



FOOD & BEVERAGE REPORT

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June 2003

Working hard for our members.

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Spartan unloads convenience store divisions

Spartan Stores announces that it will sell its convenience-store distribution subsidiaries L&L/Iroch Company and J.F. Walker Company to the H.T. Hackney Company, a Knoxville, Tennessee wholesale convenience-store distributor.

H.T. Hackney and its affiliates are expected to pay Spartan Stores approximately \$42 million in cash and assume certain liabilities.

The Spartan subsidiaries generated \$720 million in sales during its last fiscal year.

The transaction does not include Spartan's subsidiary, United Wholesale Grocery Company; a 12 location cash and carry convenience-store distribution operation.

In a memo to all employees, John Somnavilla, executive vice president, supply chain, wrote that the company has "signed a definitive letter of agreement with the H.T. Company for an ongoing business relationship between our companies for distribution of products now distributed by

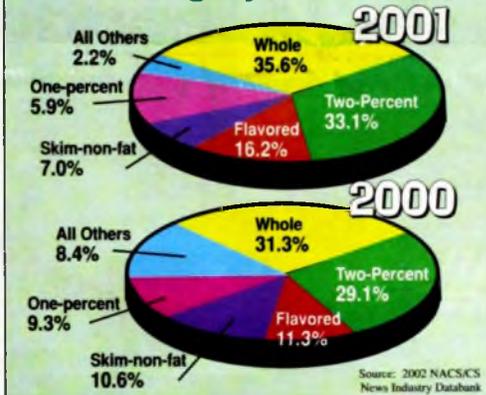
See Spartan Page 19

June is Dairy Month! Nice N Easy focuses on milk, boosts sales

It's easy to credit new packaging and new flavors for the recent increases in milk sales during the past couple of years. But Matt Paduano, director of information and former director of purchasing for Nice N Easy Grocery Shoppers Inc., Canastota, N.Y., says retailers may be missing a big opportunity if they're not marketing milk correctly.

"In the majority of stores, milk is overlooked," says Paduano, who came to the 82 store Nice N Easy chain from a dairy processor with distinct goals for the milk category. "You go into your typical [c-store], you're looking at one narrow

Milk Category Breakdown



door with a row of half-gallons and a row of gallons buried at the bottom."

Paduano moved the gallons up to eye level and put smaller sizes below them. "Why take your best package in the category and make a customer work for it?" he says.

He also encouraged the company to increase the number of facings of milk.

"Where we had two doors [of milk], we went to three. Where we had one door, we went to two.... We do sell more milk than your typical convenience store, but we also devote a lot more space to it," he says.

Updates of facings are being made on a regular basis now, as the company begins using scan data more, increasing the facings of the fluid milk products that sell well and decreasing the facings of those that don't.

"As of seven months ago, our 32 corporate stores are on full-scan. Now we're using that data to remerchandise a lot of those doors," Paduano says. "[We've found that] a lot of our stores sell a lot of homogenized milk, and we were devoting one facing to that.

So looking at scan data, we started increasing our facings

See Dairy, page 19



Get ready to Golf!

AFD's Annual Foundation Golf Outing is scheduled for Wednesday, July 16, with a shotgun start at 9:30 a.m. If you haven't signed up yet, call Michele NOW! (248) 557-9600.

See page 5 for details.

End to Bottle Bill hearings draws local

By Dan Reeves

As the Michigan Beverage Container and Recycling Task Force heads into its final meetings, one thing is abundantly clear, the beverage deposit law is broken and must be fixed. Just how this is to be accomplished is another matter. One thing is for sure, AFD members do not want an expansion of a law that is costing them thousands of dollars each year.

AFD member retailers have enlightened the task force committee about the challenges retailers face in order to comply with the current bottle deposit law.

Those testifying tell of the enormous costs involved with bottle redemption; reverse vending maintenance, keeping up with the sanitation of redemption areas, lack of storage and labor, the redeeming of more containers than they sell, insect and rodent infestations and the list goes on.

AFD commends member retailers who have taken the time and effort to travel to the hearing locations to help the committee members understand what living under the bottle deposit law has meant to them for the past 24 years.

See Bottle Bill, Page 19

Melody Farms in discussions with Dean Foods

As of press time, AFD was able to confirm that Melody Farms is in discussion with Dean Foods regarding the sale of Melody Farms.

Melody Farms makes dairy products, including ice cream, milk and dairy spreads, as well as bottled water and fruit juices. The company ranked No. 91 on

the Crain's list of the top 200 privately owned companies. The company reported revenue of \$117 million in 2001 and \$121 million in 2002.

The deal has not been finalized and there are still several issues to be worked out before final terms are agreed upon.

Visit our Web site at: www.afdom.org

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Chairman's Message

Involvement has far-reaching benefits



By Terry Farida,
AFD Chairman

AFD received the following letter from Jason Kassab, a member that decided to get involved. He said that he wrote this a couple of months ago, but didn't do anything with it until he met up with Mike Sarafa at a recent function. Jason told Mike that he had written it and, with some encouragement, Jason faxed it on to AFD. Jason writes from the heart, and we hope that his letter will encourage others to do as he has and get more involved.

An organization is only as good as its members make it

For as long as I can remember, we have been members of the AFD

through the various businesses my family has owned. In all those years we have received numerous phone calls and invitations to the different events the AFD has sponsored or been a part of. We always chose, for whatever reasons, not to get involved. We would either send or not send money to the AFD cause, but we would never get involved.

We always figured why should we get involved, we are not at these people's levels. We own a couple of simple but profitable liquor stores. The people that get involved are big shots, they own four or five supermarkets each. We see pictures in the AFD monthly trade report of the higher profile members at the golf outings and other events and say "look at them in their golf outfits at the golf outing smoking their cigars having a good time." Of course they could do that, they have managers running their stores. Why should I send them money for anything? I run a small operation, I open and close six or seven days a week. I cannot relate to these guys. I am a member of the AFD in name only. I want to pay my dues and place the membership sticker on my window. That is the extent to which we wanted to get involved.

Recently, it was brought to my attention that through the AFD, an

effort was going to be made to increase our liquor profit to 20 percent and the AFD was having a fundraiser for this cause. Jimmy Garmo had talked my older brother into purchasing a few tickets to attend the fund-raiser. My older brother is married to Jimmy Garmo's younger sister, so I don't think my brother had much of a choice. My brother asked me to go and I agreed figuring, what do I have to lose?

At the fund-raiser, I noticed a lot of familiar faces and names (thanks to the nametags). We had a few drinks, dinner, and a lot of conversation with people who all had something in common. We were all storeowners wanting an increase in the liquor percentage. It did not matter if you owned ten stores or one store; you would be affected by the increase in the liquor percentage. The people that I always thought were out of our league turned out to be really nice and respectful and willing to listen to what we had to say. This wasn't so bad. It was actually nice to hear what was said and discussed firsthand, rather than hear a distorted second hand version from someone who'd had too much to drink.

The AFD is the voice of its members and without the AFD, many things would not get accomplished. How can the voice of its members survive without a strong backing from its members? What I mean by "strong backing" is that we need to do more than just pay our dues and hang the little AFD member's sticker on our window. We need to attend these functions and donate to these causes when we can, (no matter how little the donation, because every little bit helps).

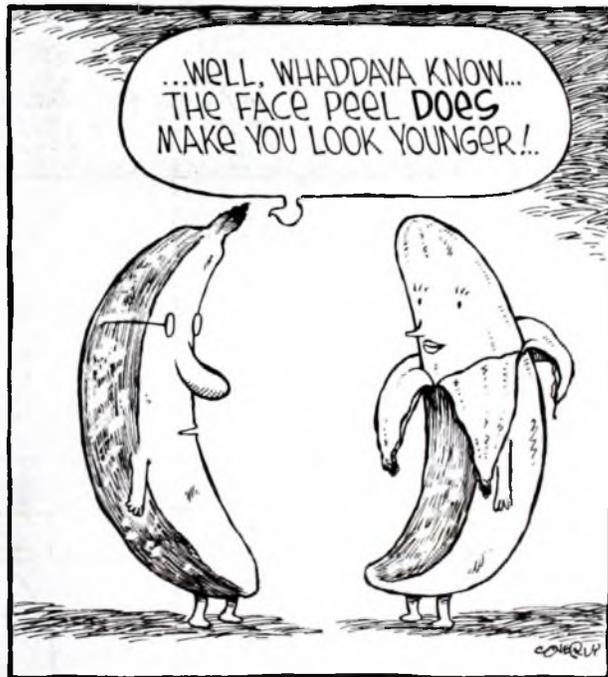
The efforts made by the AFD are done to benefit the members and without maximum member support, these efforts will fall short. If we all attend these functions and support these causes, the people we are opposing will realize that we mean business; that not only is the AFD an organization with a list of members but the AFD is an organization of active, participating members who are willing to support their association. Granted, we will not always be able to get involved but some effort to get involved is better than no effort.

You might be thinking, "Who is this guy preaching to me, this guy goes to one function and now he wants everyone to get involved." I am not preaching. I just know how much more powerful the AFD can become if we had more active members. Without the AFD, which is

See Involvement
Page 8

The Grocery Zone

By David Coverly



Dynamic Duo, Shimoun and Yaldo offer CPA services



Sal Shimoun (left) and Al Yaldo

Sal Shimoun and Al Yaldo merged their Certified Public Accounting (CPA), practices in August 2002, in order to pool each other's complementary range of experience and abilities. They specialize in accounting and tax services for closely-held businesses such as retail convenience stores, liquor stores, cellular stores and grocers in addition to professional businesses. "We aid them, help them and guide them in record keeping," said Al. Many small business owners don't have time to keep track of sales and make business reports. However, recordkeeping is critical to the success of a business. He added, "We help them set up a method to make it easier. Some have become more advanced and are using Quickbooks programs." This helps them keep better records and spend less money on accounting services.

The firm is often called upon to help clients purchase a business. "We're always consulted when they need a breakdown of the purchase price," said Sal. "We take the time to figure out the best choice of entity, help them get loans and provide them with an allocation of the purchase price...so much for equipment, goodwill, covenant, and how to get a more favorable tax treatment," he added.

According to Sal, their noble vision is "To provide excellent, trusted client service." "We will always strive to provide guidance and

services for small businesses and their owners. We are dedicated to helping business owners do what they do best—growing their businesses," said Sal.

They formed their partnership, Shimoun, Yaldo & Associates, P.C., last August and have been successfully growing ever since. They now have eight employees, including staff accountants.

Both Sal and Al are Certified Public Accountants with over 30 years of experience between them. Sal established his own firm in 1993 after several years of experience working with other CPA firms. Al was a partner in another firm for over 10 years. Together they offer many years of experience in a variety of tax, accounting and business issues.

Sal had known Al for numerous years, having met at CPA seminars. The two men began discussing a business partnership a few years ago. "The forward thinking common vision that Mr. Yaldo and I share will ensure the success of this partnership, our continued growth, and the enhancement of services to our clients," Sal explained.

They found pleasant offices to lease in Farmington Hills, at 30101 Northwestern Highway, Suite 330. Shimoun, Yaldo & Associates, P.C. offers the following services: accounting and compilation services; income tax preparation for individuals, corporations and other

entities; tax planning and consulting services; client representation during IRS and State audits; real estate and business investment analysis; payroll check preparation and services; business start-ups for individuals, corporations and LLC's; financial projections and forecasts; personal financial statements; assistance with processing of business loan applications; and Notary Public.

Sal and Al both volunteer their time with the Chaldean Iraqi American Association of Michigan (CIAAM). Sal serves on an operations committee, which is involved in the addition and renovation of the Shenandoah Golf Course in West Bloomfield. CIAAM is building a 90,000 square-foot cultural center with a gym and banquet hall. It is scheduled to be completed in the summer of 2004 and the projected cost is \$19-\$20 million.

Not only are Sal and Al busy with their business and CIAAM, they both enjoy spending time with their families.

When asked what free advice he had for retailers, Al said, "Don't fall behind on taxes, because once you get behind, it's a deep hole to get out of. Pay timely because the penalties are horrendous."

To reach Sal Shimoun or Al Yaldo, please call (248) 851-7900 or drop by their Farmington Hills office at 30101 Northwestern Highway, just south of Inkster Road.

Calendar

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

June 16
Michigan Recycling Task Force Meeting
Lansing (Call AFD for details)
(248) 557-9600

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

July 25-29
American Culinary Federation National Convention
Washington, DC
1-800-624-9458

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

October 11-14
NACS Convention & Exposition
Chicago, IL
(703) 684-3600

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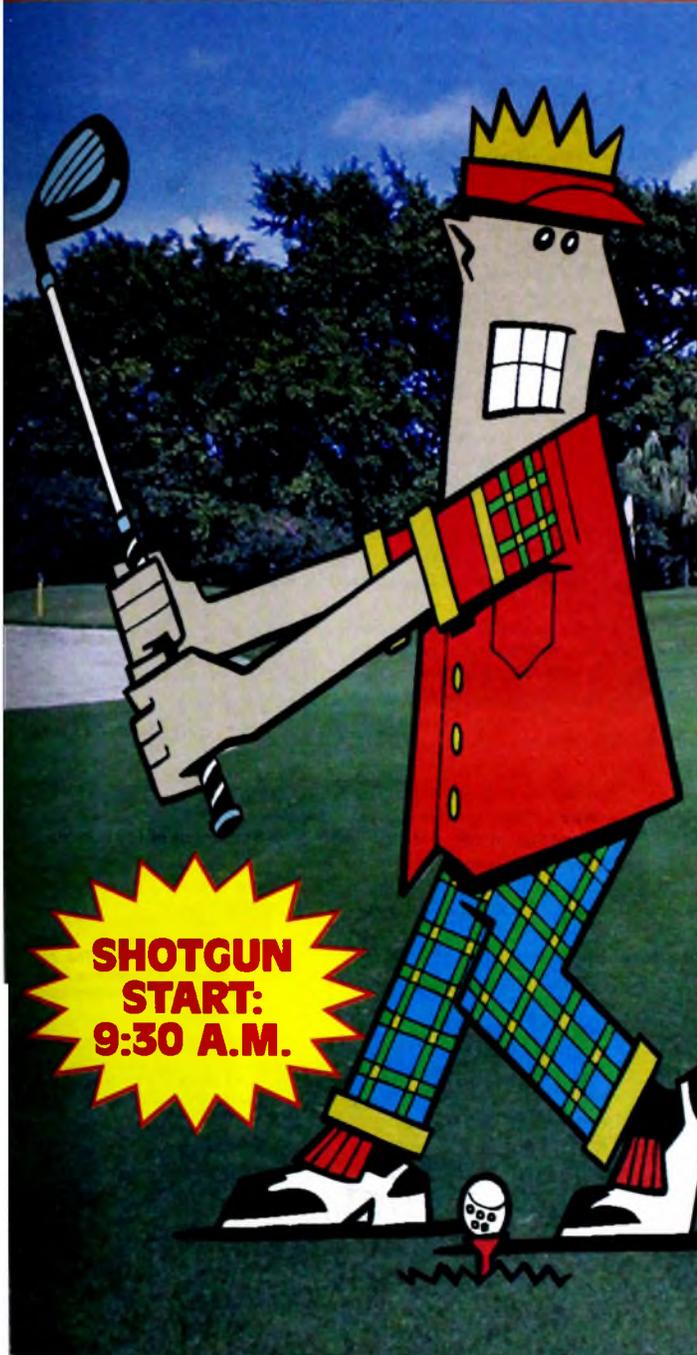
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- exposure in the *Food & Beverage Report*
- special gift for each golfer



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



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- a plaque presented to your company
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- signage at the club house
- exposure in the *Food & Beverage Report*
- special gift for each golfer



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All packages include: continental breakfast, BBQ lunch, dinner reception with open bar, snacks and beverages on the course, green fees with cart, free use of driving range and door prize eligibility. You are also automatically qualified for all gaming holes, including longest drive, hole-in-one for \$10,000 and more!

NON-SPONSOR OPTIONS:

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

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How does your store compare?

One thing about retailers, they want to compare numbers... "sales per square foot, sales growth and sales per labor hour"... are always "top of mind," and the subject of conversation.

The problem is how do you have meaningful numbers? Does it make sense to compare stores in major cities with stores in rural areas, stores with pharmacies and carry-out service to limited service formats?

That's where the Supermarket Panel comes in. Retail operators now have a meaningful way to compare store performance to other similar sized stores, operating similar formats in comparable trade areas quickly and confidentially.

Background

The Food Industry Center, at the University of Minnesota, established the Supermarket Panel in 1998 as the basis for an ongoing study of the supermarket industry. Since 2000, the core of the Panel has been a random sample of stores drawn from approximately 32,000 supermarkets in the U.S. that accept food stamps. The panel is unique because the unit of

analysis is the individual store and the same stores are tracked over time. This makes it possible to trace the impacts of new technologies and business practices as they are adopted.

Now available on-line

The panel is now available on-line at no charge to the participating retail store. This makes it possible for a retail operator to complete the panel on-line and receive a confidential benchmark comparison of their store to comparable stores.

Be part of the 2003 Supermarket Panel on-line at <http://foodindustrycenter.umn.edu/SupermarketPanel> and go to "sign-in."

"Good managers know the numbers," said Dale Riley COO of Kowalski's Markets and Chair of The Food Industry Center's Board of Advisors, "and this is a good way to compare the numbers we all look at."

Panel Findings

Released by The Food Industry Center, The 2002 Supermarket Panel, (King, Jacobson Seltzer) looks across the performance measures; sales per

square foot, sales per labor hour, payroll percent, gross profit and sales growth. Findings include:

- Format matters. In general, food/drug combination, warehouse, super warehouse, and supercenter/hypermarket stores have performance levels that are significantly different from (but not always better than) performance for stores with conventional and superstore formats.

- Bigger is not better, after controlling for format, increases in selling area have a significant negative association with sales per square foot.

- There are no statistically significant relationships between company size and the five performance measures. However, when the warehouse and store are owned by the same company, the store benefits from higher productivity for both selling area and labor.

- A major remodeling may take a year or more to realize added sales.

Do you want a full copy of the 2002 Supermarket Panel? Contact The Food Industry Center at (612) 625-7019 or visit tfic@apcc.umn.edu

June is Dairy Month!

DID YOU KNOW...

- Chocolate milk sales have grown nearly 24% since 2000, after a national chocolate milk promotion debuted?

- Milk is one of the fastest-growing product categories in c-stores, with sales expected to increase nearly 3% a year through 2004?

- More than 98% of all convenience stores sell milk?

Study: Calcium may keep weight gain at bay

A University of Hawaii study that followed 323 girls ages 9 to 14 shows that those who consume high levels of dairy weigh less than girls who eat fewer dairy products.

Dairy and calcium intake is linked to the level of fat and weight among adolescent girls, says lead author and nutritionist Rachel Novotny.

-USA TODAY!

FEEL THE HEAT!



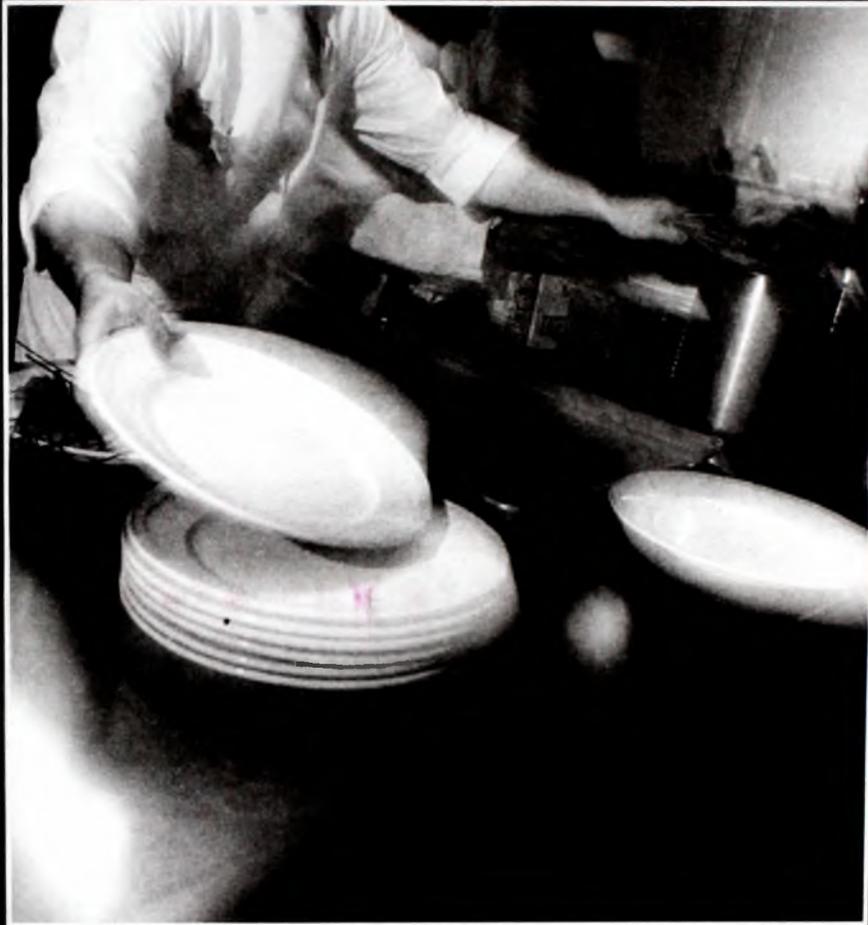
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Save with Clear Rate's 4.9¢ long distance program

Here's another great reason to be an AFD member... Clear Rate Communications. At only 4.9¢ per minute, this program is another example of AFD's continuing commitment to make money-saving programs available to its members.

Clear Rate, a Michigan-based company, provides long distance service to business and residential customers alike. Since there are many long distant carriers providing literally hundreds of service plans, AFD chose to endorse Clear Rate's program

because of the competitive rate and simple terms. Take a look:

- 4.9¢ per minute for all calls in the continental United States, including local toll, in-state, and state-to-state
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with a clear and concise invoice, so they can see the savings. The invoice was designed with the busy business owner, office manager, and customer in mind, so it can be quickly reviewed and understood. This is just another way Clear Rate provides convenience and service to its customers.

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AFD is a Clear Rate customer and is extremely pleased with the quality of service and simple-to-read invoice. If you would like to participate in this program, please call AFD at 248-557-9600. Clear Rate Communications and its authorized sales agency, AMT Telecom Group, can provide a complete analysis of your telecommunication needs.

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Manufacturing activity and job market remain sore spots of fragile recovery

The Institute for Supply Management's factory index dropped to 45.4 in April from 46.2 in March.

New claims for unemployment benefits were at 448,000, the second-highest this year, according to the Labor Department.

Involvement

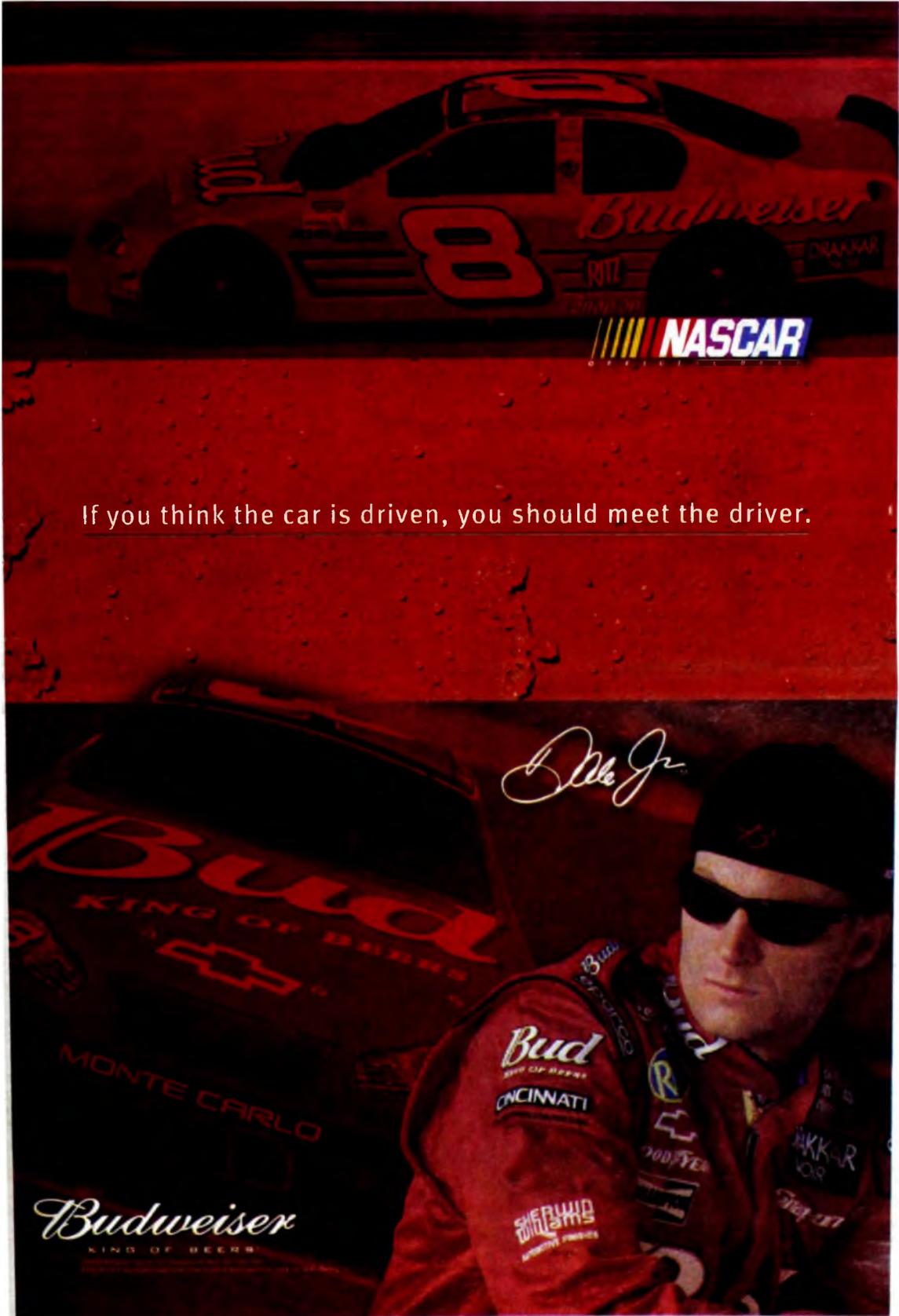
Continued from page 3

our voice? As individuals our voices are not loud and do not travel as far. As individuals we cannot send lobbyists to Lansing to make people hear our voices. Yeah, we may not agree with all the positions the AFD takes on issues but the AFD is pretty much all we have to speak up for us and defend us. The AFD is kind of like our union that will back us when the big guy picks on us.

I am asking other members to attempt to show yourselves, make an effort, and get involved. If you have never attended an event, make an effort to attend one a year. If you attend one event a year, make an effort to attend two, and so on. If for whatever reasons you cannot attend, that is OK, because we can understand the demands of owning your own business. The AFD also does not know everybody's financial situation. However, your support and effort can still be made through a contribution of any size. When the AFD calls on you for help, make an effort not to let the AFD down, just as the AFD will make and is making an effort not to let you down.

Remember: An organization is only as good as its members make it!

Concerned member,
Jason H. Kassab
Handy Spot Liquor



If you think the car is driven, you should meet the driver.

June is Dairy Month!

The taste loved round the world: A history of ice cream

Ice cream is an American tradition, and Americans were instrumental in its detailed and colorful history. The history of ice cream, however, begins long before our country's founding.

The evolution of ice cream around the world

Ice cream's origins are known to reach back as far as Alexander the Great, although no specific date has been linked to nor person credited with its actual invention. Incidents recorded over centuries indicate that ice cream's evolution was a combination of people's attraction for cool, sweet foods and their creativity in finding the perfect one.

Biblical references show that King Solomon was fond of iced drinks during harvesting, and in the Roman Empire, Nero Claudius Ceasar (A.D. 54-86) frequently sent teams of runners into mountains to get snow, which was then flavored with honey, fruits and juices.

Over a thousand years later, Marco Polo returned to Italy from the Far East with a recipe that closely resembled what is now called sherbet. Historians estimate that this



recipe evolved into ice cream sometime during the 16th century in Italy. France was introduced to similar frozen desserts in 1553 by the Italian Catherine de Medici who became the wife of Henry II of France.

England seems to have discovered ice cream at the same time, or perhaps even earlier than the Italians. "Cream Ice," as it was called, appeared regularly at the table of Charles I

during the 17th century. Ice cream was made available to the general public for the first time at Café Procope, the first café in Paris, in 1670.

Throughout the 18th century, ice cream became more and more popular in Europe. Books were written heralding prize recipes. In 1768 a monumental tribute to the subject appeared in England

called *The Art of Making Frozen Desserts*, which was written by M. Emy, who described her frozen delights as "food fit for the gods."

Ice cream appears in America

A letter written in 1700 by a guest of Governor William Bladen of Maryland became the first official account of ice cream in the New

World. The first advertisement for ice cream in the country was placed in the *New York Gazette* by confectioner Philip Lenzi on May 12, 1777, announcing that ice cream was available "almost every day."

Records kept by a Chatham Street, New York merchant show that President George Washington spent about \$200 for ice cream during the summer of 1790, and inventory taken at Mount Vernon after Washington's death revealed "two pewter ice cream pots." Thomas Jefferson was said to have a favorite 18-step recipe for an ice cream delicacy resembling a modern-day Baked Alaska.



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New York's "Bottle" data shows consumers lost nearly \$86 million in unredeemed deposits

As the yearly "Bottle Law" redemption rate modestly rose from 69.1% to 69.8%, consumers' annual losses also rose \$1.5 million to \$85.8 in unclaimed deposits because overall sales increased. In its just-released study, the NYS Department of Environmental Conservation reported for the period October 1, 2000 - September 30, 2001 that beer, soft drink and wine cooler customers paid 283.7 million in deposits and redeemed 197.9 million. Redemption rate on beer was 77.6%, soft drink 60.3%, and wine coolers 73.5%. The DEC data was derived from a statistical field of 185 returned surveys from a total of 190 sent to all known deposit

initiators. The unspoken "bottom line" from this report is clear: consumers are playing \$86 million annually on unredeemed containers, many of which are conveniently and efficiently recycled at curbside, grocers are paying millions of dollars in attendant operating costs, plus attempting to cope with the accompanying sanitation problems while the "Bottle Law" is barely achieving a two-thirds redemption rate. Why? Allegedly, to address possibly 6-7% of roadside litter.

Not only has the Bottle Law failed to be an effective recycling or litter prevention solution, but it has cost consumers and the industry millions of dollars.

Kmart out of bankruptcy

Kmart Corp. emerged from its 15 months in Chapter 11 bankruptcy protection and named Edward Lampert chairman. Lampert owns ESL Investments, which acquired \$2 billion in financial claims and converted them into Kmart stock. Lampert will own at least a 49

percent stake in Kmart.

Also, the U.S. Securities and Exchange Commission will not punish Kmart for the misdeeds of former executives, the *Detroit Free Press* reported. The SEC had until April 29 to file a claim in U.S. Bankruptcy Court.

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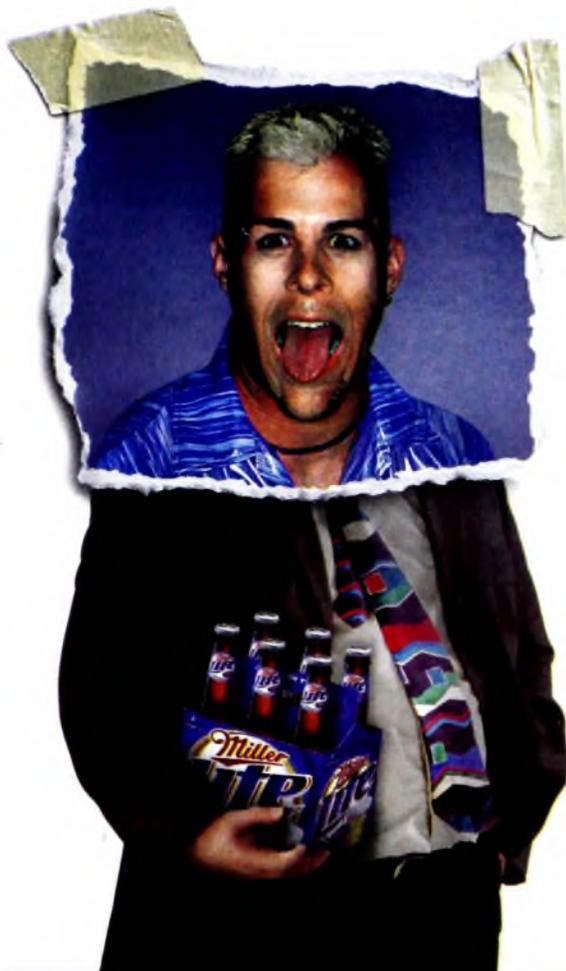


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Popcorn flicks and name-brand sodas

The summer movie prospects—“X2: X-Men United,” “The Hulk,” and “The Matrix Reloaded”—look promising, and, from a marketing standpoint, the promotional tie-ins look even better.

From Dr. Pepper thirst quenchers to a 20-minute chase scene involving Cadillacs, major corporations are looking more and more toward the silver screen as a way to increase their brand presence.

—MSNBC

Yao Ming inks deal with Pepsi

Basketball star Yao Ming has signed a deal with Pepsi worth an estimated \$7 million a year. The star center of the Houston Rockets asked Coca-Cola to remove his image from all of its cans and promotional materials in China, saying he never authorized its use. But Coca-Cola says it signed a three-year marketing contract with China’s national men’s basketball team, of which Yao is a member. —ESPN.com

Eat your fruits and vegetables

The National Cancer Institute has launched a campaign aimed at boosting fruit and vegetable consumption to nine servings a day. The Wall Street Journal article includes a Q&A detailing the benefits of fruits and vegetables, and offers suggestions on satisfying and serving the nine serving recommendation.

—The Wall Street Journal

Debit Card settlement to save retailers up to \$100 Billion

U.S. retailers stand to save \$63 billion to \$100 billion in transaction fees by the end of the decade, thanks to the settlement reached in their class-action suit against MasterCard International, Purchase, N.Y., and Visa USA, San Francisco, according to the plaintiffs’ lawyers in the case.

Lloyd Constantine, a New York attorney who was chief counsel for the retailers, said the roughly \$2 billion in damages agreed to by Visa and \$1 billion agreed to by MasterCard would be divided among the 5 million U.S. retailers. They were part of the suit based on the amount of offline signature debit card transactions the retailers had in the last 11 years, pending approval of the settlement by Judge John Gleeson of U.S. District Court in Brooklyn, N.Y.

Constantine said that more important than the damages was the agreement by the two payment card companies to lower their fees on debit card transactions by at least one-third as of Aug. 1, and to eliminate their “honor all cards” requirement for retailers as of the beginning of 2004.

—Supermarket News

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IBP to Become Tyson Fresh Meats

IBP, the wholly-owned fresh meats subsidiary of Tyson Foods, has a new name — Tyson Fresh Meats, company officials announced last month. The new name better reflects the meat company’s identity as an integral component of Tyson Foods, and will simplify business activities from a legal and tax standpoint, officials said. While the name change has already taken effect, the process of replacing IBP with the Tyson logo on buildings, vehicles, uniforms, stationery and other items isn’t likely to get under way until later. IBP will remain a brand name on commodity boxed beef and pork products for a while, officials said.

—Supermarket News

Grocery baggers are a dying breed

Many supermarkets are resorting to self-checkout lanes and not training their cashiers to bag properly. This can result in excess bags being used, dissatisfied customers and food safety hazards if the wrong items are placed next to each other.

Food spending down in 2002

Shoppers are spending less on food, according to a FMI 2002 trends report which stated that the consumers bought an average of \$87 a week in groceries, down from \$91 in 2001. Supermarkets are battling to keep their share of customers by adding specialty services, such as video rentals, floral shops, banks and pharmacies, to their usual offerings, giving the people more reason to come to their stores.

Other retailers have grown more aggressive about their product mix, drugstores are not just drugstores anymore and even warehouse clubs are expanding their mix with furniture, pharmacies, optical centers, and gasoline pumps. The competition in the industry is such that profits are down to the single digit percentage wise.

Supermarkets must maximize revenues per square foot, and with food sales declining, they need to look at other categories. Health food, gasoline, general merchandise and day care areas are planting themselves as store fixtures, just as banks, flower counters and pharmacies did years ago. The ultimate goal is to keep shoppers from buying food at convenience stores, mass merchandisers and warehouse clubs, which have been chipping away at supermarkets' share of food sales.

Stop & Shop shoppers show uses of 'Cart Companion' device

A month-old test of a "cart companion" device at a Stop & Shop store here has yielded some early results on how shoppers like to use it, according to Mike Grimes, vice president of sales and marketing for Cuesol, a Quincy, Mass., developer of the device, with hardware from Symbol Technologies, Holtsville, N.Y. The device, consisting of a screen and scanner that slide into a shopping cart, can be used to access and send information, as well as to scan and purchase products. Shoppers can obtain the cart companion from a 60-unit bank of devices as they enter the store. Grimes told Supermarket News that the four most popular uses of the device so far have been: placing a deli order and being alerted through the device when it is ready for pickup; receiving reminders of favorite products during a shopping trip, including those on sale; maintaining a running total of spending; and locating items in the store. Grimes declined to share usage rates of the device.

— Supermarket News

Let a satellite be your guide

People tired of combing the aisles looking for elusive products may soon be able to utilize a global positioning system (GPS) to pinpoint items on their shopping list.

Designer Murray Laidlaw created a shopping cart featuring a GPS (which was developed for the U.S. military) on its handle, reports *Reuters*. The prototype is expected to be ready to roll in six months.

"Lots of people just don't shop in a methodical manner," said Laidlaw. "This device will make shopping trips less confusing and time consuming."

The GPS will give shoppers directions to products by displaying a series of arrows on the screen attached to the handle. — NACS

Extreme Beer: Time is of the essence

Now there's a beer for time-capsule fans. Boston Brewing's Millennium Three will be perfectly aged by the year 3000.

Millennium Three is what's known as an extreme beer—a brew that improves with age. The beer is specially bottled to go the distance, said Jim Koch, founder and president of Boston Brewing.

Extreme beers are being sold for upwards of \$300 on eBay and in specialty stores, and represent a brewing trend, reports *The Wall Street Journal*.

Boston Brewing's Utopias brand of extreme beer also has an extreme amount of alcohol—with a 24 percent alcohol content, it is one of the strongest beers available.

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Representative Farhat builds Michigan's future



State Representative David Farhat

- **Area Served:** 91st district- portions of Muskegon and Ottawa counties
- **Republican**
- **Committee:** Appropriations
- **Subcommittees:** Vice-chair Higher Education, School Aid and Department of Education, Transportation

By Kathy Blake

State Representative David Farhat is a freshman Republican lawmaker from Michigan's west side. He represents the 91st District, which covers portions of Muskegon and Ottawa counties.

A real estate developer by trade, Farhat landed a prominent position in the House as a member of the House Appropriations Committee, which has been working on addressing Governor Granholm's executive budget recommendations containing approximately \$1.6 billion in cuts. Further complicating the already difficult task of balancing the state's budget, the state's economists estimated that the General Fund/General Purpose budget would be an additional \$32.9 million short for Fiscal Year 2004 at the recent May Revenue Estimating Conference, held on May 13, 2003. They also predicted a \$91.9 million shortfall for the FY 2003 School Aid budget and another \$105.7 million deficit for the FY 2004 School Aid budget.

Rep. Farhat has been a small business owner, managing his real estate development company for the past 20 years. Before that, he worked in the restaurant business for 12 years. "That got me into the real estate business," he said. As a real estate broker, developer and general contractor, he has learned, among other things, the importance of smart growth and managing urban sprawl. His business involves developing residential neighborhoods and then selling the homes. He has developed two subdivisions in Norton Shores and two in Fruitport Township, which

is just south of the city of Muskegon.

He believes his district, which encompasses 24 municipalities, would benefit from the formation of a coalition in West Michigan working together toward planned growth. "I want to be at the forefront of an alliance on sprawl and land use issues," said Farhat.

He believes his district, which encompasses 24 municipalities, would benefit from the formation of a coalition for planned growth.

One of his biggest concerns is transportation. "We were in the midst of Governor Engler's Build Michigan III," said Farhat. "Now, with the change in administrations, the focus has shifted from building new roads to repairing our current infrastructure." Although he believes that is an important aspect of a safe and effective transportation system, Farhat also believes that deferring new projects is counter-productive to reviving the economy. "Building roads puts money directly into the economy through job creation and business development," Farhat said.

Predominantly rural, Rep. Farhat's district has a large cheese processing company along with apple orchards and small cucumber farms and pickling companies. There is also a good deal of manufacturing in Muskegon. "With our state-of-the-art

wastewater treatment facility in Muskegon County, we are perfect for food processing companies," said Farhat. Tourism also adds revenue to the area, mostly relating to access to Lake Michigan.

Farhat entered the political world in 1997 when he went to work for his brother's lobbying firm, The Farhat Group, Inc., while their father Edmund took a leave of absence for medical reasons. Their father had been a lobbyist for 34 years and his influence was deeply felt by the family. His political affiliation was Republican but he worked on issues with Democrats as well. "He was a chameleon, which most good lobbyists are," said David.

Party lines merge within the family, too. David's sister, Debbie Farhat, was elected to the seat he now holds as a Democrat in 1986.

Sadly, his father died in 1998, leaving David to continue working in his father's place at the Lansing lobbying firm. As he worked in Lansing, David met many state officials and became familiar with then Attorney General Granholm and other legislators and administrators. He became interested in state politics and began looking for opportunities to serve his community at the state level.

Farhat left the firm in 2001 to campaign for state representative of the 91st District. At that time, the incumbent representative, Gerald Van Woerkom, had decided to run for the open state Senate seat, leaving an open House seat. Since his district has a high percentage of Democratic

voters, Farhat says he faced many challenges. He won a tightly contested primary against a retired school superintendent by just 565 votes. "I knew I possessed what it would take to win," he said, "I just didn't know if I could craft a message to convince the voters." After what he called "a 16 month interview process," he won the general election by an even slimmer margin of 442 votes out of 29,342 cast.

Farhat says he is glad he won and plans to do whatever he can to build a better Michigan. "You either have a passion for this work and strive to meet the challenges, or you become a minimalist," said David. He plans to stay busy with his subcommittees on Appropriations: School Aid and Department of Education, Transportation, and Higher Education, of which he is vice-chairman.

Rep. Farhat graduated from Muskegon Catholic Central High School in 1976 and attended Central Michigan University. He is active with the Muskegon Area Chamber of Commerce, the Shoreline Builders Association and the Fruitport Lions. He is also a member of the Muskegon Area Landlord's Association, the Fruitport Eagles and the Twin Lakes Gun Club. A lifelong resident of Muskegon County, David is an avid boater, fisherman, and sporting enthusiast. To reach the representative, call him toll-free at 877-633-0331, email davidfarhat@house.mi.gov or write The Honorable David Farhat, State Capitol, P.O. Box 30014, Lansing, MI 48909-7514.

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Cold snap damages wine grapes

A cold snap in Northwest Michigan in early March, when temperatures in Traverse City hovered around minus 15 degrees, caused serious damage to that area's wine grapes. Estimates range up to 100 percent bud kill, which means some vineyards on Old Mission and Leelanau Peninsulas can expect little or no crop this fall.

For the first time since 1995, Grand Traverse Bay froze over, preventing the warmer waters from helping to moderate the temperature. According to Jim Thompson, of

Mutual Farm Management, which tends a number of the area's vineyards, the exact extent of the damage will not be known until the vines begin to develop in a few weeks. "It is possible that in some cases the vines themselves have been killed," he said. "There was some snow cover at the time, which should have protected the vines below that level."

The losses are primarily to the prestigious vinifera grapes such as Chardonnay, Riesling, Cabernet and Pinot. The majority of the state's vinifera vines are in the Northwest

vineyards. Hybrid varieties fared better and should produce a crop. Losses among hybrid vines ranged from zero to 75 percent, according to Adam Satchwell of Shady Lane Vineyards in Suttons Bay.

For those vineyards that do produce crop, the smaller yield is expected to result in very high quality.

In the Southwest, the Lake Michigan Shore region, the state's other major growing area, was not affected. The moderating effects of Lake Michigan kept the vineyards

safe. This contrasts with the past two seasons when abnormally cold temperatures came around the lake and damaged the vines in the Southwest, leaving the Northwest unscathed.

The reduction in Michigan's total harvest will depend on how the season develops in the Southwest. A larger-than-normal crop could make up for the lack of production in the North. Michigan's wine grape production is normally divided nearly equally between the two areas.

Michigan is now home to nearly 40 wineries that either grow their own grapes or buy them from local growers. It is estimated that Michigan's wine industry contributes \$75 million to the state's economy. Tourism, which accounts for nearly \$20 million, is not expected to be affected. The 2002 crop was larger than normal and many wineries will have enough wine to last until the 2004 harvest.

For more information, contact the Michigan Department of Agriculture's Grape and Wine Industry Council at (517) 373-1104.



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Constellation Brands buys BRL Hardy

Constellation Brands, Inc., of Fairport, New York, previously known as Canandaigua Wine Co. has become the world's largest wine company. Constellation Brands also sells beer and spirits. The company acquired Australia's top-volume vintner, BRL Hardy, Ltd. for \$1.1 billion in cash and stock in April. The acquisition boosted overall sales to \$3.3 billion and wine sales to \$1.7 billion, passing E. & J. Gallo Winery of Modesto, California, the former largest wine company. It is the company's 14th buyout since 1990.

Faygo returns to Kroger's Supermarkets

Stan Sheridan, president of Faygo Beverages, Inc., says Kroger Co. will once again sell some of Faygo's more popular soft drinks, according to the Detroit Free Press.

Kroger quit selling Faygo products about a year ago. Kroger sells a store brand of off-price soft drinks. Two-liter bottles of popular Faygo flavors, such as Rock & Rye, were in Michigan stores as of last month. Kroger will also resume accepting returns of Faygo cans and bottles.

Helpful numbers to keep on hand

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	(517) 373-1110

To reach your representative or senator, call these numbers to get the phone number for your district.

House of Representatives	(517) 373-0135
Senate	(517) 373-2400

Bottle Bill Hearings

Continued from front page

Where do we go from here? It is one thing to help inform the committee about what is wrong with the current system, but now we have to educate our customers about what will happen if this onerous expansion is enacted. We will need to fight the environment-alists who think that capturing the additional 1.5% of the solid waste stream is going to increase Michigan's recycling rate to acceptable levels.

Michigan currently ranks 28th in the nation in recycling. Adding water, juice and sport drinks is not going to bring about the sweeping changes the environmentalists expect. If we are serious about significantly improving the state's recycling rates we need to start talking about those items that will make a real difference in reducing what we throw away each day. It's time we look at what we can collectively do to promote recycling of all household waste. We must find ways to of getting food and waste, along with paper, out of our landfills and into recycling bins -- and out of food stores once and for all.

Thanks to just some of the many AFD members who have testified:

Brandon George, Red Wagon Wine Shoppe, Rochester; Gary Davis, Tom Davis & Sons Dairy, Madison Heights; Tom Welch, Hollywood Supermarkets, Troy; Craig Lawrence, Speedy Q Markets, Port Huron; David Minock, The Spirits Shoppe, Port Huron; Andy Woodrick, Ric's Food Center, Mt. Pleasant; Greg Wagner, Pinny IGA, Pinnconning; Brad Thorsby, Riverside Market, Montrose; John Zeiler, Zeiler's Farm Market, Temperance; Pamela Fetters, Woodstock Cheese & Wine, Addison; Jeff Miller, George's Market, Tecumseh and Michelle Verduce, Parkside Market, Gaylord.



Dairy

Continued from front page

there and cutting back on some of the other [products] that aren't moving as well."

And Paduano expects to see numbers continue to increase because of recent packaging changes.

"Plastic pints have been tremendous," he says. "I think it's brought in [customers] that weren't drinking milk [before]. They were grabbing the soda or Gatorade because it fits in their [car's] cup holder. All of a sudden, here's a Nestle Nesquik pint or a private-label pint that you can buy and put in your vehicle."

Spartan

Continued from front page

L&L Jiroch to Spartan owned retail stores and Spartan independent customers.

"Consistent with our supply chain strategy on cigarettes, cigars, tobacco accessories, non-palletized candy and spices, the acquiring company will continue to be our designated distributor."

"In addition, Spartan Stores has agreed not to compete with H.T. Hackney on these same products currently sold to our existing grocery customers and traditional c-store customers by L&L Jiroch."

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Fleming refocuses resources

Fleming Companies, Inc. announced that it will discontinue operations at five of its wholesale divisions. Fleming will focus its resources on the company's other wholesale distribution centers, which have performed at a higher level and shown greater prospects for future growth and profitability.

In a separate action, the company is launching operations at its new convenience distribution center in Denver.

The company is closing its grocery wholesale divisions in Salt Lake City;

Warsaw, North Carolina; Northeast Maryland; and Phoenix. In addition, the company is closing a general-merchandise distribution center in King of Prussia, Penn.

Bill May, president and CEO of Wholesale Distribution, said, "While the decision to exit any market is difficult, it makes excellent sense for us to scrutinize our operations and concentrate our human and financial resources on those business units and markets in which performance is highest and opportunities are greatest. The previously announced

loss of business at these divisions and their limited growth opportunities has made it impossible for us to continue in these markets as a core part of Fleming operations.

"To minimize disruption to our customers supplied by the closing divisions, we are committed to assisting the affected retail customers in their successful transfer to a new supplier, as practicable," added May.

Fleming intends to discontinue operations in the five selected divisions by mid-June. The company expects to immediately begin

transferring inventory from the closing divisions to other Fleming facilities. Collectively, the closing divisions represent approximately \$1 billion in annualized revenue. The company's convenience distribution centers are unaffected by the closing of these five wholesale divisions.

The company is also reviewing alternatives for its Minneapolis division, which is entirely dedicated to supplying the company's Rainbow Foods stores based in Hopkins, Minn. As was previously announced, Fleming has an asset purchase agreement to sell 31 of the stores and has filed a motion with the U.S. Bankruptcy Court to establish an auction for the sale of the stores.

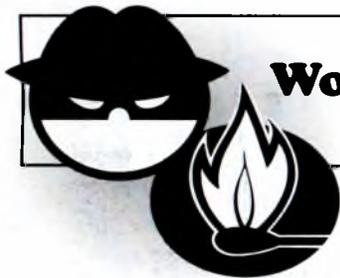
The company is also announcing the opening of its new convenience division in Denver. This facility replaces the previous Denver division, which was destroyed by fire in late 2002. In the interim, Fleming has supplied the Denver customers with products from other convenience divisions in the region.

The Denver division's official grand-opening celebration is scheduled for May 16.

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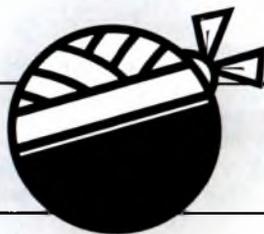
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Soy bread and organic colas

According to preparedfoods.com, the latest trends in the grocery store include low-carb items made specifically for the Atkins diet and all-natural organic sodas made from green tea. —Prepared Foods

Blowing bubbles with cotton candy?

"We created the consistency and look of cotton candy through a proprietary manufacturing process," said Bob Howard, vice president of marketing for Perfetti Van Melle USA Inc. "But after chewing begins, a surprise happens."

The surprise is that the cotton candy turns into bubble gum. Airheads Cotton Candy Bubble Gum has the appearance, flavor and texture of cotton candy, but soon after being popped into the consumer's mouth transforms itself into bubble gum, said Howard.

"It gives the product an interactive appeal for children," added Howard.

Airheads Cotton Candy Bubble Gum is slated to begin distribution early this summer. The product will be available in .39-ounce packs, in 54-counter toppers, 72-count powerwing and 144-count floor displays. Retail price for the candy/gum is expected to be between 59 cents and 69 cents.

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Pointe Dairy offers top quality service and products galore

By Karen Braschayanko

More than just a dairy distributor, Pointe Dairy carries a vast range of well-known products. Their primary line is Borden, and they also carry Country Fresh, Gatorade, Dannon, Dole, Everfresh, Lactaid, Lipton, Arizona Teas, Klondike, Dove, and Breyers are just a few of the brands. (A full list is available on the website, www.pointedairy.com.) In addition, Pointe Dairy keeps up with grocery trends by carrying energy drinks, smoothies, and vitamin-enriched products.

The company also carries Stock Pot Soups, bakery goods, delicacy vegetables such as frozen wild mushrooms, and specialty desserts. My Grandma's Coffee Cakes of New England is a new line that the Pointe Dairy team is excited about. Mackinac Island Creamery ice



The Pointe Dairy crew

using a small refrigerated truck to deliver Sealtest Dairy Products to stores and restaurants, based in Grosse Pointe Woods. The company

quickly grew, so Joe added trucks and drivers. His philosophy, "Give the customers quality, give them service, service, service!!!" led him on to more clients.

In 1975, the Sealtest production facility in Detroit closed. Pointe

Dairy began distributing Borden's Dairy products, and Borden's has been a staple brand since then. Borden's Dairy has recently revealed a new logo, which Anthony Selvaggio, is excited about. "It's all new graphics, full color, much larger," he said

Joseph Selvaggio passed the management of the company on to his three sons in 1981. Anthony is president and C.O.O., Alex is vice president and C.F.O., and Joseph Jr. is executive vice president of sales and distribution. Each attended universities before returning to take part in the family business, and working together helps the brothers' families remain close.

This family-oriented philosophy continues on to the entire Pointe Dairy team. Under employment benefits, the Pointe Dairy website lists, "Owners that care!!!" Pointe

Dairy encourages its employees to move up within the company. Drivers can become managers, and several have. Personnel training, quality products and customer service remain Pointe Dairy's top priorities.

"We are constantly trying to better ourselves—constant, never-ending improvement. We consider ourselves highly professional and always offer more training and development opportunities. And we communicate to our customers and take care of them," said Anthony.

Pointe Dairy continued to grow and in 1985 expanded product lines to include many types of foods as well as dairy... from soups to desserts. In 1997, Pointe Dairy moved into a new, progressive

facility in Troy. It was designed and built for success—able to be doubled in size speedily, and administrative offices are located in the building for ease of management.

The loading dock and warehouse—40,000 square feet—is capable of handling 20 trucks at one time. The freezer is 90,000 cubic feet, and the cooler is 50,000 cubic feet, allowing Pointe Dairy to stock a large amount of product. The lighting, security and cooling systems are state-of-the-art, designed to save energy. There is a separate truck maintenance facility on site as well to keep deliveries moving.

Nearly all businesses have been slowed by the post September 11 and war economic downturns. "It's been steadily slower, but we've worked to offset the lower sales with new product lines," said Anthony Selvaggio.

The Pointe Dairy team takes great pride in helping the community as much as they can. To promote a Southeastern Michigan chapter American Red Cross blood drive in September, Pointe Dairy will give a gallon of Borden's milk or a half-gallon of Country Fresh ice cream to each donor. Pointe Dairy Services gives to many local and regional charities in the metro area.

See a full list of Pointe Dairy's products at www.pointedairy.com, or call (248) 589-7700 (toll free, 1-800-858-7707) for more information.



creams have also been a hit.

Far more than just dairy, Pointe Dairy Services, Inc, may want to change their name to reflect the breadth of products they now supply. Pointe Dairy aims to carry the products that its customers need to meet consumer demands and market trends with top quality service.

Pointe Dairy supplies a wide range of clients in Southern Michigan and Northern Ohio—supermarkets, fruit markets, restaurants, party stores, sundry shops, bookstores, hospitals, prisons, cafeterias, catering establishments, country clubs, and special events. "Delivery you can depend on" is the governing motto that has built Pointe Dairy's reputation.

Pointe Dairy Services has been a family-run business founded on good service for more than three decades. In 1968, Joseph Selvaggio began

Elsie gets a makeover



The Borden line of products has received a fresh, new look, with the redesign of the Borden logo. Cartons will feature the new label, with ingredients on the back, giving it a clean appearance.

Men are (bargain) hunters

It seems women aren't the only ones who love a bargain. New research released yesterday shows that on average men will spend more than women on groceries at a super-discount grocery store.

The Vertis study, "Customer Focus: Retail," also reveals that Generation X parents of two or more children, and adults with \$50,000 to \$75,000 household incomes are the demographic groups that spend the most at this type of retail store.

"Super-discount grocery stores are proving to be popular with a number of different groups, including men," says Therese Mulvey, vice president marketing research at Vertis. "Our research shows that the average amount spent by men on groceries in the past two weeks was \$62, and this figure was only \$50 for women. Meanwhile, Gen X spent an average of \$84."

The study includes findings on the chief household grocery shoppers and the type of stores that consumers prefer to frequent for their grocery shopping.

Study findings include:

- * When deciding where to buy perishable goods, such as meat,

produce, dairy or bakery, adults aged 48-57 are most driven by price.

- * Baby-boomer women are looking for price first (52 percent) and convenience second (24 percent).

- * Young Olds and Seniors are most committed to their standard grocery store when it comes to buying perishable products.

- * Generation X adults prefer to shop at discount stores and super-discount grocery stores for nonperishable items. Ninety percent of women said they personally conduct 60 percent or more of the grocery shopping for their household, compared with 54 percent of men.

- * Respondents aged 48-57 are most likely to personally carry out the grocery shopping, while adults aged 18-25 are least likely.

- * Males aged 18-34 are more likely to personally conduct 60 percent or more of the grocery shopping for their household compared with older men (age 18-34: 58 percent, age 35-49: 52 percent, and age 50 or older: 54 percent).

Cigarette smugglers snared in sting

Ten people were arrested in connection with moving contraband smokes from Virginia to New York City. The smugglers were caught in a sting operation when they paid \$2.17 million for some 71,467 cartons of cigarettes, reports the *Richmond Times-Dispatch*.

Cigarette smuggling has increased as states have hiked tobacco taxes. In Virginia, the per-pack cigarette tax is the cheapest in the nation at 2 and half cents, while New York's tax is \$3-\$1.50 per pack for the state and the city. According to U.S. Attorney Paul McNulty, the smuggled cigarettes represent \$2.45 million in lost tax revenue to the state of New York.

A New York State Office of Tax Enforcement investigator put an ad for

A&A Tobacco Wholesaler in King George County, Va., in a New York City Arabic-language newspaper. When contacted by potential buyers, the investigators acted as salespersons for the fake tobacco company and said they had cigarettes available with counterfeit New York State and New York City tax stamps.

Buyers purchased at least 300 cartons each time. Investigators were able to track the cigarettes via the bogus tax stamps.

The last purchase took place on April 24, when three buyers were prepared to pay \$300,000 for 10,000 cartons of cigarettes. The three men were arrested by investigators.

In the driver's seat

It may come as no surprise that men rate themselves better drivers than women. What may be surprising is that men think this superior skill translates to navigating grocery-store aisles as well.

A new survey of 800 U.K. shoppers conducted by supermarket operator Tesco found that nearly three-quarters of male respondents rated their shopping-cart "driving" skills as excellent. In comparison, about six out of 10 women rated themselves highly.

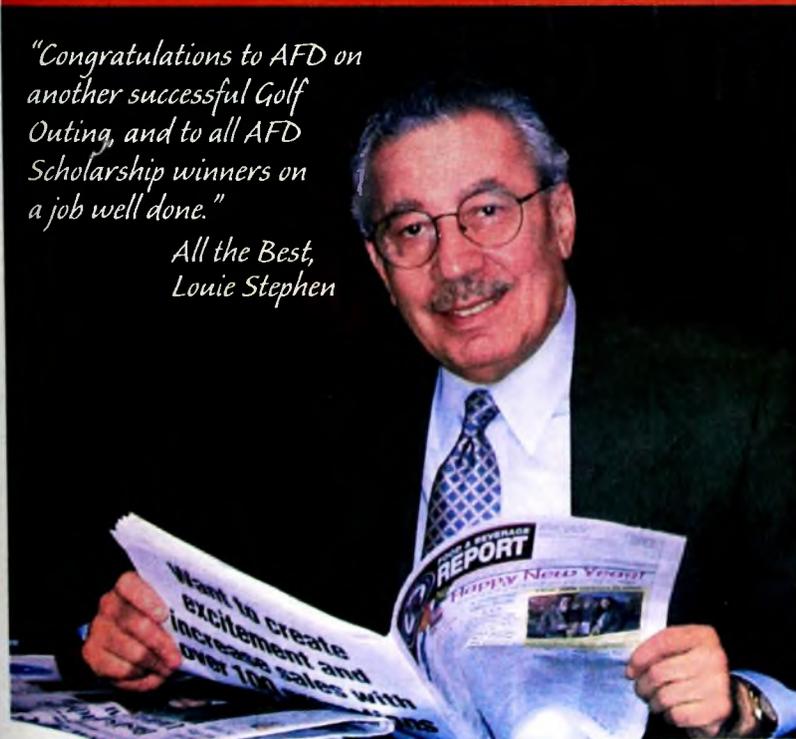
The survey results were released to coincide with the launch of Race for Life, a series of events to raise money to help treat, cure and prevent cancers that affect women.

According to the survey, U.K. shoppers collectively push grocery carts approximately 580 million miles a year. The average Tesco shopper pushes his or her shopping cart 2,400 miles in a lifetime—the same distance as halfway around the coastline of Britain.

Stephen's Nu-Ad prints for Detroit's Finest:

"Congratulations to AFD on another successful Golf Outing, and to all AFD Scholarship winners on a job well done."

*All the Best,
Louie Stephen*



You haven't got mail

E-mail has become so pervasive in our society that it often takes the place of phone calls, handwritten letters and even face-to-face meetings. However, a new study found that many "deskless" employees are cut out of the communication loop because they don't have access to e-mail.

A study commissioned by Sendmail, Inc., HP and Intel revealed that approximately 60 percent of retail, health-care, manufacturing and hospitality workers are distanced from headquarters, co-workers and

customers because they do not have access to e-mail.

These "e-mail exiles" include sales staff, nurses and warehouse managers; workers that are deskless because of their job function. According to the study, these employees often receive job-critical information (such as safety notices, customer requests, schedules or policy guidelines) much later than their "wired" counterparts. They have to communicate personal human resources details by fax or mail. Many have no means of interacting

with headquarters or contributing to the corporate culture, other than via old-fashioned suggestion boxes or bulletin boards.

Although a small number of companies surveyed (16 percent) use e-mail accessed from mobile devices or kiosks to communicate with deskless workers, the vast majority (84 percent) still use more traditional methods, such as postal mail and inter-office memos. Of this group, even the most technologically advanced only use one-way channels, such as pagers or static Intranet pages.

The study, conducted by King Research, involved in-depth interviews with 44 companies in sectors having deskless workers, such as retail, health care, manufacturing and hospitality. The study was conducted as part of a market research exercise comparing e-mail usage patterns across industries known to have a low penetration of desk-based employees.

"Everyone's heard of the digital divide, but what's surprising is that it has widened so dramatically within enterprises that are otherwise technologically advanced," said John Stormer, vice president of marketing at Sendmail. "This study clearly shows that while some corporate departments are using the latest enterprise technologies, those on the front-line are reliant on nothing more high-tech than water-cooler chats and notice boards in the corridor. This is despite the fact that almost half of the interviewees [45 percent] admitted that existing methods of communicating with deskless workers are slow, inefficient and expensive."

Another 38 percent felt their communication was satisfactory but could be improved. In fact, one company had five people dedicated purely to posting hard copies of information to deskless employees.

"E-mail doesn't need to be universal but firms do need to ensure they're not hindering their staff's productivity and performance by excluding them," added Stormer. "According to the study, some of these e-mail exiles are highly trained, well-paid staff who are an untapped resource because they've been excluded from the rest of their organization."

Safeway adds Baltimore's first gas 'n' grocery

Safeway now has gas stations in 200 of its stores nationwide, allowing customers to fuel up while buying groceries. Surveys have found that 60% of grocery customers are using the gas station services, and that they can increase foot traffic in the store by up to 5%. —*The Sun* (Baltimore)

Kroger opens doors for impaired consumers

An Ohio Kroger location has taken significant steps to make its store more accessible to the visually impaired. Store employees are specially trained to help customers with special needs, obstructions in and around the store have been removed and sale fliers are printed in Braille.

—*The Cincinnati Enquirer*

LANCER

FROZEN BEVERAGE DISPENSERS



MODEL FBD 554



MODEL FBD 550

Welcome to the future of quality and performance. Introducing Lancer's FBS Series of frozen beverage dispensers **the 550 and the 554.**

- Stylish, sleek design
- Large, contemporary graphics
- "Next generation platform" for future upgrades.
- State-of-the-Art technology

Limited counter space? No problem. Choose the **FBD 550** with the smallest footprint currently available; it will fit in the smallest of spaces. If space is not a problem, try our **FBD 554**, with four barrels available for a variety of brands; sure to provide a refreshing frozen beverage every time, while you

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(616) 243-8863

Gary Peters Takes Over As Lottery Commissioner



By Commissioner Gary C. Peters
As the newly appointed

Commissioner of the Michigan Lottery, I am excited about working with you and our other 9,300 retail partners across our great state.

In addition to serving the citizens of Oakland County for eight years as a state Senator, I also have more than 20 years experience running a business. I understand the daily challenges you must overcome to run your business cost-effectively and I am devoted to ensuring the Michigan Lottery is a valued partner in your success.

I am committed to building positive and fruitful working relationships with each and every one of you. You are an essential element to the Lottery's continued and future success. It is through your hard work that we were able to contribute more than \$613 million to the state School Aid Fund last year!

In the short time I have been here, I am finding there are many parallels to my work as a state legislator that will assist me in keeping the Michigan Lottery on track for future growth.

Although my "constituency" has grown tremendously, I believe the same ideals hold true. As a state Senator, I always listened with an open mind to what my constituents had to say, and was honest in the answers I provided to them. That is exactly the same relationship I intend to build with you and our players throughout Michigan.

I feel very lucky to be working with the experienced and knowledgeable staff I inherited here at the Lottery. I plan to make full use of our staff's expertise and insight over the next few years.

When it comes to the number of people on staff, bigger doesn't always mean better! That is truly the case here at the Michigan Lottery. Compared to many lotteries throughout the United States, the Michigan Lottery has one of the smallest staffs, however, what we lack in quantity we make up for in quality.

With your continued enthusiasm for selling our products and the support of the Lottery's dedicated

staff, I hope to see us set new records this year. Let's work together to make this year our best year ever!

"\$2,000,000 Blast" Update.

Sales of the "2,000,000 Blast" instant game tickets are soaring. This \$20 instant ticket features a \$2,000,000 top prize that will be awarded during a grand-prize drawing event. Winners of \$1,000 prizes in this game are automatically entered into the drawing to be one of the five

\$2,000,000 finalists.

All \$1,000 prizes must be claimed by the close of business on Wednesday, June 18, 2003 to be eligible for the finalist drawing. The random computer-generated drawing for the five finalists will be held on Friday, June 20, 2003. Lottery officials will notify the five finalists by mail after the drawing takes place.

The \$2,000,000 grand-prize drawing event will take place at

Comerica Park in Detroit during the Detroit Tigers vs. Arizona Diamondbacks baseball game on Saturday, June 28, 2003.

For the first time ever on an instant game, the winner of the \$2,000,000 grand-prize in this game will have the opportunity to choose whether he or she wants to claim the prize in one lump sum or annuity payments over

See Lottery, Page 29

If you still have the original **Kansmacker**, call us for repairs or tune up specials.

20 YEARS and still running!

Before you purchase a Tomra small machine, check with a store owner that owns one. Then give us a call.

KANSMACKER BRAND REVERSE VENDING MACHINES

Smaller Space Allotment! Rear End Loader Machine only 32" wide!

NEW!

Kansmacker's COMPACT STAINLESS STEEL MACHINE:

NUMBER ONE FOR:

- Cleanliness
- Durability
- Efficiency
- Service

NEW!

- Our new machines are
- **SIMPLE!**
 - **EASY TO CLEAN!**

Plastics & Cans Front or Rear End Load Machine only 32" wide!

Affordable Pricing! Smallest Machine on the Market with Large Capacity!

IT'S THE 3-IN-1 MACHINE!

- Now Taking Orders:
- Cans Only Machines
 - Glass Only Machines
 - Plastic Only Machines

For more information regarding KANSMACKER BRAND REVERSE VENDING MACHINES, please contact **NICK YONO** at

800-379-8666 or 248-249-6666

Made In Michigan

Selling drug paraphernalia can cost

Selling drug paraphernalia in convenience stores is a crime and could result in fines and your arrest. To protect yourself, you should remove any items that you may suspect as drug paraphernalia from your store.

The following items, either alone or in combination, are commonly sold or marketed as drug paraphernalia. Due to the ever-changing nature of illegal drug activity and the types of drug paraphernalia being used, there may be other items not listed below:

- Scales and balances for weighing drugs
- Diluents and adulterants, such as quinine hydrochloride, mannitol, mannite, dextrose, and lactose for cutting illegal drugs
- Blenders, bowls, containers, spoons, and mixing devices used for compounding illegal drugs
- Capsules, balloons, envelopes, and other containers for packaging small quantities of illegal drugs

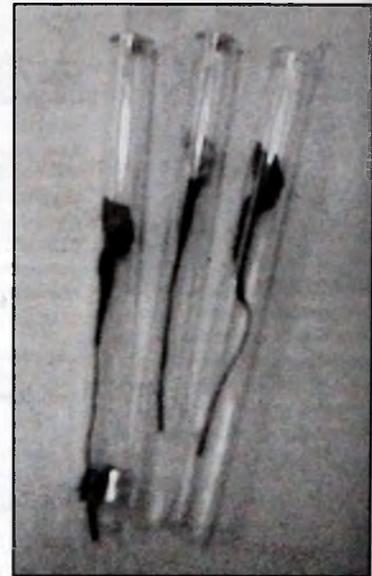
Includes miniature plastic baggies designed to hold jewelry or beads, but also used to hold illegal drugs

- Containers and other objects for storing or concealing illegal drugs
- Hypodermic syringes, needles, and other items for injecting illegal drugs into the human body. These are intended for diabetics, but are drug paraphernalia when made available to other customers.
- Pipes made out of metal, wood, acrylic, glass, stone, plastic, or ceramic. They may be with or without screens. Includes glass tubes commonly marketed as a bud vase or air freshener. Also includes colorful marking pens which, when taken apart, contain a pipe that can be used for smoking crack cocaine
- Pipe screens
- Water pipes - also called "bongs"
- Roach clips (small metal clips used to hold burning material such as a marijuana cigarette)

• Miniature cocaine spoons and cocaine vials

• A wiry sponge or scouring pad, made for cleaning, but when cut into pieces, is used as a filter for smoking crack cocaine

• Drug "kits"
Some stores sell a number of items packaged together, such as a miniature flower vial (see photo), together with chopped-up pieces of wiry sponge and a butane lighter



These glass tubes (pictured above) are used as crack cocaine pipes. They contain a novelty-type item such as a miniature rose. Suppliers may tell you the tube is a gift item. However, drug users remove the rose or other contents - insert a piece of wiry sponge or scouring pad as a filter, and use it to smoke crack cocaine. Police are aware of these items and they have been issuing tickets!



Redeem your manufacturers' coupons with us . . .

1-2-3

It's That simple! You can count on us!

Over 250 AFD grocers use our coupon redemption service . . . this is proof we do it the way grocers like it.

- 1** Put your coupons in a box or strong envelope. (No need to count or sort).
- 2** Bring your coupons to AFD.
- 3** **CASH YOUR CHECK!**

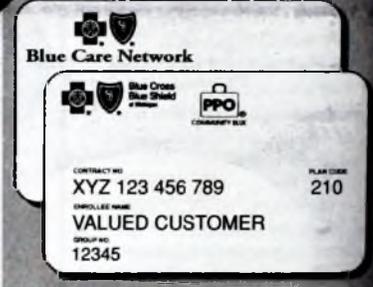
THAT'S IT . . . THE REST IS OUR JOB!

- Quick, efficient and accurate processing of your coupons is started immediately.

YOU CAN COUNT ON US—WE'RE



AFD Endorsed Benefit



Blue Care Network

CONTRACT NO: XYZ 123 456 789 PLAN CODE: 210

EMPLOYEE NAME: VALUED CUSTOMER

GROUP NO: 12345

Do you have a drug card?

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

Networks Available

Managed Traditional

Blue Choice POS

Blue Care Network HMO

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



Blue Cross Blue Shield Blue Care Network of Michigan

Blue Cross Blue Shield of Michigan and Blue Care Network are independent members of the Blue Cross Blue Shield Association.

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



AFD/Beverage Journal HOLIDAY SHOW

Step Into the Limelight!

Join your peers on September 23 & 24, 2003
at Burton Manor in Livonia

Show Hours:
Tues., Sept. 23, 2003 • 5-10 p.m.
Wed., Sept. 24, 2003 • 4-9 p.m.
Burton Manor, Livonia, MI
27777 Schoolcraft Road

Ask your Sales Rep for Tickets!
Admission Ticket Required.
\$10 at the door. No bags allowed in
or out. The law demands that you
be at least 21 years of age
to attend this show.

Jeff Oppermann,
Oppermann's Cork 'N' Ale:
"I use the Holiday Show as a training
tool for my employees. We walk the
show floor trying to become familiar with
the products. Our customers ask a lot
of questions, so it is very important that
my employees have extensive
product knowledge."

Dano Bennett,
BD's Mongolian Barbecue:
"It was great to see all of the cutting
edge new products under one roof.
I didn't have to leave Michigan
and attend one of the national
shows to keep abreast of the
latest trends."

Larry Farida,
Wine Cellar Fine Wines:
"I bought a lot of gift sets at the show
last year. The Holiday Show is a great
place to preview products that you've
heard about, but haven't seen in person.
Presentation is really important in my
stores, so I want to buy products that
look good on the shelves."

Eric White,
White's Streetside Tavern:
"This is a new business for me, so I went
to the show to meet with sales reps.
I wanted to know how products were moving
before I committed to any purchases."



Take your Turn on the Red Carpet!

Call AFD for more information at: (248) 557-9600

Associated Food Dealers of Michigan: working hard for the food and beverage industry for over 87 years

AFD endorses Strategic Planning Concepts for financial planning



(l to r) Christian Cicchella, Gary Faigle and Mike LaGrasso of Strategic Planning Concepts.

In a continuing effort to expand and enhance member benefits, AFD has reached an agreement with Strategic Planning Concepts (SPC) to provide planning services at a 20 percent discount to members. In addition the initial meeting with financial consultants Mike La Grasso, Christian Cicchella and Gary Faigle is free.

"We will assess what the client already has, and what, if anything, we can do for him," said Cicchella. "This review is free."

After the initial meeting, SPC will offer an assessment and recommendations with no obligation on the member's part. "We take all the initial risks on the front end," said La Grasso. "We spend 10 to 20 hours with a customer to determine their needs."

"Sometimes, people don't need us now but will contact us down the road because they know what they can do for them," said Gary Faigle. "They

Strategic Planning Concepts has agreed to provide financial planning services to AFD members at a 20 percent discount.

can also look at our recommendations and act upon just one part of them."

"Strategic Planning Concepts offers a full spectrum of business and personal financial options of which

our members can benefit," said AFD President Mike Sarafa. "It's a necessary service, and now we can offer it to our members at a reduced rate."

"Many of our clients have trusted, long-term advisors—attorneys, CPAs, brokers—who have already helped them with some of their estate, retirement and business succession planning," explained Faigle. "Our work both supplements and coordinates the services these advisors provide. Our efforts help ensure that your plans maximize the benefits to you and your family."

"Specifically, we look at all areas of our financial plan," added La Grasso, and pull them together in a cross-disciplinary manner to most effectively help you meet your financial security and asset preservation needs and objectives."

Among the services offered by Strategic Planning Concepts are:

Estate planning

During the estate planning process, CPS provides advice to enable clients to make informed decisions with respect to property ownership, distribution of assets, estate tax reduction and tax payments. Based upon current situations and future goals, SPC will review members'

estate plans, discuss estate-planning techniques and suggest alternative strategies when appropriate.

Investment planning

The strategies and techniques outlined in the investment plan are designed to assist clients with the achievement of their stated investment goals at the most appropriate risk level.

Retirement planning

This service includes an analysis of the client's current situation, a written discussion about alternative planning strategies and techniques that can be used to assist in accumulating wealth or retirement income, or in the appropriate distribution of assets following retirement.

Business succession planning

Today, less than one-third of family businesses survive to the second generation, and only about 12 percent make it to the third. So, whether an owner plans to retain or sell his business at death, disability or retirement and already has a buy-sell agreement to accomplish those goals, he still needs an expert analysis of the other 18 alternatives to develop a

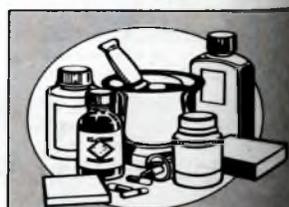
succession plan that may minimize the tax burden and maximize the financial benefits to his family.

Fringe benefit planning

There are many options for a business owner—SEP, Simple IRA, 401K. SPC can help clients determine which qualified plan is best for them and their company, and show them ways to retain key people by offering non-qualified benefits designed specifically for them.

"We can help you with the big picture," said Faigle. "And keep up with financial events that impact your business."

If you are a member of AFD, take this opportunity to see what Strategic Planning Concepts can do for you and your business. For more information, contact Dan Reeves at AFD (248) 557-9600.



Automated prescriptions seen as future of pharmacies

With the number of pharmacists not rising fast enough to meet the needs of patients and pharmacists, analysts say automated systems will become increasingly common. The machines will eliminate mistakes and will compensate for an estimated 7,000 unfilled pharmacist positions nationwide.

—Las Vegas Review-Journal

Classifieds

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

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

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

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

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

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

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

KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS—Low discount pricing to all AFD members. New installs, remodels, inspections, recharging and testing. Also servicing auto paint booths and gas stations. All brands: **Ansul, Prochem, Range Guard**. Servicing Southeastern Michigan 24/7. Call Alan Ross at GALLAGHER FIRE EQUIPMENT—800-452-1540.

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

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

COUNTRY PARTY STORE—Owner retiring. Beer, wine, lotto. Salem Township. Only \$45,000+. Ask for George (313) 460-9194.

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

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

Lottery continued from page 25

20 years.

Unclaimed Mega Millions Tickets Set to Expire. While many lucky players claimed great cash prizes this month at the Lottery, unfortunately, there are two \$175,000 Mega Millions prizes that have not yet been claimed. All unclaimed prizes revert to the state School Aid Fund after one year from the draw date.

Draw Date: June 21, 2002

Game: Mega Millions

Prize: \$175,000

Winning Numbers: 13-18-32-39-49,

Gold 06 (match first five)

Retailer: 7-Eleven 17626, Royal Oak

Draw Date: July 30, 2002

Game: Mega Millions

Prize: \$175,000

Winning Numbers: 02-06-22-27-44,

Gold 01 (match first five)

Retailer: Cracker Barrel Party

Center, Canton

For a complete listing of unclaimed

Lottery prizes, please visit our Web

site at www.michigan.gov/lottery. If

your store sold a top-prize winning

ticket that has yet to be claimed,

please be sure and remind your

customers to check their tickets.

New Instants for June. The

Lottery is thrilled to unveil five new

instant games this month. Your sales will sizzle this summer with the \$2 "Silver Lake," featuring a \$25,000 top prize, which hits store counters on June 5. The old player favorite -- the \$2 "Wild Wild Time" -- offering a \$30,000 top prize, will be back at ticket counters on June 12.

Customers will be flocking to your store on June 19 for a chance to win loads of money with the \$5 "Bag O' Bucks," offering a \$300,000 top prize. The \$1 "Wild Bill" featuring a \$3,000 top prize hits stores on June 26. Finally, players will be raking in the dough when the \$2 "Tic Tac Two" bonus game debuts on June 26, featuring a \$22,000 top prize.

Our outstanding service has made North Pointe #1!

North Pointe Michigan's Leader in Liquor Liability for 15 years running!

- Competitive Rates
- Endorsed by AFD for 15 consecutive years
- Never assessable, no deductibles, policy fees or surplus lines tax
- Available through the Independent Agent Network with over 1,000 agencies to serve you



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 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
 Interstate Brands/Wonder Bread/Hostess (586) 792-7580
 S & M Biscuit Dist. (Stella D'Oro) (586) 757-4457
 Taystee Bakeries (248) 476-0201

BANKS:

ATM of America (248) 358-2547
 ATM of Michigan (248) 427-9830
 Comerica Bank (313) 222-4908
 Financial Corp. (313) 387-9300
 North American Bankard (248) 269-6000
 Peoples State Bank (248) 548-2900
 Standard Federal Bank 1-800-225-5662

BEVERAGES:

Absopure Water Co. 1-800-334-1064
 Allied Domecq Spirits USA (248) 948-8913
 American Bottling (313) 937-3500
 Anheuser-Busch Co. (800) 414-2283
 Bacardi Imports, Inc. (248) 476-6400
 Bellino Quality Beverages, Inc. (734) 947-0920
 Brown-Forman Beverage Co. (734) 433-9989
 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

Coffee Connection (248) 583-1765
 Coors Brewing Co. (513) 412-5318
 Delicate Family Vineyards (248) 766-3451
 Diagen (800) 462-6504
 E & J Gallo Winery (248) 647-0010
 Eastown Distributors (313) 867-6900
 Faygo Beverages, Inc. (313) 925-1600
 Garden Foods (313) 584-2800
 General Wine & Liquor Co. (313) 867-0521
 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
 Insculet Wines, Inc. (313) 538-5609
 Kings 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 & Sprits (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
 Pemod Ricard USA (630) 922-6484
 Petipren, Inc. (586) 468-1402
 Schuil Coffee Co. (616) 956-6815
 Seven-Up of Detroit (313) 937-3500
 Stony Creek Brewing Co. (313) 299-5411
 Tri-County Beverage (313) 584-7100

BROKERS/REPRESENTATIVES:

Acosta-PMI (734) 737-1256
 Bob Arnold & Associates (248) 646-0578
 CrossMark (734) 207-7900
 Hanson & Associates, Inc. (248) 354-5335
 J.B. Novak & Associates (586) 752-6455
 S & D Marketing (248) 661-8109

CANDY & TOBACCO:

Altria Corp. Services, Inc. (734) 591-5500
 Brown & Williamson Tobacco Co. (734) 462-2931
 R.J. Reynolds (248) 475-5600

CATERING/HALLS:

Farmington Hills Manor (248) 888-8000
 Kuren's Kafé 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
 Serra Cheese Co. (586) 790-8000
 Superior Dairy Inc. (248) 656-1523
 Tom Davis & Sons Dairy (248) 399-6300

ELECTRONIC AGE VERIFICATION

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

EGGS & POULTRY:

Linwood Egg Company (248) 524-9550

FRESH PRODUCE:

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

ICE PRODUCTS:

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

INSURANCE:

1st Choice Insurance Agency (586) 737-2339
 AAA Michigan (800) AAA-MICH
 Al Bourdeau Insurance Services, Inc. (248) 855-6690
 Capital Insurance Group (248) 333-2500
 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
 North Star Insurance Agency (248) 398-5550
 Paulmark Agency (248) 471-7130
 Rocky Husaynu & Associates (248) 851-2227

LOGISTICS PLANNING

SaTech Logistics, Inc. (248) 203-9500

MANUFACTURERS:

Art One Sign Expo, Inc. (248) 591-2781
 Home Style Foods, Inc. (313) 874-3250
 Jaeggi Hillsdale Country Cheese (517) 368-5990
 Kraft General Foods (248) 488-2979
 Nabisco, Inc. (248) 478-1350
 Old Orchard Brands (616) 887-1745
 Philip Morris USA (616) 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 (810) 557-0055
 Hygrade Food Products (248) 355-1100
 Kowalski Sausage Company (313) 873-8200
 Nagel Meat Processing Co. (517) 568-5035
 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
 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
 J&B Medical Corp. (248) 324-8900

POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips (313) 925-4774
 Frito-Lay, Inc. 1-800-359-5914
 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
 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
 Palace Gardens (810) 743-6420
 Pizza Papais Corp. (248) 932-4026

SERVICES:

1st Choice Insurance Agency (586) 737-2339
 AAA Michigan (800) AAA-MICH
 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
 Alarm-Medic (248) 349-9144
 American Mailers (313) 842-4000
 AMT Telecom Group (248) 862-2000
 Andrews Brothers Inc. Detroit Produce Terminal (313) 841-7400
 AON Risk Services (248) 359-6080
 Ayers Business Systems (630) 420-9962
 Bellanca, Beatie, DeLisle (313) 882-1100
 Binno & Binno Investment Co. (248) 540-7350
 BMC Grocery Systems Specialists (517) 485-1732
 Business Machines Co. (BMC) (517) 485-1732
 C. Roy & Sons (810) 387-3975
 Canteen Services (616) 785-2180
 Cateraid, Inc. (517) 546-8217
 Central Alarm Signal (313) 864-8900
 Check Alert (231) 775-3473
 Cherry Marketing Institute (517) 669-4264
 Clear Rate Communications (248) 968-4290
 Closed Circuit Communications (248) 682-6400
 D.J. King & Associates (800) 781-5316
 Deford Distributing (989) 872-4018
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 Detroit Warehouse (313) 491-1500
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 FMS Accounting & Payroll Providers (615) 294-4055
 Follmer, Rudzewicz & Co., CPA (248) 355-1040
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 Great Lakes Data systems (248) 356-4100
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 Marketplace Solutions (989) 235-5775
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 Travelers Express/Money Gram (248) 584-0644
 Vantae Wireless (248) 658-5000
 Verizon Wireless (248) 763-1563
 or (517) 896-7000
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 Westside Cold Storage (313) 961-4783
 Whitey's Concessions (313) 278-5207

Bunzl USA (810) 714-1400
 Culinary Products (989) 754-2457
 DCI Food Equipment (313) 369-1666
 Envipco (248) 471-4770
 Four Seasons Beverage & Equip. (734) 254-0886
 Hobart Corporation (734) 697-3070
 Martin Snyder Product Sales (313) 272-4900
 MSI/Bocar (248) 399-2050
 National Food Equipment & Supplies (248) 960-7292
 Taylor Freezer (734) 525-2535
 TOMRA Michigan 1-800-610-4866

WHOLESALE/FOOD DISTRIBUTORS:

Amendt Corp. (734) 242-2411
 Brownwood Acres (231) 599-3101
 Calverlee Supply (586) 979-1370
 Capital Distributors (800) 447-8180
 Central Foods (313) 933-2600
 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
 EBY-Brown, Co. 1-800-532-9276
 Economy Wholesale Cash & Carry (313) 922-0001
 Elegance Distributors (517) 663-8152
 Energy Brands (231) 223-9451
 Epstein Distributing Co. (248) 646-3508
 Fleming Company (330) 879-5681
 Food Services Resources (248) 978-6759
 General Mills (248) 960-5237
 Great North Foods (989) 356-2281
 Hamilton Quality Foods (313) 728-1900
 I & K Distributing (734) 513-8282
 International Ice (313) 841-7711
 International Wholesale (248) 544-8555
 Interstate Brands/Wonder Bread/Hostess (586) 792-7580
 Jerusalem Foods (313) 538-1511
 Kaps Wholesale Foods (313) 567-6710
 Karr Foodservice Distributors (313) 272-6400
 Kay Distributing (616) 527-0120
 Kitchen Et Cetera (313) 567-6046
 Kramer Food Co. (248) 851-9045
 L&L Jiroch/J.F. Walker (517) 787-9880
 L.B. Enterprises (517) 546-2867
 Liberty Wholesale (586) 755-3629
 Lipari Foods 1-(586) 447-3500
 Mexico Wholesale (313) 554-0310
 Michigan Quality Sales (313) 255-7333
 Nash Finch (989) 777-1891
 National Bulk Foods (313) 292-1550
 Nikhlas Distributors (Cabana) (248) 582-8830
 Norquick Distributing Co. (734) 254-1000
 Potok Packing (313) 893-4228
 Preferred Brands (313) 381-8700
 Robert D. Arnold & Assoc. (810) 635-8411
 Roundy's (419) 228-3141
 S. Abraham & Sons (616) 453-6358
 Schuil Coffee Co. (616) 956-6815
 Sherwood Foods Distributors (313) 366-3100
 Spartan Stores, Inc. (734) 455-1400
 Suburban News: Southfield (248) 945-9000
 Flint (810) 785-4200
 SuperValu Central Region (937) 374-7874
 Tiseo's Frozen Pizza Dough (586) 566-5710
 Tom Macen & Son, Inc. (313) 568-0557
 Tony's Pizza Service (616) 795-0220
 U.S. Ice Corp. (313) 862-3344
 Value Wholesale (248) 967-2900
 Weeks Food Corp. (586) 727-3535
 Wine Institute (313) 882-7630

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 Detroit Warehouse (313) 491-1500
 Digital Security Technologies (248) 770-5184
 Financial & Marketing Ent. (248) 541-6744
 FMS Accounting & Payroll Providers (615) 294-4055
 Follmer, Rudzewicz & Co., CPA (248) 355-1040
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 or (517) 896-7000
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 Whitey's Concessions (313) 278-5207

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American Synergistics (313) 427-4444
 Canadian Consulate General (313) 567-2208
 Livernois-Davison Florist (248) 352-0081
 (810) 748-3400
 Minnich's Boats & Motors (248) 588-2358
 Wileiden & Associates (586) 781-5544

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