2600
 Chase Farms Frozen
 Food Process (231) 873-3337
 Consumer Egg Packing Co. (313) 871-5005
 CS & T Wholesalers (248) 582-0805
 D&B Grocers (313) 928-5900
 Dearborn Sausage (313) 842-2375
 Decanter Imports (248) 446-4500
 Deli Style Jerky (734) 453-6328
 Dolly's Pizza (248) 360-6440
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 Economy Wholesale Cash & Carry (313) 922-0001
 Elegance Distributors (517) 663-8157
 Energy Brands (231) 223-9451
 Epstein Distributing Co. (248) 646-3500
 Fairway Packing Co. (313) 832-2710
 Fleming Company (330) 879-5680
 Food Services Resources (248) 738-6759
 General Mills (248) 960-5237
 Grandpa's Jerky (313) 963-1130
 Great North Foods (989) 356-2281
 Hamilton Quality Foods (313) 728-1900
 Hav-A-Bar (810) 234-4141
 J & K Distributing (734) 513-8202
 International Ice (313) 841-7711
 International Wholesale (248) 544-8553
 Interstate Brands/
 Wonder Bread/Hostess (586) 792-7580
 Jerusalem Foods (313) 538-1511
 Kaps Wholesale Foods (313) 567-6710
 Karr Foodservice Distributors (313) 272-6400
 Kay Distributing (616) 527-0120
 Kingston Distributing (989) 872-3888
 Kitchen Et Cetera (313) 567-6046
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 L & L Jiroch/J.F. Walker (517) 787-9880
 L.B. Enterprises (517) 546-2867
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 Lipari Foods 1-586-447-3500
 Mexico Wholesale (313) 554-0310
 Michigan Quality Sales (313) 255-7333
 Mr. Dee's Gourmet Foods (734) 747-8473
 Mr. Pita (586) 323-3624
 Nash Finch (989) 777-1891
 National Bulk Foods (313) 292-1590
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 Kramer Food Co. (248) 851-9045
 L & L Jiroch/J.F. Walker (517) 787-9880
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 Mr. Pita (586) 323-3624
 Nash Finch (989) 777-1891
 National Bulk Foods (313) 292-1590
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