



FOOD & BEVERAGE REPORT

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January 2003

Working hard for our members.

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The sweetest ball of the year!

Reservations are filling fast for the AFD Annual Trade Dinner and Ball. This year it falls on February 14, 2003... Valentine's Day! Our theme, of course, is "St. Valentine's Ball." Please see page 5 for details and call Michele MacWilliams (248) 557-9600 to save your seats!



AFD Board of Directors and staff wish all readers a very happy, safe and prosperous new year!

Ten mega-trends for 2003

Each year at this time, the news media is packed with stories that aim to predict our future. The tabloids usually predict the end of the world, business magazines try to predict our economy, and fashion magazines give us a glimpse at what the stars will be wearing. Well, we've reviewed our share of predictions and feel that those of Robert Dilenschneider are probably the most accurate. He assembled his after conducting about 100 interviews with leading bankers, economists, academics, politicians, journalists and others. He is head of a Manhattan-based international public relations firm, and the author of eight books.

Here are ten trends from Dilenschneider's latest report:

One: Short-term, we are in a frozen state

We appear to be stalled now in almost every sector of life. Yet it is clear that all we know, and have known, is on the cusp of dramatic change; that extraordinary progress is only a short time away, reflected in revolutionary advances in chemistry, physics, biology, genetics and communications that will alter our lives radically.

But many people have lost a good deal of money

providing the necessary capital to fund these promised advances and are hesitant to step forward and assume additional risk

But before we can move ahead, we must find ways to become comfortable with the challenges around us and be prepared to operate within an ever-uncertain environment.

Two: Long-term, the outlook is good

The U.S. labor force has grown just over one percent a year during the past decade, but, remarkably, economic productivity has doubled.

Housing and automotive markets are firm and should continue to hold. But we are beginning to see slippage in consumer durables, and there may be some cutback in purchases of non-essentials, as skittish consumers are becoming more prudent in their expenditures.

Long-term projections call for annual economic growth well in excess of three percent in the U.S. Other economies are slated to grow as well.

Despite the impact of the ongoing terrorist challenge, the overall economic outlook remains positive. Asia, and particularly India and China, hold great opportunities.

See Mega Trends Page 20

AFD kids spread holiday cheer!



Wow, what a good looking group! The kids of AFD members helped deliver turkeys to needy families across Metro Detroit on Tuesday, November 25. This year AFD was able to provide over 1,700 families with Thanksgiving turkeys. AFD says THANKS, KIDS! You were a big help. More photos on page 26.

The key to savings: AFD's Trade Show

Here is a New Year's Resolution you'll want to keep: Resolve to add the 19th Annual Buying Trade Show to your "must do" list for 2003. AFD is planning ten full hours of uninterrupted buying, along with fun and terrific prizes.

With many booths already filled, exhibitors are making plans that guarantee excitement for trade show attendees. New products will be introduced at the show and exhibitors show specials will help your bottom line for months to come.

This will be a perfect opportunity to place your orders for Passover, Easter and Memorial Day. Bring your shopping list!

Watch your mail as AFD will be sending several reminders. Plan now to join your peers and unlock the door to savings!

See the ad on page 23 and call Ginny at AFD for more information at (248) 557-9600.

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Lachine: 989-379-3264
Lansing: 517-321-0231
Milan: 734-439-2451
Mt. Pleasant: 989-772-3158
Pontiac: 248-334-3512
Saginaw: 989-755-1020

Petoskey: 231-347-6663
St. Joseph: 616-927-6904
Port Huron: 810-987-2181
Traverse City: 231-946-0452
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President's Message

AFD looks to the future

Excerpts from the President's Annual Report to the AFD Board of Directors



By Michael G. Sarafa

On July 1, 2002 I became President of AFD, taking the helm of a well-respected, well-financed and well-known trade association. Under our board's guidance and Joe's leadership, AFD became the true voice of the food and beverage industry in Michigan among industry leaders, political officials and the media.

In the area of events, AFD's trade shows, golf outing and trade dinner have been unqualified successes.

Sustained membership and service revenues have made AFD financially viable for years to come. This financial security will allow me to focus on the main challenge ahead—namely to continue to find new and innovative ways to provide value to our membership.

Membership is the core of any trade organization. Sustaining it and growing it will be critical to our future success. Only the most innovative and value-oriented associations will thrive in the future. Among food associations, industry trends suggest that survival and success will be even greater challenges.

Independents have always survived these and other marketplace challenges by doing what our members do so well—that is to provide better customer service, convenience, quality and value than any other competitor in their market area, big or small. Well-trained employees and responsiveness to customers' needs are the underpinnings of most successful independent businesses. For AFD,

responsiveness and value for our members is also the order of the day.

As we have discussed in the past, industry consolidation means that AFD will have to adapt to the changing environment. With shrinking resources from members, service providers and corporations, all associations are looking to cut costs and achieve economies of scale. One option that remains on the table is to merge or affiliate with other organizations with which we have common ground.

AFD must continue to prevent further erosion of our members' traditional customer base. AFD is best situated to help accomplish this by remaining a strong advocate for our members in the legislative and regulatory areas. There is a vast array of special interests in the food and beverage industry. From time to time, those interests run contrary to ours. We will continue to beat back legislative and regulatory initiatives that hurt our members and support and actively promote initiatives that will increase their competitive advantages. Personally, I believe that the political arena will be an increasingly important place for us to provide value to our members.

Service and convenience remain the pillars of independents' success. Many of our members are industry leaders in the area of quality control, merchandising and employee training. AFD should leverage these facts into promotional opportunities for our members and our association. AFD can do more to advocate "best practices" as an educational tool and broadcast examples of them as a promotional tool.

In the area of fundraising, there is much work to be done. We have made a good start at increasing the size and prominence of our Political Action Committee (PAC). I remain committed to our goal of raising \$100,000 per cycle and am convinced that tying PAC fundraising to specific issues is a good model.

With respect to our scholarship endowment, AFD must take advantage of the huge community of corporate and civic endowments and charities. Organizations similar to AFD but no more deserving or respected receive hundreds of thousands of dollars a year from

The Grocery Zone

By David Coverly



See AFD looks to future,
page 6

107th Congress: How did key issues fare for convenience stores?

The 107th Congress opened with a flash in early 2001 and closed with a fizzle by late 2002. The pro-business momentum generated by a strong Republican showing in the 2000 elections, including winning the White House, raised expectations for a productive legislative session that would advance key industry issues. What transpired, however, was a session rife with partisan politics and a legislative agenda that both benefited business and attacked it. Fortunately, when Congress finally adjourned, its record of legislative activity was more beneficial than harmful for convenience store retailers.

The Congress and the new administration began under an umbrella of optimism for most industries. For the convenience store industry, an administration comprised of several energy-sector executives fed positive anticipation about actions that would help the industry prosper. Early victories supported this assumption, but by May 2001, the environment changed dramatically. The defection of Sen. Jim Jeffords (I-VT) from the Republican Party effectively shifted control of that chamber to the Democratic Party and set the stage for a contentious 18 months. Under the leadership of Senate Majority Leader Tom Daschle (D-SD) and his entourage of committee chairmen, including Sen. Ted Kennedy (D-MA), the business-friendly agenda was tossed on its head.

Diverse leadership yields unique tax policy, industry issues moved forward

The adverse conditions under which the 107th Congress operated produced mixed tax policy. Faced with an economy slipping into recession, President Bush honored his campaign pledge to enact widespread tax reform for working Americans and their employers. For convenience store retailers, this resulted in two primary benefits—a tax rebate that gave individuals more money to spend in retail outlets and a phaseout of the death tax. Unfortunately, the phaseout of the death tax was tainted with a 2010 sunset provision, and efforts to remove the sunset provision continually failed in the Democrat-

controlled Senate.

A major win for the industry on tax policy came earlier in 2002 when the Internal Revenue Service (IRS) agreed to review the depreciation schedule for gasoline-pump canopies. Retailers have argued that canopies should have a five-year depreciation schedule, while the IRS has continually argued that it should remain at 15 years unless a retailer has proven that his or her canopy is not inherently permanent. It is expected that the IRS will release final guidance on the depreciation schedule of canopies by the end of January 2003.

The National Association of Convenience Stores (NACS) was successful in getting legislation introduced that would give states a remedy to go after those Native American tribes who are not in a state compact and who don't collect and remit state excise taxes on motor fuel and tobacco sales to non-Native Americans. Rep. Don Young (R-AK) introduced the "State-Tribal Tax Fairness Act," and NACS generated support for this bill within the House Resources Committee.

Also, support for the repeal of the Special Occupational Tax on alcohol (SOT), which costs the industry more than \$30 million annually, continued to grow. President Bush is expected to introduce an economic-stimulus package early next Congress.

Energy Policy fizzled out, industry dodges bullet

The pro-business agenda at the beginning of the 107th Congress also gave rise to widespread optimism about the future of America's energy infrastructure. This process, however, was among the more distressing efforts of the 107th Congress. Launched with promise and vigor by President Bush early during the first session, the administration and Congress were prepared to take great strides to reduce U.S. dependence on foreign sources of oil and enhance its energy security, paving the way for a robust economy. Unfortunately, the switch in control of the Senate set the stage for a contentious debate between the forces of production and those of conservation.

For the convenience store industry, the president's initial plan held great promise that the government would finally take a responsible look at the problems associated with the proliferation of boutique fuels,

perhaps leading to policy that would stabilize the markets. Unfortunately, the rise of Sen. Daschle to majority leader presented him with a unique opportunity to develop an energy policy that would benefit his farmer constituents by greatly increasing the market share for corn-derived ethanol. The effort to address boutique fuels, which had been touted by leaders in both the House and the Senate, was forgotten.

Online Lottery sales stalled

For the second Congress in a row, Rep. Bob Goodlatte (R-VA) introduced legislation to permit online sales of lottery tickets. NACS was again able to garner strong bipartisan support for killing this effort. Be on the lookout for Goodlatte to continue his push for sales of lottery tickets online.

Mixed results on food safety

Throughout 2002, protecting the nation's food supply became a top priority for Congress and the administration. The U.S. Health and Human Services (HHS) Administration will be moving forward with the rulemaking process in the coming year.

The industry lost a battle on "country of origin" labeling, which was included in the farm bill. This bill would mandate retailers to mark the bin of fruits, vegetables and nuts with the country in which those items originated. This requirement is voluntary for two years while the U.S. Department of Agriculture (USDA) promulgates a rule.

Living to fight another day

The political shift of the 107th Congress threatened to impose significant hardships on the business community in general and the convenience store industry in particular. However, many bullets were dodged and several of the industry's own shots hit their targets. The 108th Congress will hopefully present a more favorable balance of power as pro-business Republicans will once again control both chambers, but retailers should not be too complacent. There remain influential members of Congress with personal agendas that could negatively impact a store's operations.

Calendar

February 2-5, 2003
National Grocers Association Annual Convention & Expo
Las Vegas, NV
(703) 516-0700

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

February 23-25
MARKETECHNICS
Food Marketing Institute Convention
New Orleans, LA
(202) 452-8444

February 24-27
NACS Leadership Assembly
Ritz Carlton, Naples, FL
www.nacsonline.com

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

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

Statement of Ownership

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- \$600 for each additional table

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- \$800 for each additional table

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- One table of 10 for dinner
- Two company images for media presentation
- Corporate signage at the dinner
- 1/8 page ad in the Food & Beverage Report
- \$900 for each additional table

AFD looks to future

Continued from page 3

banks, utilities and other Fortune 500 companies. The contributions that AFD and our members make to their communities, to the economy and to the business and civic life of Michigan are immense. We should not be bashful when it comes to taking advantage of these opportunities.

We will continue to do all we can as AFD staff to serve our members on a day-to-day basis, with the aim of helping you increase your bottom line.

I want to wish all of you a very happy, healthy and prosperous New Year.

Governors prepare to lower the budget boom

"We've saved, we've scrimped. We've nipped and tucked. We've reprioritized and we've spent our rainy-day fund, and we're still not there," said Utah Gov. Mike Leavitt, referring to the drastic measures states will likely take to address their budgetary crises.

The country's governors warned last week that budget and government-services cuts, as well as higher taxes are likely next year as states grapple with the dire budget shortfalls, reports *USA Today*.

The National Conference of State Legislatures said that 31 states have

budget shortfalls—from Delaware's \$44 million to California's \$6.1 billion. States must balance their budgets each year by levying taxes and reducing expenditures.

Cigarettes, alcohol and gasoline are likely targets of tax increases in the new year as states seek new sources of revenue. Raymond Scheppach, executive director of the National Governors Association, said that some states may boost sales and income taxes. It is also possible that some towns may increase property taxes.

Raising cigarette taxes may

generate more problems than profits for the states. Increased cigarette taxes are having the unwanted effect of promoting black-market activity. Cigarette smuggling has become a lucrative pursuit for criminals and even terrorists.

Mars and Hershey raising prices

Candy-makers Hershey Foods Corp. and Mars Inc. raised wholesale prices on their U.S. chocolate bars in response to rising costs of cocoa and other commodities.

Hershey, the largest U.S. chocolate-maker with brands such as Hershey's Kisses and Reese's peanut-butter cups, said it would boost the wholesale price on all its chocolate bars beginning Jan. 1. Standard-size 1.55-ounce bars will rise 10.8 percent, while smaller increases on other products will limit the overall rise to about 3 percent, the company said.

Privately held Mars Inc., the second-largest U.S. chocolate-maker, confirmed that its Masterfoods USA unit had raised wholesale prices on its single M&M packs, Snickers, and other chocolate bars by about 10 percent beginning in December. Most of its loose bars weigh about 2 ounces.

The moves, which mark the candy-makers' first major increases in more than five years, follow a sharp rise in the price of cocoa and moderate gains in other commodities, such as sugar.

The candy-makers' price increases come on the heels of wholesale price increases by Nabisco Oreo cookie-maker Kraft Foods Inc. and Keebler cookie-maker Kellogg Co. Those companies depend on cocoa as a key ingredient in cookies.



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Keep up on important issues facing the food and beverage industry with AFD's new email program. Be assured that you won't receive dozens of emails everyday and we will never sell our email list. **We don't email unless it is important!**

To sign up, email to Dan Reeves at dreeves@afdom.org. In the message block simply say SIGN ME UP! We'll do the rest.

If you prefer, fill in the form below and fax it to Dan at (248) 557-9610.

Name _____
Company _____
Email _____
Phone _____

Michigan trade associations address youth tobacco issues

The Associated Food Dealers of Michigan and other Michigan trade associations recently met in Las Vegas, Nevada as part of the Compliance thru Collaboration (CtC) forum designed to address issues related to the underage sale of tobacco products across the state. The group focused on developing a state-specific strategy of collaboration to more effectively confront and eliminate illegal tobacco sales.

Michigan retailers should be proud of their recent progress report on youth sales to minors. The most recent data collected by the Center for Substance Abuse Prevention (CSAP), a division of the U.S. Department of Health and Human Services (HHS), show that Michigan retailers sold tobacco illegally only 17.2% of the time, much lower than the federally imposed goal. Those numbers show considerable advancement considering that just a year ago Michigan was in violation of federal law because officials had determined a 26.8% non-compliance rate, when the federal goal for Michigan was

22%. Although a compromise was made with the federal government to avoid stiff sanctions last year, continued non-compliance would have put the state in danger of losing a large portion of their \$83 million in substance abuse grant monies from HHS. "We are convinced that more hard work is needed to keep these compliance numbers stable at this high rate. The collaborative effort with all stakeholders is the most

efficient and effective way to make this happen," noted Dan Reeves, AFD Vice President.

Along with the retail progress of the past decade has come the recognition among America's retailers that they should control their retail counters. The challenge is to capture this commitment and convert this philosophy into a way of life that consequently becomes an ID Culture recognizing that tobacco, and other

age-restricted products, are for adults only!

The Compliance thru Collaboration program is a national initiative developed by the Smokeless Tobacco Council that brings together major stakeholders in a state to work together toward eliminating underage tobacco access. Representatives from Ohio, Wisconsin and Mississippi also attended the 2-day event.

Helpful numbers for retailers

Michigan Department of Agriculture
1-800-292-3939

Michigan Liquor Control Commission
(517) 322-1400

Michigan Lottery
(517) 335-5600

WIC (517) 335-8937

EBT Customer Service
1-800-350-8533

Food and Nutrition Service/
Food Stamps
Detroit
(313) 226-4930
Grand Rapids
(616) 954-0319

Michigan Consumer and Industry Services
(517) 373-1580

Michigan Department of Treasury/Tobacco
(517) 241-8180

Michigan Department of Attorney General
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Minimall brings opportunity to Southwest Detroit

A piñata full of ideas and dreams has showered over Southwestern Detroit's Mexican-American community.

In the past, the secret to retail business success for this part of the city was to draw suburbanites. The flavorful food of Mexico and other Hispanic cultures was the usual attraction. Stores with ethnic products and restaurants did bring customers. Mariachi bands, weekend marketplaces and Latino hospitality made the journey worthwhile.

It took an outsider, a Chaldean, to provide what was missing in Southwest Detroit. Longtime grocer and developer, Sam Yono, recognized the tremendous opportunity to vitalize the business district, resulting in La Plaza Mercado, a \$10 million, 30,000 square-foot retail center to serve the West Vernor neighborhood.

Yono, along with nephew Sal and sons Sal and Randy, started



(l to r) Frank Ross, Wayne County Urban Loan Fund; Kathleen Wendler, Southwest Detroit Business Association (SDBA); Deb Sumner, SDBA Real Estate Manager; Sam Yono, president of Vernor Investments, Inc.; Randy Yono, Sam's son; and Fred Feliciano, Detroit Mayor's Multi-Cultural Liaison.

purchasing property seven years ago. "Sheer tenacity made this possible," said Kathleen Wendler, president of Southwest Detroit Business Association. She also recognized the efforts of SDBA Real Estate Manager, Deborah Sumner, who worked tirelessly with the Yonos to forge a relationship with the Mexican-American community. Sumner's patience has been rewarded with jobs. Most construction project workers came from the neighborhood. Businesses in the finished complex employ over 100 workers, 95 percent from the neighborhood, says Yono.

In 1999, the average West Vernor

household income was \$26,000. The demographic of the area has changed dramatically with Hispanic



Kathleen Wendler addresses the group assembled in the 14,000 square-foot hardware store.

households doubling and displacing low-income families. Census figures show a gain of 48 percent in household income over the 1990s. The key to this statistic is the fact that Hispanic household size is increasing while other groups are declining.

Speaking of the new mall project, Wendler exclaimed, "We are all the beneficiaries," as she addressed the grand opening crowd. Gathered in La Plaza Mercado crowd were TV cameras, dignitaries, friends, family, neighboring business owners and community leaders. Theresa Zajac, SDBA program director stressed that this effort will act as a catalyst to other businesses.

The project centerpiece is Vernor Ferreteria Do It Best Home Center. The hardware store has numerous items that formerly required a trip to the suburbs. The hardware and home improvement center is the

responsibility of Sal Yono.

The Yono's Vernor Investments, Inc. financed the minimall and will continue to be visible as they also run the Money Center and Cell Phone Store and La Plaza Coney Island and Grill, a restaurant with an outdoor patio.

Sam spoke briefly to the grand opening guests thanking them for their cooperation. "This is your home," he assured, with a courtesy typically

extended by Spanish speaking cultures. Yono commented that he was forewarned not to invest in the Detroit neighborhood. "We didn't lose one brick," he exclaimed, impressed by the loyal, honest integrity he found in the people from the neighborhood. Banks weren't forthcoming with funding either. However, "Comerica was there for us," he added.

The city of Detroit also blessed the project. Mayor Kwame Kilpatrick's Multi-

Cultural Liaison, Fred Feliciano, applauded the new development as being vital to Detroit's rebirth. The Yono's are building another Detroit retail center at Livernois and Joy Road. They also own two other hardware stores in Detroit and another in Redford Township.

As this piñata of potential spills out over the city, Sam Yono's dream will be fulfilled. New jobs, tax revenue, hope and revitalization to long-forgotten environs of Detroit, will continue the Yono family's long-time commitment to Detroit.

The minimall is at the corner of Vernor and Lansing, just west of Clark Street. Other stores in the mall include Foot Locker; Check & Go; Bandera Impuestos Tax Service; Dulceria Sonrisas, a candy store; China House, Chinese Food; and Amigo Med'terranean Restaurant.



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Benny Cruz and the Caesar Chavez Academy Choir sang carols as guests enjoyed coffee and donuts.

We Encourage Icing.



Paramount Coffee Company names two vice presidents

Paramount Coffee Company, headquartered in Lansing, Michigan, has named Robert Leyko, Vice President of Service and Dan Kreft, Vice President of the Gourmet Division.

Robert Leyko has been with Paramount over thirty three years. He brings extensive knowledge and experience to his new position. Prior to being named Vice President of Service, Leyko managed the service department for Paramount, developing

one of the most comprehensive service and equipment programs in the coffee industry.

Dan Kreft is a graduate of Michigan State University in Food Systems Economics. He has been with Paramount since July of 1995. Kreft has been instrumental in expanding Paramount's gourmet retail operations. Kreft will be responsible for overseeing the needs and growth of the Paramount's Gourmet Retail Division.

AFD welcomes new director



The Associated Food Dealers of Michigan (AFD) is pleased to welcome Brandon George, co-owner of Red

Wagon Wine Shoppe in Rochester Hills, to its Board of Directors. Brandon began working in the store at the age of 15. His father and uncle, who are now deceased, previously owned the store.

Brandon graduated with a Bachelor's of Business Administration from Western Michigan University. He is a resident of Troy and brings 14 years experience in the food industry. Brandon became an AFD member two years ago when he became co-owner of Red Wagon with Michael Laurencelle.



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Governor appoints Allen to Liquor Control Commission

Governor John Engler appointed Judith Allen, of Delta Twp., as chair of the Michigan Liquor Control Commission in December. The commission is an independent agency within the Department of Consumer and Industry Services that works to streamline operations, improve customer service, and protect the public. Allen replaces Dan Gustafson, who was recently named executive director of the Michigan Gaming Control Board.

"I am proud to appoint Judy Allen as chair of the Liquor Control Commission," said Governor Engler. "During her 20 years of public service, she has developed a thorough understanding of management, budget, legislative and administrative issues. Her time as chief of staff to Senate Majority Leader Dan DeGrow has prepared her well to lead the Liquor Control Commission."

Allen's appointment as chair of the Liquor Control Commission was effective December 16, 2002, and will expire June 12, 2004.

Markley named to Michigan Beef Industry Commission

Governor John Engler named Charles Markley to the Michigan Beef Industry Commission, which is responsible for encouraging the sale and use of beef and beef products in Michigan through promotion, research, education, consumer marketing or other activities. In addition, the commission serves as a liaison between the beef industry and other food industries.

Markley, of Bryon, is the owner of Markley Farms. He replaces Jack Knirk, of Quincy, who died. Markley is appointed to represent cattle feeders for a term ending May 31, 2004.

Allied Domecq unveils Academy of Wines & Service Excellence

Allied Domecq Wines USA (ADWUSA) unveiled details of an ambitious and comprehensive Academy of Wine & Service Excellence trade program.

"While the long-term programming will offer something for everyone, our initial efforts will focus on our core audiences: retailers, brokers, in-house sales teams, restaurateurs, and our emerging global partners. The Academy will feature an entirely new, comprehensive, multi-tiered series of wine education programs," says Master Sommelier Evan Goldstein, Allied Domecq's new Director of Wine and Hospitality Education. "We're raising the bar as training and education have become value-added business imperatives in the increasingly competitive environment."

While initial efforts will take place in the field, the Academy will also conduct courses at Allied Domecq's six California wine properties, including the newly completed Clos du Bois hospitality center in Sonoma County.

Topics covered in the ongoing series of classes will include intensive training on wine geography and production, viticulture and winemaking, food and wine pairings (introductory level, advanced and customized), wine tasting skills and comprehensive tastings, and multifaceted on-premise server training. There will be additional focus topics and other useful "tricks of the trade," including the art of developing a wine list, staging a successful winemaker dinner, the basics for conducting blind tastings, and building powerful on premise incentive programs.

To learn more about ADWUSA's Academy of Wine & Service Excellence, or for a free downloadable brochure, go to allieddomecqwines.com and register at the Trade Site. Registration is free. After January 2003, the Academy's website will be wineacademy.org. For further information, contact Evan Goldstein at (707) 473-2356 or the Academy office at (800) 375-9002.

Roundy's picks up more Pick 'n Save outlets

Roundy's plans to purchase seven Pick 'n Save supermarkets in Wisconsin; terms of the deals were not disclosed. An official said Roundy's acquisition signals the ongoing consolidation trend in the food retailing industry.

News Notes

Reminder: WIC vendor surveys are due

There are two different surveys being conducted at this time, a full line survey and a pharmacy survey. Surveys must be completed and returned by the due dates indicated on each survey.

If you are a WIC authorized full line vendor and you have an in-store pharmacy, you must complete both surveys and return both by the due dates indicated on each survey.

Mail the completed survey(s) to:

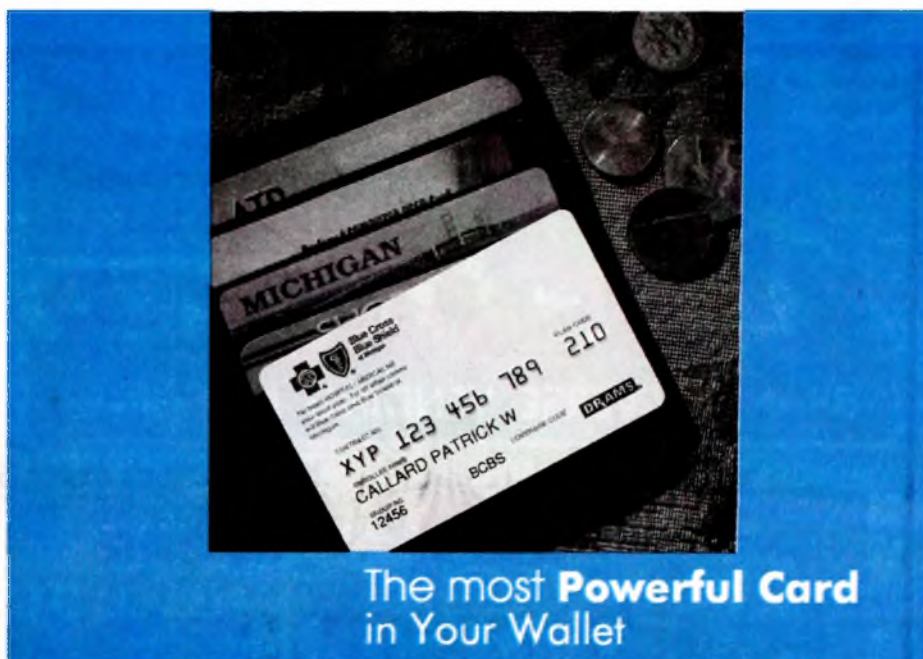
Michigan Department of Community Health
WIC Vendor Relations Unit
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Lansing, MI 48906-2701

I'm Dreammming of a Glazed Doughnut

Retailer rolls out new pastry to compete with Krispy Kreme

Hampton Roads, Va., will be the test market for Dreammm, 7-Eleven's "new and improved" glazed doughnut, says a report in *The Virginian-Pilot*, Norfolk, Va.

The Dreammm doughnut, which resembles a Krispy Kreme's Original Glazed doughnut, will hit shelves at 226 7-Elevens from the Outer Banks of North Carolina to Williamsburg. But according to Des Hague, vice president of fresh foods for 7-Eleven Inc., it is "a totally new formula. It's a new mix."



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Beverages dominate top new products

According to IRI's just released 2001-2002 New Product Pacesetters: Food & Beverage report, seven of the top ten leading new products are beverages. Soft drinks led the way, with four new carbonated beverages totaling \$661 million in first year sales. Smirnoff Ice, whose introduction virtually created a new beer, wine, spirits category, also had a phenomenal first year with sales well in excess of \$100 million. Kool-Aid Jammers and Propel Fitness Water round out the list of blockbuster new beverages.

Coke can goes chic

Coca-Cola Co. is testing a new 8.4-ounce can that resembles the sleeker cans favored by energy drinks, according to *Advertising Age*. The regular Coke can is a squattier 12-ounces.

The slim, red can is being tested at New York City nightclubs such as Lit and Trust, and boutiques such as Mac cosmetics. Marketing analysts say the move is an effort to appeal to young consumers who become easily bored with the status quo and tradition.

News from Coca-Cola

Heyer named Coke COO

Coca-Cola named Steven Heyer president and chief operating officer, the first outsider to rise so high at Coke.

Heyer, 50, has been in line for the spot since joining Coke as president of new ventures from Turner Broadcasting nearly two years ago. He becomes heir apparent to Chairman and CEO Douglas Daft, who was elevated in an executive shake-up three years ago.

New packaging graphics for Diet Coke

Diet Coke, Coca-Cola Light, Caffeine-Free Diet Coke, Caffeine-Free Coca-Cola Light and Diet Coke with Lemon all have a new look worldwide, a spokesperson for the Atlanta-based soft drink company said. The packaging update follows a similar move last month by PepsiCo, which unveiled new graphics for Pepsi-Cola and Caffeine-Free Pepsi-Cola.

U.S. consumers will be the first to see new Diet Coke packaging graphics in the marketplace in early 2003. Similar graphics will be rolled out in other parts of the world throughout 2003.

The current design has been in place since 1997. The purpose of the new design is to "contemporize" the look and strengthen the brands' relationship with today's consumers, said the Coke spokesperson.

Changes to the graphics are subtle and represent a slight graphic enhancement to the traditional trademarks. The new design retains many familiar elements. The ribbon device has been returned to the package for the first time since 1997. The ribbon provides an appropriate link to Coca-Cola heritage and "adds an additional element of fun and dynamism to the package." The new packaging also uses two variations of silver, enhancing its contemporary look.

Lobbyist named trustee at Oakland University

Dennis Muchmore, a founder and managing partner of Muchmore Harrington Smalley & Associates, was appointed to the Oakland University Board of Trustees by Governor John Engler.

Muchmore will replace Linda Hotchkiss, who resigned, for a term expiring August 11, 2004.

Correction

In the December, 2002 issue of the AFD Food & Beverage Report an incorrect phone number was listed for Cuisine de France. The correct number is (847) 318-5340. We apologize for any inconvenience that this may have caused.



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Lack of physical activity, junk food on school campuses cited for youth obesity

About 26% of California students, ages 6 to 19, are overweight and 40% are not physically fit, according to a two-year study conducted by the Robert Wood Johnson Foundation. Independent experts say the junk food on school campuses and school's non-compliance with state physical education mandates are partly responsible for students' health. —*Los Angeles Times*

FDA commissioner to review food labeling for health claims

FDA Commissioner Mark McClellan will look at ways to get the most effective health information to consumers. McClellan cites the omega-3 fatty acid content and its potential health benefits as something food companies have been unable to promote because of the strict labeling rules. —*The Wall Street Journal*

Chile becomes fourth NAFTA partner

The U.S. and Chile have agreed on a free-trade pact that would eliminate tariffs on 85% of goods within 12 years. U.S. Trade Representative Robert Zoellick said if Congress approves the trade accord, it would add \$4.2 billion to the U.S. gross domestic product.

—*The Washington Post*

Value of dollar stores grows

Dollar stores are enjoying a new cachet—and increased profits—thanks to a “cheap chic” makeover.

Following the example set by Wal-Mart and Target, dollar stores have revamped their concepts to appeal to a wider audience, reports Knight-Ridder Business News.

It looks like the investment was worth it. A study by Information Resources Inc. found that 56 million U.S. households said they shopped in a dollar store in 2002 compared with 53 million in 2001.

Analysts say dollar stores are also benefiting from a change in consumer attitude that embraces bargain hunting and finds cheap chic trendy.

“The days when people would say they wouldn't go into one of those stores are over,” according to Connell Radcliff, owner of 1st Carolina Properties that leases shopping-center space to Dollar Tree. “There's a huge change that's gone on in the consumer's mind.”

Burger King bought for \$1.5 billion

Diageo announced last month that it sold Burger King for \$1.5 billion to Texas Pacific Group, Bain Capital and Goldman Sachs Capital Partners.

Previously, the equity-sponsor group had planned to buy the fast-food concept for \$2.26 billion, but later renegotiated the deal with Diageo, reports the *Associated Press*.

Diageo began to look for a buyer for Burger King in June 2000 in order to concentrate on its core beverage business. The company sells alcoholic beverages including Johnnie Walker, Guinness and Smirnoff.

“This ownership group is outstanding,” said Burger King CEO John Dasburg. “They fully understand and support our strategy, our programs and our people.”

Note : Lottery machines don't work at home

The following news item appeared in the weekly “News of the Weird,” published December 6. This story appeared under the subhead “Least Competent Criminals.”

“Masters of technology: Burglars hit the K Bros Service Station in Everson, Penn., in November and lugged away the lottery-ticket machine, perhaps hoping to print themselves some winning tickets; a lottery spokesperson said the machine works only when it's hooked up to lottery headquarters.”



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Member Profile

Economy Wholesale grows to meet customer demands

By Michele MacWilliams

Right off the bat, Economy Wholesale is impressive. Their phone number, 313-922-0000 is something that even the largest Fortune 500 companies can't acquire. How did they do it?

"Well, a little luck, and diligence," says Mark Yousif, company co-owner.

Together with partner Isam Askar, the two started Economy Wholesale in 1993. The pair had been in the



wholesale automotive petroleum products business since 1982 and

saw an opportunity.

"The business was called Four Seasons Oil Company and our customers were primarily independent convenience stores and gas stations. They expressed a need for a more diverse product line so we opened Economy Wholesale and began



carrying paper products, detergents, snacks and a limited selection of groceries as well as petroleum products," stated Yousif.

At the time, they were located in a 20,000 square-foot warehouse on

Bellevue in Detroit. Over the years the company grew. As the customer base and product selection increased, the need for a larger facility

became evident. In 2001, Yousif and Askar were presented with the opportunity to purchase the building adjacent to theirs. They jumped on the offer, updated the facility to suit their needs and in 2002, moved into a beautiful, modern 60,000 square-foot facility.

Today they distribute over 6,800 different products, including cigarettes, candy, health and beauty needs, dollar items, cleaning products and groceries. Their delivery business stretches north to Flint and south to the Ohio border near Toledo.

The company recently opened a cash and carry outlet that is available to general business clientele.

"We've been successful because we know how to provide good customer service," stated Yousif. He adds that Economy Wholesale's prices are also extremely competitive. "We do our best to provide our customers with what they want — good products at great prices."

So what is on the horizon for Economy Wholesale? The partners have once again discovered a niche that needs filling. They will soon open a membership warehouse club for the general public. Yousif says that the retail warehouse club will be housed in the same building as their wholesale business, but will be open to the general public, with the purchase of a membership.

"We will be the only wholesale membership club in the city of Detroit," says Yousif. He believes that the residents in his community will welcome the opportunity to shop at a warehouse club within the city limits. The partners say that their warehouse is close to Eastern Market and can draw customers that live and shop in the area.

However, Askar and Yousif know that business customers are their bread and butter. "Our business customers will always pay lower prices than walk-in consumer business," assured Yousif.

Isam Askar & Mark Yousif, Owners

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Flint's Jack Minore brings a city influence to Lansing

by Kathy Blake

State Representative Jack Minore, (D-Flint) learned about the needs of an urban area by serving on the Flint City Council for 15 years. Unlike many of his peers whose resumes include mostly township and county government positions, Rep. Minore brought urban experience to the table. "There aren't very many of us from city government. As a minority member, I've contributed a great deal because of my background in city politics," says Minore.

Prior government experience

Elected to the Flint City Council in 1983, Minore served two terms as President of the Council and three terms as Vice-President. He served as City Council liaison in the creation of the Bishop Airport Authority and served as Council Representative on the Joint City/County Water Study Committee. Active in the Michigan Municipal League and the National League of Cities (NLC), he was a member of the NLC's Environment and Energy Committee and of its International Consortium. He served as Vice President and President-elect of the National Democratic Municipal Officials. He served for several years as a member and officer of the State Central Committee of the Michigan Democratic Party.

Committee assignments

Rep. Minore begins his third term in Michigan's 92nd Legislature, with new committee assignments and the title of Assistant Minority Leader. His last term committee assignments included Minority Vice-Chair of the Employment Relations, Training and Safety committee and member of the Tax Policy committee and the Local Government and Urban Policy committee.

Serving on the Local Government and Urban Policy committee, Minore brought a city influence to the committee, which was otherwise dominated by former county and township officials.

On that committee, he worked to develop a tax reversion policy for abandoned properties which reduced the amount of time those properties



State Representative Jack Minore

Democrat
District 49-Flint
Assistant Minority Leader

could remain vacant. "I had a significant hand in drafting that legislation," Minore says.

He helped pass significant changes in unemployment insurance benefits including raising the maximum per week benefit from \$300 to \$362 and providing a break to employers as well. "There was such a large surplus in the unemployment fund, that the committee provided a \$50 million break to employers," he added.

Rep. Minore said that the Tax Policy committee is looking to draft legislation for taxing sales conducted on the internet. Some states are already taxing internet purchases. This is particularly unfair to Michigan because some other states tax food items. When Michigan consumers purchase these items, other states reap the tax benefit. "States will need to have a uniform policy on what gets taxed and what doesn't," said Minore.

Flint involvement

Being a Flint native, Minore has long been concerned with the health of the downtown area. "The area experiencing the most growth is the educational area. Flint has three colleges in or near downtown. The University of Flint is right downtown, Kettering University is to the west and Mott Community College is to the east," he said.

While on the Flint City Council, Minore helped start a major park renovation at Mott Community College. He represented the council serving on the boards of the Brownfield Development Authority, (during its start-up), the Economic

Development Corporation, the Tax Increment Finance Authority, and The Growth Alliance.

He was instrumental in creating neighborhood enterprise zones for Flint. This enables residents in designated neighborhoods to receive tax abatements for undergoing extensive improvements on their houses. The homeowners are not taxed on these improvements for 12 years, according to Minore.

Minore was one of the founders of "Music in the Park," a summer concert series held in the park near downtown Flint. This is the 13th year for Music in the Park. Rep. Minore continues to emcee the concerts and chair the committee. "We've raised \$100,000 for concerts, celebrating diversity with performances by such varied artists as a Mexican Mariachi band, a predominantly black choir, an Irish duo, and a country quartet, to name a few," says Minore.

Background

Rep. Minore attended Flint schools graduating from Flint Northern High School. He attended Flint Junior College, (now Mott Community College), then went on to receive a Bachelor of Arts from the University of Michigan-Flint and a masters in Education from Eastern Michigan University. He has done post masters work at the U of M, MSU and Oakland University. Minore became involved in politics while he was in college. He served on the McCarthy presidential campaign and worked on the cause for civil rights and the anti-war movement.

Minore served as a classroom teacher for 31 years, teaching every level from elementary through college. Much of his career was as a special education teacher at Whaley Children's Center. He was also very involved in the Flint Teacher's Union.

From 1993 to 1998, he served as the executive director of the Genesee County Bar Association - responsible for overseeing the budget, personnel, publications and management of the office.

Community activities

Rep. Minore has been a supporter of various community agencies including Salem Housing Task Force, Christ Episcopal Center, Music at St. Paul's and the Flint Jazz Festival. He has been a member and supporter of several groups - mostly those dealing with children, the arts or the environment. He was a founding member of the Genesee Recycling Coalition, serves on the Board of the Flint River Watershed Coalition and the Friends of the Flint River Trail, and is a member of the Sierra Club. He is a former Board member of the Flint Youth Theatre. He also currently serves on the Board of Michigan Board of Trustees.

"As a legislator, I try to remain active in the community. My philosophy is government can and should be a service to the people. We (legislators) should always be concerned with how our actions impact individuals and local communities," said Rep. Minore.

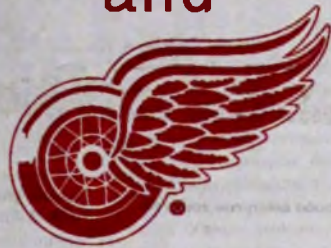
Personal

Rep. Jack Minore is the father of four grown children and now has four grandchildren. He enjoys reading as well as hiking, bicycling and cross country skiing. He is a music lover and enjoys theater and travel. Although he enjoys music tremendously, he has no musical talent, according to his choir director friend, who says, "I can teach anyone to sing except maybe Jack Minore."

To reach Rep. Minore, call him at (517) 373-7515, email: jminore@house.state.mi.us, or write: The Honorable Jack Minore, State Representative, State Capitol, P.O. Box 30014, Lansing, MI 48909-7514.

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Winfall debuts on January 19



By Acting Commissioner James Kipp
As you learned last month,

January 18, 2003 will be the final drawing for the Michigan Millions game. Tickets for the Lottery's newest game - WINFALL - will go on sale on Sunday, January 19, with the first drawing being held on Wednesday, January 22.

Michigan Lottery players statewide have been asking for an exciting, easy-to-play game that offers great cash prizes and has frequent payouts. Your customers

will be happy to learn that is exactly what WINFALL offers.

WINFALL is a lot like the old player favorite - Michigan Lotto. Players will choose six numbers from a pool of 49 numbers, match five - win \$2,500; match four - win \$100 and these prizes are guaranteed amounts. But, WINFALL goes one step further - match three numbers to win a \$5 prize, and when the jackpot hits \$5 million it stops growing and that's when the game gets really exciting!

When the announced jackpot reaches \$5 million and no one matches the six winning numbers for that drawing, players will get a "WINFALL!" In this situation, all of the prize money, including the cash accumulated in the jackpot, is paid out to the match five, match four and match three winners in that drawing and each of these lower-level prizes increases by approximately 10 times! Instead of one winner taking home millions, WINFALL creates thousands of big-money winners statewide. The next drawing will then start with a \$2

million jackpot.

If no one matches all six numbers in the final Michigan Millions drawing on January 18, the jackpot prize money will automatically rollover to the jackpot for the first WINFALL drawing. If the remaining Michigan Millions jackpot exceeds \$5 million and no one matches all six numbers in the first WINFALL drawing, the jackpot prize money will be paid out to winners at the other prize levels!

I encourage you to prominently display your point-of-sale materials for this great new game. The Lottery expects to see thousands of match three winners for each drawing, so Lottery retailers can expect to see many players turn those prizes into more Lottery sales.

As was the case with Michigan Millions, WINFALL drawing results will be announced at 7:29 p.m. on Wednesday and Saturday evenings during the live television broadcast.

Free Instant Ticket Coupon. In February, April and September of 2002, Lottery players throughout the state redeemed special promotional Lottery coupons that offered one free \$2 instant game ticket with the purchase of any \$5 instant game ticket. Those coupons were distributed via select home-delivered newspapers and they were a huge hit with your customers!

Due to the great success of the first three instant coupon promotions, the Lottery has chosen to distribute another "Buy One \$5 Instant Ticket, Get One \$2 Instant Game Ticket Free" coupon on January 26 in more than 1.6 million home-delivered newspapers throughout the state. The coupon expires on February 23, 2003.

Your customers are not the only ones who will benefit from this promotion.

It also creates an opportunity for Lottery retailers to earn an additional 53 percent commission on a \$5 instant ticket sale!

Don't forget that an extra one percent sales commission is available to retailers who meet or exceed their quarterly sales goals. This quarter (January 1 - March 31, 2003) the sales goal is set at a two-and-one-half percent increase over the same quarter in 2002.

I strongly encourage you to take advantage of this opportunity to prominently feature the Lottery's instant games in your stores, and don't forget to ask for the sale!

"\$2,000,000 Celebration"

Grand-Prize Drawing. On Friday, January 31, 2003, the Michigan Lottery will conduct the "\$2,000,000 Celebration" instant game grand-prize drawing and one lucky winner will walk away with the \$2 million top prize!

This \$20 instant ticket went on sale September 5, 2002 and all instant winners of \$1,000 in the game are automatically entered into the drawing after their ticket has been validated at a Lottery office or licensed claim center by the close of business on Friday, January 24, 2003. Approximately 2,000 players will qualify for the drawing.

Winners who have been entered into the drawing must contact the Lottery's Public Relations office at (517) 373-1237 if they plan on attending the drawing. Winners do not need to attend the drawing to win.

Michigan Lottery Celebrates 30 Years. On November 13, 2002, the Michigan Lottery began its 30th year of operation. Over the past 30 years, the Lottery has seen many changes, but the one thing that has never changed is the Lottery's dedication to supporting kindergarten through 12th grade public education in the state of Michigan.

I want to take this opportunity to thank you for your 30 years of hard work and support of the Michigan Lottery.

Holiday Closings. Michigan Lottery offices will be closed Wednesday, January 1 for the New Year's holiday and on Monday, January 20 in honor of Martin Luther King, Jr. Day.

New Instant Games for January. This month, the Michigan Lottery will unveil five new games and one bonus game. The \$2 "Wild Time Doubler," with a \$30,000 top prize, goes on sale January 2. Your customers could collect big bucks with the new \$3 "Wheel of Fortune," which offers a \$50,000 top prize and hits stores on January 9. Instant ticket lovers will flock to your store on January 16 when the \$2 "Hearts On Fire" goes on sale offering a \$14,000 top prize. Players will experience double the fun on January 23 with the newest \$10 offering, "\$1,000,000 Double Down," featuring a \$1 million top prize. The \$2 "Gold Fever," with a \$35,000 top prize, will be available at ticket counters on January 30. The \$1 "Lucky Sign" BONUS game, which offers a top-prize of \$1,000, will be available at select retailers on January 30.

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New from the Michigan Lottery!



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If no one hits the \$5 million jackpot

Your players will love WINFALL! It's a great new game that's lots of fun, has lots of winners and is easy to play. Players win by simply matching 6, 5, 4 and even 3 numbers. And if no one matches all 6 numbers when the jackpot reaches \$5 million, then all the prize money, including the cash in the jackpot, is paid out to the match 5, 4 and 3 winners increasing those prizes by about 10 times! You and your players will fall for the fun of WINFALL.



EASIER to play and EASIER to win!

	WINFALL	Michigan Millions
Number of total balls	49	51
Overall odds of winning	1 in 54	1 in 529
Odds of winning jackpot	1 in 14 million	1 in 18 million
Number of balls to win \$5	3	4
Odds of winning \$5	1 in 57	1 in 952
Number of balls to win \$50	3 (with a WINFALL)	4
Odds of winning \$50	1 in 57 (with a WINFALL)	1 in 1,269
Percentage of sales to prizes	55%	50%

Mega Trends

Continued from front page

Three: The challenge to America

American leadership is being challenged today as it has not been since the Great Depression of the 1930s, when the U.S. leaned isolationist and seemed to turn a blind eye to mounting global problems.

The jeers and heckling that greeted Secretary of State Colin Powell at the recent World Summit on Sustainable Development were just one manifestation of increasing hostility to what is perceived as American arrogance and go-it-alone posture.

While over 100 heads of government attended the Summit in Johannesburg, President Bush sent Secretary Powell and provided him with little to offer in the way of attacking the problems of global warming and the widespread poverty and disease affecting much of the Third World nations.

This is a dramatic switch from a year ago, when President Bush won global support for his declaration of a war on terrorism. But the wave of U.S. corporate scandals, the precipitous drop in the equity markets at home and abroad, and the anxiety over the prospect of a U.S. invasion of Iraq have all contributed, justified

or not, to an erosion of respect for American leadership and President Bush's policies.

Four: Europe's weakening bond

Immediately following the attacks on the World Trade Center and Washington, a deep bond was established between the U.S. and Europe — perhaps embodied in a leading French daily's banner headline on September 12: "We Are All Americans!"

Today that bond has been weakened considerably. Some cite our unwillingness to co-operate on the Kyoto Agreement to battle global warming or to hand over U.S. nationals to the proposed International Criminal Court or America's stand on trade policy for steel and farm products. Others cite the U.S. support for hard-line Israeli Prime Minister Ariel Sharon.

But the real and often unstated reason is, most probably, America's power, arrogance and wealth, underscored by the overconfident nature of our individual conduct during the past two decades.

Five: Facing the Saudi problem

Tensions between Saudi Arabia and the United States are at an all-time high. Saudi investors have withdrawn billions from the U.S. The extremist Wahabi sect of Islam

is tolerated, and probably funded, by the Saudi government to keep its followers in line, and to keep them active throughout the Kingdom, teaching young people about the evils of the West. Indeed, it is suggested that the Wahabi are teaching young people in virtually every mosque in the Middle East and Europe to hate the West.

Major oil companies have been denied access to prime Saudi oil fields. And a multi-million dollar propaganda campaign on behalf of Saudi Arabia by lobbyists and public relations firms is already in full throttle.

Six: The Russian Connection

Speculation is building that the U.S. will deepen its ties with Russia as an offset to uncertainty in the Middle East.

Much must still be overcome. Still, a closer relationship, if accomplished, could lead to huge new markets and opportunities as well as more economic certainty for the U.S. and the West.

Seven: Trouble south of the border

The instability that has plagued Latin America for the last century appears to have no end in sight. Economic collapse and cases of violence in countries like Colombia, Peru and Argentina are leading the

region to still rougher waters.

The Bush Administration has turned its attention to trying to stabilize the economies of Argentina, Brazil and Uruguay. In Dilenschneider's opinion, the Administration should not permit its focus on the War Against Terrorism to distract it from pushing for the Pan-American Free trade agreement the President spoke of at the Montreal conference in 2001.

The NAFTA agreement opened up new opportunities for growth between Mexico and the United States.

Eight: IT levels the playing field

In 1990, U.S. companies spent 19 percent of their capital budgets on information technology. In 2000, these companies spent 59 percent. Companies and countries around the world are beginning to do the same. Indeed, the concept of broadband in telecommunications has already been more widely accepted in many countries than in the U.S.

What this means is that a more competitive capability is evolving around the world.

Very little of this capability has yet to come to the bottom line. Most has gone back to the customer in the form of lower prices, better services and a

See Mega Trends
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INTRODUCING

FritoLay's 4-Star FALL LINE-UP



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The NACS Dozen: 12 members of Congress earn perfect marks

Two senators and 10 representatives earned perfect scores from the National Association of Convenience Stores (NACS) based on their voting records in the recently concluded 107th Congress.

NACS based its scorecard on how members of Congress voted on legislation critical to the convenience store and petroleum-marketing industry brought before each chamber—12 votes in the Senate and 10 votes in the House of Representatives were included in the scorecard.

The two senators earning perfect marks from NACS on all 12 key votes were John Kyl (R-AZ) and John Ensign (R-NV). Both will return for the 108th Congress. Meanwhile, 10 representatives earned perfect scores from NACS: Rob Simmons (R-CT), Chris Shays (R-CT), Nancy Johnson (R-CT), Mark Souder (R-IN), Fred Upton (R-MI), Charles Bass (R-NH), Lindsey Graham (R-SC), Zack Wamp (R-TN), Frank Wolf (R-VA) and Greg Ganske (R-IA). All of the representatives were reelected and will return for the 108th Congress except for Ganske, who lost his bid for a Senate seat.

Issues included in both the House and Senate scorecards were support for making the death-tax repeal permanent, opposing efforts for an ethanol mandate, support for reasonable health-care reform that would not increase employer costs and killing the Clinton administration's ergonomics rule, which would have cost the industry \$20,000 per store. In the Senate, an additional vote permitting retailers to open their doors to charities without fear of unionization of its employees was included. Details on both scorecards can be found at www.nacsonline.com by clicking on "Government Relations," and then on "Congressional Locator."

"We applaud these members of Congress for their strong support and understanding of the importance of convenience stores within the community," said Bill Douglass, NACS' vice chairman of government relations and CEO of Douglass Distributing Co. in Sherman, Texas.

NACS developed the scorecard to compare how members of Congress supported issues important to the convenience store and petroleum-marketing industry, targeting several key votes during the 108th Congress.

Among the issues it rated were votes on small-business tax cuts and easing federal regulations for small businesses.

"These senators and representatives certainly understand that convenience stores are neighborhood anchors in communities across the country and provide countless opportunities for both small-business people starting a business and community members just beginning their careers," said Douglass.

Heinz easy-pour bottle is a popular squeeze

It seems the company can't make enough upside-down Easy Squeeze bottles. "We can't keep up with the demand," Heinz Chairman Bill Johnson told analysts after reporting slightly better-than-expected fiscal second-quarter earnings.

The first of the new bottles began showing up in grocery stores just before Labor Day. Already, Easy Squeeze sales account for 10.3 percent of the U.S. dollars spent on ketchup, a hefty portion of Heinz's 59 percent share.

By comparison, the mystery color ketchup promotion that the company ran several months ago captured 2.5 percent of the dollars spent.

A recent *Business Week* magazine listing of the best products of 2002 cited both the Heinz upside-down bottle and that of competitor Hunt's, which was introduced last summer.



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The King of Warren

By Ginny Bennett

Fairline Food Center's reputation for good service has earned them the nickname "The King of Warren." Samir Pattah, co-owner of Fairline is happy to live up to that name. He likes to be called the King of Warren – Avenue, that is. The store is at 16520 W. Warren just east of Southfield Freeway. Satisfied customers started the "king" thing, says Samir.

Unusual customer loyalty brings shoppers from areas across Metro Detroit like one couple from Dearborn Heights I encountered in the deli aisle. They were eager to



Gamal Hermiz (l) and Samir Pattah, Fairline Food Center co-owners

share the reason they would come so far out of their way. "It is the cold cuts and cheese," said the wife. "It's the meat," said her spouse. They return week after week because of the variety, quality and choices. Being a super shopper, the wife described her favorite deli meat. She liked it Polish style, very mild, and her husband liked a spicy variety. "We can both get what we want here at Fairline." The Butcher Shop is a big draw, too. Regulars come from Farmington Hills, Woodhaven, Redford, Wyandotte, Trenton and Lexington.

The 20,000 square-foot store has a



Steve, Scaddy, Vinnie and Ranya enjoy a fun atmosphere at work.

full line of groceries. They carry everything you'd expect and a few surprises. "We are open to new products," says Jimmy. "I'll try any new line or new salesman's product. They get a chance to sell it and my customers get a chance to try it. We are happy to offer our shoppers the latest items. If it sells we all win."

Other winners include the entire Warrendale community. Leaders appreciate the generosity and support of the folks at Fairline. Churches within a five-mile radius depend on Fairline for donations.

Most of Fairline's customers come from the Warrendale community. Point of Sale (P.O.S) Coordinator, Toni Perez, also lives in the neighborhood. She has worked at the store for 12 years. Although a WSU graduate, Toni doesn't regret not working as a teacher, in her field. Happy with her work she is grateful to have a job she loves, so close to her home. Her parents were from Spain, as is her husband, and she is comfortable in the diverse neighborhood.

Toni is the manager of a new Dollar Store section of the store. She

has enjoyed the responsibility of buying for the two sides of Aisle Ten. She has control over what is purchased and in her P.O.S. position, she knows first hand what is selling. Most helpful, as a member of the community she is acutely aware of what is really needed. Aisle Ten stocks giftware, paper items, notions, clothing, housewares, personal items, toys, bric-a-brac, makeup, socks and many other sundries. Everything is really \$1.

Perez is just one employee the owners think of as family and there are others. However, a number of actual family members are on the payroll. "We are always fully staffed," says Samir.

"Customers may want to spend two hours shopping but when they are done and want to leave they want to get out in two minutes," says Samir. "We make sure they do!" We always have plenty of registers up and running along with the service desk as a back up. They employ baggers and even a jitney service to offer customers extra service. There are roughly 32 employees, including family workers Zuhair Pattah, meat

manager; Steve Pattah, Samir's brother; another brother Johnny Pattah, produce manager; Jimmy's brother Ehsan and his sister Ikhlas.

There is also a younger generation of nieces and nephews, that includes Patrick, Scaddy, Raymond, Vinnie, Ranya, Rawnak and Wason. "We try to treat everyone the same," and the two partners agree, "We don't discriminate between who is family. We treat everyone as family."

Samir and his brother-in-law, Gamal (Jimmy) Hermiz, have been partners since May 1986. The first twelve years the partnership included Louie Boji. He sold his shares in 1997 to develop other



Toni Perez, POS coordinator and "Dollar Isle" manager works and lives in Warrendale.

interests. Their involvement, says Samir, was a happy one. He speaks with respect and fondness of Boji. "He is an excellent person," Samir emphasized. Boji went into the computer business before developing Boji Towers in Lansing. The 25-floor tower is across from the Capital.

The "King of Warren" won't disappoint shoppers whether they come for the special meat, the good service or because of the friendly folks who work there, Samir says. "We enjoy the name and we work hard to deserve it."



AFD's 19th Annual Buying Trade Show

Treasure of Values

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April 9 & 10, 2003

Wednesday, April 9, 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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**The law demands that you be at least
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Proper attire, please. No bags allowed in or out.**



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."

Pepsi Bottling Group Detroit spreads holiday cheer

Over 2,000 Detroit elementary school children were treated to a visit from Santa (jolly old Chris Zebari) just prior to the holidays. Pepsi Detroit adopted three elementary schools, Hubert Elementary, Dixon Elementary and Campbell Elementary.

Pepsi Detroit employees visit the schools and serve the children a Pizza Hut lunch with Pepsi products, (of course). During the visit, Santa Claus talks to the students as he visits each room about staying in school, saying no to strangers and drugs and being good. This is followed by a picture-taking session where each child gets a Polaroid shot with Santa and an educational gift. The Detroit Police Department will be taking part this year visiting each school with a squad car during the Pepsi visits.

"We are a community focused company, we do business in the City of Detroit and do so many things with children throughout the year. This is a favorite because so many of these children would not otherwise have a chance to see Santa. The message we send to these kids is clear: stay in school, work hard and strive to achieve your goals," said Zebari.



Scenes from
Hubert Elementary



Santa Zebari (no weight jokes, please) visits with the kids



The happy Pepsi Detroit group with some Hubert Elementary School kids.



Kids were treated to Pepsi and Pizza Hut pizza



Here come the pizzas!

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Continued from page 20

knowledge level that minimizes marketplace ignorance and challenges monopolies that freeze many consumers out.

Look for more people to benefit from this in the next few years as they go online and information technology spreads to all parts of the world, creating greater parity and a much higher level of competitiveness among cultures.

Nine: The new danger of asbestos

Asbestos litigation is threatening to overwhelm corporate America. Since Johns-Manville declared bankruptcy 20 years ago as a result of its huge asbestos-related liability, at least 55 other U.S. corporations have followed suit. Nearly 40 percent of these companies have filed for bankruptcy protection only in the past year-and-a-half, and the trend is ominous for the future.

It has been estimated that 1,000 to 2,000 American companies are currently being sued for asbestos-related disease claims and that overall liability may reach \$200 to \$275 billion over the next 20 years. Yet, most health experts believe that asbestos-related disease is a rapidly

See Mega Trends, next page

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Liquor License application process tips

The State of Michigan Liquor Control Commission has made these suggestions for the application process:

- Submit an initial application form (LC 1135) and receive from the MLCC an application package.
- Complete all items in your application package, pay the inspection fees and your request becomes authorized for investigation.
- An Enforcement Investigator will advise you regarding the items

needed to complete the investigation.

- Provide all items requested when you meet with the investigator.
- The investigation report is then forwarded to the Lansing office where it is reviewed by Licensing Division staff and presented to the Commission for a decision.
- If approved by the Commission you will receive a closing package including a Contract for Licensing.
- Once you have provided all the requested documents, signed the Contract for Licensing and paid the required fees, you may pick up your license or have it mailed.

To avoid delays, the Commission suggests:

- Make sure all the documentation that is requested is enclosed with your application. This means including a purchase agreement and property document if one is involved in the transaction, and all of the documents related to your corporation, partnership or LLC.
- Pay your inspection fees, \$70 for each license.
- Either you or your attorney complete your forms in a timely manner and double check the completeness of the application.

• Have all of the items the investigator requested ready when he or she arrives for the investigation.

- Contact your local police department and local governing body to assist them in handling your application.
- Please be sure to provide the Commission with every item on the approval checklist in your closing package.

For more information refer to the MLCC website, www.cis.state.mi.us/lcc.

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diminishing public health problem, and has been for the past 30 years.

As more corporations go bankrupt, the plaintiffs' bar has broadened the search for solvent companies, however tenuous their links to asbestos.

There is a growing recognition in Congress that a legislative solution to the asbestos litigation crisis may be the only way out, although the powerfully connected trial lawyers trade association has vowed to fight any such move to the death. If these efforts prove futile—as so many have in the past—expect many more American corporations, including some of the largest, to be swallowed up in the maw of the asbestos monster over the next decade.

10: A mysterious environmental monster

No one knows or understands the consequences of the so-called "Asian Brown Cloud," but it is certain that the result will not be welcomed by the world.

This "Cloud" is a vast blanket of smog that over 200 prominent scientists, from the U.S. and abroad, agree is nearly two miles thick and extends over much of South Asia and the Indian Ocean.

It consists of fly ash, black carbon, sulfates and nitrates plus many organic substances and derives from dramatic increases in the burning of fossil fuels in vehicles, factories and power facilities; from far-ranging Indonesian forest fires; and from millions of cookers burning wood and cow dung.

At the very least, this "Cloud" is leading to weather changes for the whole world, a decline in crop productivity, damage to forests, acid rain and significant respiratory diseases for countless thousands.

Right now, there is no check on the "Cloud."

Scientists need more time to study how to eliminate this environmental threat — if, indeed, that is possible. But its impact on business and politics will be overwhelming.

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Associated Food Dealers of Michigan grocers provided 1,700 turkeys to designated churches and civic groups

The Associated Food Dealers of Michigan and Detroit-area neighborhood grocers, provided 1,700 families in the Metro Detroit area with turkeys for their Thanksgiving dinners. In addition to turkeys, Wonder Bread and Wonder Bread Stuffing were also provided. This is the 22nd year that the group has given away turkeys for the holidays. Turkeys were picked up by representatives of charitable organizations on Monday, November 25 at Value Center Market in Warren. AFD delivered turkeys to additional charitable organizations on Tuesday, November 26.

AFD thanks Charitable Activities Committee co-chairs Jim Garmo and John Denha and all the committee members and volunteers. You guys were great!



Jim Garmo on WXYZ TV7



Volunteers load turkeys and Wonder Bread at Value Center Market



Dan Reeves and Michele MacWilliams pose with the frozen birds.



Betty Dewisha of Children's Center was interviewed for UPN TV 50 and CBS 62 news.



Volunteers pass out turkeys at Southfield Human Services.



AFD President Mike Sarafa with daughter Renna at Nolan Middle School.



Toni MacIlwain of Ravendale Community spoke to the volunteers.

AFD thanks all those who helped with the Turkey Drive 2002

Charlie McCallum of Spartan
Clifton Manus of DTE Energy
Phyllis DeSmet of Spartan
Dina Chapman of DTE Energy
Pamula Woodside of DTE Energy
Lee Solyman of Value Center Market
Iqbal Singh of DTE Energy
Glenn McCallum
Jennifer Najor
Danielle Deuby
Monica Deuby
Karen A. Johnson
Nancy Moulding
Sonya Haio
Talal Toma
Augeen Kalasho
Maisoon Tato

And thanks to the kids of AFD

Travis Karmo
Brittany Haio
Mark Karmo
Bronson Yaldoo
Justin Karmo
Samantha Garmo
Jena Naimi
Eddie Zeer a.k.a. "Junior"
Firas Alosachie
Toby Zeer

Patrick Johna
Joey Zeer
Brent Jamil
Neda Naimi
Tiffany Haio
Noor Naimi
Nicole Naimi
Renna Sarafa
Kaseigh Zebari
....and all the others!

Wendy Acho of Standard Federal Bank
Sam Dallo of In N Out Food Store #11
Gary M. Davis of Tom Davis & Sons Dairy Co.
Harley Davis of AFD
John Denha of 8 Mile Foodland
Phyllis DeSmet of Spartan Stores, Inc./Plymouth
Terry Farida of Value Center Market #1217
Jim Garmo of Shopper's Valley Market
Chip Gerlach of Interstate Brands Corporation
Janey Golani of Assyrian American National Federation
James E. Hunter of Anheuser-Busch, Inc.



The group gives turkeys to Rev. Obie Mathews at Little Rock Baptist Church.

AFD thanks its charitable activities committee for all their support!

Rocky Husaynu of Professional Insurance Planners
Ronnie J. Jamil of Mug & Jug Liquor Store
Mark Karmo of Falcon/Golden Valley Food Center
Eddie Kassab of Food Basket Supermarket
Nick Kizy of Warrendale Food Center
John Loussia of Value Wholesale
Boushra Mansour of Chaldean Federation of America
Dr. Jacob Mansour
Paul Marks of Greeson Company
Saad Marouf of Chaldean Federation of America

Alaa Naimi of Thrifty Scot Supermarket
Jim O'Shea of Jays Foods
Don Parks of Interstate Brands Corp.
Wonder Bread/Hostess Cake
Mark Shammami of Central Foods Inc.
Thomas Sokol of DTE Energy
Bill Viviano of House of Prime, LLC
Brian S. Yaldoo of Woodward Long Lake Shell
Chris Zebari of Pepsi Bottling Group
Eddie Zeer of Security Express
Tom Zeer of Security Express



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More from our Turkey Drive

The Associated Food Dealers of Michigan, the Chaldean Federation of America and the businesses below are proud to host the 21st Annual Turkey Drive and wish you a very happy holiday season!

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Hobart Corporation
Holiday Market, Canton
Hollywood Super Market, Inc.
House of Prime, Birmingham
Huron Web
In 'N' Out Food Centers
Kansmacker
Kit Kat Market
Krown Supermarket
Linwood Egg Co.
Livemore Food
M&K Party Store
Mayfair Market
Marathon Telegraph & 10
Market Square of Birmingham
Mazan Foods
McVee's, Southfield
Metro Food Center
Metro Foods
Metro Media Associates
Metro Supermarket, Inc.
Mohave Development
Monica Deuby, Standard Federal
New Super Fair Foods
Oak Ridge Markets
Oakland Liquor Party Shoppe
Orchard - 10 Market
Orion Market
Palace Party Shoppe, Southfield
People's Food Market
Picasso's Pizza & Grill
Pick & Save
Pioneer Food Center
Piquette Market
Plum Hollow Market
Professional Insurance Planners
RE/MAX Classic, Farmington Hills
Republic Bank
Russ' Party Store
Ryan Foods

Special thanks to Interstate Brands – Wonder Bread/
Hostess, Spartan Stores Inc., Value Center Market, DTE
Energy, Standard Federal Bank and Tom Davis and Sons
Dairy Company!

Turkey recipients say thanks!

To all the AFD members who generously supported our annual Turkey Drive, please read these letters! They are meant for you, because without your support we could never provide Thanksgiving turkeys to the needy families in the Metro Detroit area.

The Mt. Zion Missionary Baptist Church received the (80) turkeys and bread donations. We want you to know that we appreciate your kindness and generosity, and I know the people that received the turkeys also thank you.

We will certainly support your stores, especially the Golden Valley Store, and the stores in the downriver area.

Sincerely,
Joseph B. Barlow, Jr., Senior
Minister
Mt. Zion Missionary Baptist
Church

The Pine Grove Missionary Baptist Church wishes to thank you and your company for its donation of free turkeys and bread for families in need.

We appreciate your kindness and generosity.

Sincerely,
Debirley Porter, Pastor
Pine Grove Missionary Baptist
Church

We thank you on behalf of the families who received turkeys and bread from your association. Thank you for your concerns for your fellowman. God bless you all.

Respectively,
Elder William Elum
Fellowship Church of God in
Christ

I, Rev. Jake Brown, Pastor of Lamb of God M.B. Church, am writing this note of thanks for the gifts of turkey and bread. Thank you and your staff for thinking of us. I thank you personally and my church family thanks you whole heartedly. We are thankful for you in helping to make a lot of people happier. Continue your good work. God bless you, and may your holidays be blessed and glorious.

Yours respectfully in Christ,
Rev. Jake Brown, Pastor
Lamb of God Baptist Church

We at the Church of the Resurrection wish to express our sincerest appreciation. Your donation of the turkeys and bread will help us to help others who are in need in our community. Again, thank you for making it possible to bless others this Thanksgiving.

Sincerely,
Rev. David Lillvis
The Church of the Resurrection

You can know what's in a person's heart by what they say and do, and what's in your heart makes anyone feel lucky knowing you! May you have a wonderful Thanksgiving and thanks for being you.

Pastor David L. Howton
The Mount Nebo Church Family

All our parish members at St. James and the St. Vincent De Paul Society thank you and your constituents for the turkeys and the concern for those in need. We will be asking for Our Lord's generous blessings for you to continue. Happy Thanksgiving, Merry Christmas, and Happy Hanukkah!

Love Thru Christ,
Parish of St. James

I'm writing to express our thanks and appreciation for providing us with 48 turkeys. We were able to serve many underprivileged families during this holiday season.

Thank you again for your assistance toward this event. We look forward to working with you in the future.

Sincerely,
Bishop Charles H. Ellis, II
Greater Grace Temple

The Ferndale Goodfellow's would like to thank you and your organization for your generous donation of turkeys and bread for the less fortunate in our community.

Ms. Samira Mansor of St. James Church delivered eight turkeys and eight loaves of bread to our facility last week. We delivered the food to eight needy families in our community just in time for Thanksgiving.

Thank you for your generosity and time given this year. It's people like you and your staff that make the world a better place for all of us. Thank you!

Sincerely,
Ferndale Goodfellow's

Classifieds

FOOD EQUIPMENT FOR SALE—BK1 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.

WALK-IN COOLER FOR SALE—10 door. Also, Ann Arbor Bailer, Model 610. Will accept best offer. Both items at 1426 Broadway, Detroit. Call Joe Aubrey at 313-965-7275.

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 for more information. 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.

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

KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS—Low discount pricing to all AFD members. New installs, remodels, inspections, recharging and testing. Also servicing auto paint booths and gas stations. All brands: Ansaul, 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.

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

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

SPECIALTY WINE SHOP FOR SALE—SW Michigan location. SDD, SDM and Lotto. \$1.6mm.

BUYER/MERCHANDISER—Spartan Stores, Inc. is seeking a Buyer/Merchandiser, reporting directly to the Meat & Seafood Director of Purchasing. This position is responsible for purchasing and marketing specific items for the purpose of growing sales within the Detroit marketing areas. Ideal candidates must have a strong procurement/sales background in meat and seafood as it relates to specific ethnic markets. Excellent negotiation, communication, organizational, problem solving and analytical skills. Understanding of the wholesale/retail distribution industry. Strong product and industry terminology knowledge is necessary. For consideration send your resume to Spartan Stores, Inc. Human Resources Department, 9075 Haggerty Road, Plymouth, MI 48170. Fax: 734-451-5991. Email: nck_muzingo@spartanstores.com

We, the Salvation Army Bagley Corps would like to take this time to formally thank you for your generous donation of 60 turkeys. We really appreciate your thoughtfulness and generosity.

We hope that you continue to be a blessing to those who come in contact with you, for you truly have been a blessing to our efforts to help those that are less fortunate.

God Bless You,
Envoy Otis Green, Corps
Administrator
Salvation Army Bagley Corps

Thank you for making our church a distribution point for the turkeys this holiday season. Our vision is to provide support services to the immediate community in which our church resides.

We are dedicated to meeting the mental, spiritual, emotional and physical needs of people. We clearly recognize that the preaching of the gospel is but one vital component to changing the hearts and lives of people. Your support enables us to meet a portion of the tangible needs the people who reside in our community have.

Thank you again for your attempt to change our community one life at a time.

Sincerely,
Darryl H. Ford Sr., Pastor



AFD President Mike Sarafa addresses crowd at Joy of Jesus.



Rev. Obie Mathews with Alaa Naimi of Thrifty Scot.



Unloading turkeys at Nolan Middle School



Unloading the truck



Volunteer kids at Ravendale



What: The FMI Show 2003

Presented By: Food Marketing Institute (FMI)

When: May 4-6, 2003

Where: McCormick Place, Chicago, Illinois USA

Purpose:

The Food Marketing Institute's Supermarket Convention & Educational Exposition is the largest, most comprehensive annual event of its kind in the world. The Show features over 1,500 exhibitors, 30+ educational workshops and unique pavilions as well as the presentation of FMI's annual state of the industry research.

Who Should Attend:

This event is attended by a worldwide audience of professionals with an interest in the food distribution industry from CEO's through store level management.

Registration Information:

Before March 21, 2003 \$125.00, After March 21, 2003 \$375.00

FOR MORE INFORMATION:

Call Dan Reeves at (248) 557-9600

SUPPORT THESE AFD SUPPLIER MEMBERS

AUTHORIZED LIQUOR AGENTS:

General Wine & Liquor	(248) 852-3918
National Wine & Spirits	(888) 697-6424
	(888) 642-4697
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 Corp.	(313) 591-4132
Oakrun Farm Bakery	(800) 263-6422
S & M Biscuit Dist. (Stella D'Or)	(586) 757-4457
Taystee Bakeries	(248) 476-0201

BANKS:

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
United ATMs, Inc.	(248) 358-2547

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) 433-9989
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
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
Great Lakes Beverage	(313) 865-3900
Hubert Distributors, Inc.	(248) 858-2340
Intrastate Distributing	(313) 892-3000
J. Lewis Cooper Co.	(313) 278-5400
Java Joe's	(734) 439-3280
Jim Beam Brands	(248) 471-2280
Josulite Wines, Inc.	(313) 538-5609
Lee's Orchards	(877) 937-5464
Leelanau Wine Cellars	(231) 386-5201
McCormick Distilling Co.	(586) 254-5650
Michigan Grape & Wine Industry Council	(517) 373-1104
Miller Brewing Company	(414) 259-9444
National Wine & Spirits	(888) 697-6424
	(888) 642-4697
Oak Distributing Company	(810) 239-8696
Pepsi-Cola Bottling Group	
Detroit	1-800-368-9945
Howell	1-800-878-8239
Pontiac	(248) 334-3512
Pernod Ricard USA	(630) 922-6484
Petipren, Inc.	(586) 468-1402
Red Bull North America	(248) 229-3460
Seven-Up of Detroit	(313) 937-3500
Stony Creek Brewing Co.	(313) 299-5411
Tri-County Beverage	(313) 584-7100
UDV North America	1-800-462-6504

BROKERS/REPRESENTATIVES:

Acosta-PMI	(734) 737-1256
Bob Arnold & Associates	(248) 646-0578
CrossMark	(734) 207-7906
Hanson & Associates, Inc.	(248) 354-5335
J.B. Novak & Associates	(586) 752-6452
James K. Tamakian Company	(248) 424-8500
S & D Marketing	(248) 661-8106

CANDY & TOBACCO:

Philip Morris USA	(734) 591-5500
R.J. Reynolds	(248) 475-5600

CATERING/HALLS:

Emerald Food Service	(248) 546-2700
Farmington Hill Manor	(248) 888-8000

Karen's Kafe at North Valley	(248) 855-8777
Penna's of Sterling	(586) 978-3880
Southfield Manor	(248) 352-9020
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
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EGGS & POULTRY:

Linwood Egg Company	(248) 524-9550
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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:

1st 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, Ramsby & 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
Paulmark Agency	(248) 471-7130
Rocky Husayn & Associates	(248) 851-2227

LOGISTICS PLANNING

SaTech Logistics, Inc.	(248) 203-9500
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MANUFACTURERS:

Home Style Foods, Inc.	(313) 874-3250
Jaeger's 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) 554-0220
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
or (313) 873-3999	
Gainor's Meat Packing	(989) 269-8161
Hartig Meats	(313) 832-2080
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	(586) 756-4000
- Flint	(810) 785-4200
Trader Publishing	(248) 474-1800
WDFN-AM 1130	(313) 259-4323
WDIV-TV4	(313) 222-0643

NON-FOOD DISTRIBUTORS:

Items Galore	(586) 774-4800
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POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips	(313) 925-4774
Frito-Lay, Inc.	1-800-359-5914
Gemack 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 (Cabana)	(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:

1st Choice Insurance Agency	(586) 737-2339
AAA Michigan	(800) AAA-MICH
A & R Delivery	(810) 638-5395
Abbott, Nicholson, Eshaki & 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
Andrews Brothers Inc.	
Detroit Produce Terminal	(313) 841-7400
AON Risk Services	(248) 359-6080
Bellanca, Beattie, DeLisle	(313) 882-1100
Binn & Binn 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
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
Eskeye Co., Inc.	(317) 632-3870
Financial & Marketing Ent.	(248) 541-6744
Follmer, Rudzewicz & Co., CPA	(248) 355-1040
Gadaleto, Ramsby & 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
Kansmacker	(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
Meiro 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
TeleCheck Michigan, Inc.	(248) 354-5000
Travelers Express/Money Gram	(248) 584-0644
Variatex 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
Whitely's Concessions	(313) 278-5207

STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Supply	(313) 491-6550
Brehm Broaster Sales	(989) 427-5858
Bunzl USA	(810) 714-1400
Culinary Products	(989) 754-2457
DCI Food Equipment	(313) 369-1666
Envipco	(248) 471-4770
Emmie's Refrigeration	(989) 847-3961
Four Seasons Beverage & Equip.	(734) 254-0886
Hobart Corporation	(734) 967-3070
Martin Snyder Product Sales	(313) 272-4900
MSI/Bocar	(248) 399-2050
National Food Equipment & Supplies	(248) 960-7292
North American Interstate	(248) 543-1666
Serv-Tech Cash Registers	(800) 866-3368
Taylor Freezer	(313) 525-2535
TOMRA Michigan	1-800-610-4866
United Marketing Assoc.	(734) 261-5380
Wadie Makhay Produce Specialist	(248) 706-9572

WHOLESALE/FOOD DISTRIBUTORS:

Brownwood Acres	(231) 599-3101
Calverley Supply	(586) 979-1370
Capital Distributors	(800) 447-8180
Central Foods	(313) 933-2600
Chase Farms Frozen Food Process.	(231) 873-3337
Consumer Egg Packing Co.	(313) 871-5095
CS & T Wholesalers	(248) 582-0865
D&B Grocers	(313) 928-5901
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) 663-8152
Energy Brands	(231) 223-9451
Epsiein Distributing Co.	(248) 646-3508
Fairway Packing Co.	(313) 832-2710
Fleming Company	(330) 879-5681
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) 724-4155
I & K Distributing	(734) 513-8282
International Ice	(313) 841-7711
International Wholesale	(248) 544-8555
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
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) 747-8475
Mr. Pita	(586) 323-3624
Nash Finch	(989) 777-1891
National Bulk Foods	(313) 292-1550
Nikhlas Distributors (Cabana)	(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) 453-6358
Sherwood Foods Distributors	(313) 366-3100
Spartan Stores, Inc.	(734) 455-1400
Suburban News: Warren	(586) 756-4000</

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- ☒ *Cheese*
- ☒ *Creams*



Bowl Season



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