



FOOD & BEVERAGE REPORT

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The official publication of the Associated Food Dealers of Michigan

September 2003

Working hard for our members.

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"Made in Michigan" Special Edition
Help us celebrate the bounty of Michigan products during our October Made in Michigan special edition. Please call Ray Amyot at (989) 386-9666 or (248) 557-9600 to be a part of this exciting publication!

Sarafa calls for \$75 million disaster relief for stores

Michael G. Sarafa, president of the Associated Food Dealers of Michigan, is calling for \$75 million in disaster relief for Michigan's retail food industry. "In spite of the great job that DTE Energy did to restore power and our law enforcement officials efforts to keep order during the recent power outage, our retail food stores suffered great losses," explained Sarafa. He maintains that over \$50 million in perishable foods

were lost due to lack of refrigeration. Looting also occurred and many stores suffered loss of income because they could not stay open without power. Sarafa said that many stores chose to give product away before it went bad, instead of throwing it away.

"The unfortunate part is

that many of the retail food stores that suffered the

greatest losses are uninsured or underinsured," said Sarafa, noting that insurance companies are reluctant to provide insurance to businesses in certain areas.

"Unfortunately redlining occurs with business interruption insurance and disaster insurance as well."

Sarafa added.

"If Governor Granholm is going to seek federal disaster relief, then part of that equation should include the businesses that suffered the greatest losses, which includes the retail food industry," Sarafa added.

He encourages retailers to monitor the AFD website, www.afdom.org for information regarding their eligibility for Federal Disaster Relief Funds.



Step into the limelight at the AFD / Beverage Journal Holiday Show

Plan to attend this important trade show, September 23 & 24, at Burton Manor in Livonia. See pages 38 and 39 for show specials and details. Here are some of the latest industry trends, straight from the experts:

Flavored Beverages Are Hot

- Luxury Items Are Soft (except for Vodka)
- New Products Are On Fire!

AFD asked some industry leaders about the trends in the liquor industry. Here's what they had to say:

Ronnie Jamil, Mug & Jug Liquor Stores

"Mid priced products dominate sales in every category across the board. The luxury product trend is over... for now."

Ralph Gallozi, Golden Wine Cellar

"If it's new or flavored, I can't keep it on the shelves. In the flavored drink race, rum and vodka are neck and neck. The new malt beverages are also very



popular, but brand loyalty is minimal so a category leader is still not evident."

Faiez Asmary, National Wine & Spirits

"The spirits industry is continuing to do its part to help the Michigan budget

problems. In 2002 spirits contributed almost \$200,000,000 in revenues to the state. That is almost five times more than beer and 27 times more than wine."

See Holiday Show Trends, page 10

Special Frito-Lay promotional offer for AFD members only

Frito-Lay has developed a special promotional program especially for AFD members. The program will offer an entire year of promotions targeted specifically for AFD members.

Learn more about this exciting program at the AFD/ Beverage Journal Holiday Show.

Kellogg increases earnings 17.3 percent

Kellogg Company gained 17.3 percent in the 2003 second quarter for strong company-wide sales. The company earned \$203.9 million or 50 cents per share for the April-June period compared with \$173.8 million, or 42 cents per share the previous year's quarter.

Visit our Web site at: www.afdom.org

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PEPSI VANILLA HOODED SWEATSHIRT (5283)**
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☐ M ☐ L ☐ XL ☐ XXL

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Entry forms received after September 30th do not qualify for rebate or drawing and will not be processed. **Limit one entry per store location.**

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President's Message

Reverse vending costs escalate



By Michael G. Sarafa
AFD President

Michigan's \$4.3 billion bottle deposit business is bigger and costlier than you may think. Over the years, since the bottle bill took effect in 1978, the reverse vending industry has become big business. Retailers have had to absorb the costs of the reverse vending units and their maintenance. The only alternative is to staff a bottle return area, which in many cases costs more and clutters valuable floor space with dirty, empty bottles and cans.

Reverse vending is often the best solution for large, high-volume retailers. Customers deposit their own cans and bottles as the machines count and crush them, resulting in a more efficient program for returning empty soft drink and beer containers.

However, a retailer recently brought something to my attention that impacts all stores that use reverse vending machines. Reverse vending companies charge a fee each time that they reprogram or add an SKU number in a machine. Each new product must have a new SKU number. The fee to add each new SKU in the reverse vending machine's computer can be over \$100. If you think about it, costs can creep up fast.

Eddie Kassab of Food Basket Supermarket in Pontiac feels that the distributors must take responsibility for this cost when they introduce a new product. He suggested that manufacturers should either pay the reverse vending company or the stores.

Another point that Kassab made is that customers get mad when they purchase a new product and then they can't return the empty containers because the SKU hasn't been changed in the reverse vending machines yet. The retailer gets blamed for carrying a product that they aren't able to accept as a return.

We spoke to a number of soft drink and beer company representatives to get an idea of how many new

products they introduce each year. Matt Rosenthal from Faygo said that his company introduced "four new items this year, in two different package sizes, that's eight SKUs and the year isn't over yet."

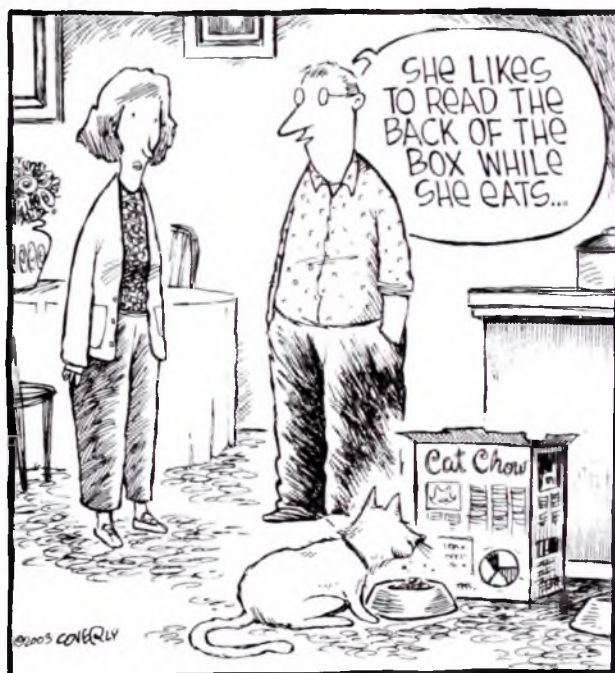
Other pop and beer companies weren't quite as aggressive with new product introductions, but overall, we estimate that retailers must cope with at least 20 SKU changes a year. At \$110 to \$120 each time, that can run to a hefty \$2,200 to \$2,400 annually per store, on top of maintenance fees and other reverse vending charges!

This is big business. It also keeps employees at reverse vending companies very busy. However, this cost clearly should not be the responsibility of the retailer.

For now, stores must remain the collection site for returnable bottles and cans, an issue that AFD is continually addressing with our state. In the meantime, lowering related costs is a major concern for AFD and its members. I am calling on the beer and soft drink manufacturers to take responsibility for their own costs, including the roll-out of new products. Until they are made accountable, the costs associated with the Bottle Bill will continue to be an ever-increasing burden on retailers.

The Grocery Zone

By David Coverly



AFD Members: We want to hear from you!

Is your store celebrating an anniversary? Did you just remodel or open a new facility? the AFD Food & Beverage Report wants to know. We will print information about our members, as space permits.

Each month we also write feature stories about our members' businesses.

If you would like to see your name on the pages of the AFD Food & Beverage Report, call our editor, Michele MacWilliams at (248) 557-9600.

Check for counterfeit coupons

Retailers should be on the lookout for counterfeit coupons. According to an alert issued by the Coupon Information Center (CIC), "homemade" coupons are being circulated on the Internet.

Such activity is a criminal offense and penalties can be severe. CIC reports that offenders are being identified and will be prosecuted. Some of these coupons are sold via auctions that involve the transfer of electronic files or "unlimited," "Internet" or home-printed coupons. CIC said one eBay auctioneer has already been the subject of litigation and no longer sells coupons.

The National Grocers Association (NGA) advised retailers to look for:

- Homemade coupons produced on home computer printers

- Coupons printed on standard photocopy or computer paper
- Uneven edges from being cut out by hand and or with paper cutters
- Altered expiration dates
- Offers for free products

Retailers should train their staff members to watch for coupons that have an old print date from the 1980s but a current expiration date, which means that an old coupon has been altered.

The following is a partial list of counterfeit "Free Product" coupons identified so far: Maybelline Wetshine Diamonds Lipstick; Salon Selectives Hair Products; Entenmann's Products; Mott's Apple Sauce; Reynolds Aluminum Wrap; Haagen Dazs Ice Cream; Ball Park Franks; Planter's Nuts; No Nonsense

Hosiery; Electrasol; Snyders of Hanover Pretzels; Tropicana products up to \$6 off; Thomas Toast R Cakes, no expiration; Dove Body Wash Bars, up to \$6.99; Dove Hair Care up to \$4.99; Slimfast in 1 can or bar, (many coupons); Pepsi 12-Pack, exp. 12/31/03; Lender's Bagels, no exp.; Peter Pan Peanut Butter; Scott's Tissue; Scott's Mega Roll paper towels; Speedstick Deodorant for Women/Men; Velveeta Loaf, no exp.; Progresso Soup, no exp.; Bird's Eye Veggies; Starkist Tuna; Mountain Dew Live Wire 12-Pack; M&M's Candy; Frito-Lays; Ragu Spaghetti Sauce.

Note that additional counterfeits are being identified almost daily in this developing situation. Please go to www.cents-off.com for more information.

Avoiding motivational ironies

Managing and motivating employees remains a constant challenge for business owners, including those in the convenience store industry. Fostering a work force that provides top-notch service will pay dividends in repeat business and increased sales. Bob Nelson, founder of Nelson Motivation, Inc., in San Diego, and author of *Please Don't Just Do What I Tell You! Do What Needs to Be Done: Every Employee's Guide to Making Work More Rewarding, 1001 Ways to Reward Employees and Managing For Dummies*, shared his insights for managing your business's most valuable asset—your employees:

"Motivation" is one of those words that is commonly used to describe the fuzzy notion of "why we do what we do." There are numerous ironies about motivation that make the topic all the more difficult to understand. Here are some of the top ironies of motivation:

Most managers think money is the top motivator—it's not. What employees really want is to be valued for a job well done by those they hold in high esteem. Compensation is important, but most employees consider it a right—an exchange for the work one does.

What motivates others is often different from what motivates oneself. To have a motivating work environment, managers must be sure to reward the behavior they desire with recognition that is valued and

meaningful to their employees—not just themselves. To do this, managers must start with the motivational needs of their employees and build from there.

Things that are the most motivating to employees tend to be relatively easy to do and cost the least. Personally recognizing employees' accomplishments can be easy to do, but most companies overlook the power and possibilities of no-cost recognition and rewards. Motivating employees can also be done within the context of most every job in the workplace.

Fun, simple and creative rewards work best to motivate employees. It is often the fun aspects of a celebration that make recognition a positive and motivating experience—the simpler and more creative, the better.

Managers don't tend to focus on employee motivation until it's lost. Regenerating poor morale is more difficult than doing little things along the way to keep it high. An ounce of prevention is worth a pound of cure. Companies should strive to consistently keep motivation and energy high.

The irony of all of this is that what motivates people the most takes so relatively little to do—just a little time and thoughtfulness for starters. Whatever your situation, start today to build on what's being done to make employees feel valued for the work they do.

Am I paying too much for payroll?

Answer: The labor needs of a store are defined by several factors, including sales volume, lottery sales, foodservice and motor-fuel sales. The following are the industry labor averages reported in NACS (National Association of Convenience Stores) 2003 State of the Industry report.

In 2002, in-store sales per labor hour had risen to \$65, up from \$56 the year before. However, the total store sales per labor hour, which includes gasoline sales, had fallen to \$186 from \$201 in 2001. The industry average for total store labor hours—including the store manager—remained constant at \$298, with average wages per hour increasing to \$9.66 and total labor cost per hour climbing to \$11.48. Also, the average store employed 11.4 people and experienced a management turnover rate of 26.2 percent per year and an hourly employee turnover rate of 127.1 percent per year.

These figures represent the industry averages and can provide a benchmark for labor expenditures at the store level.

NACS also offers a labor budgeter that can be used to determine the correct amount of labor for a store. The budgeter contains the average times for most of the tasks performed in a convenience store. Once store specifics such as size and sales volume have been entered, the proper number of hours needed to perform all of the store tasks can be determined.

Calendar

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

October 17-21

Produce Marketing Association Annual Convention & Expo.
Orlando, FL
(302) 738-7100

October 26-29

Food Distributors International Productivity Convention & Expo
Nashville, TN
(703) 532-9400

February 8, 2004

AFD Annual Trade Dinner
Casablanca, As Time Goes By
Penna's of Sterling
Sterling Heights, MI
(248) 557-9600

February 9-11, 2004

NGA Annual Convention
Paris Las Vegas Hotel
Las Vegas, Nevada
(703) 516-0700

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Consumers bulking up on 'better-for-you' products

"Better-for-you" products are enjoying increased popularity as obesity concerns prompt consumers to purchase more "light, lean, low and less-of" brands.

According to the newest issue of GMA/IRI Times & Trends, supermarket sales of better-for-you foods, which include soy products, nutritional/energy/wellness bars, weight-control items, and bottled energy, sport and water beverages, have averaged 18 percent growth over the past five years.

In addition, sales of "light, lean, low and less-of" brands increased 6.7 percent to \$5.9 billion during 2002, and the sales of popular weight-management beverages grew from \$6.7 billion in 2001 to \$7 billion in 2002.

"Products geared toward healthful eating, including lower-fat, no-fat and reduced-sodium meals, snacks and drinks experienced significant growth over the past few years," said Mike Diegel, director of communications for the Grocery Manufacturers of

America. "This is clearly a sign that consumers are more aware of the importance of nutrition and a balanced diet. The food industry will continue to address this demand by offering more of these alternatives."

The increased public attention to health and nutrition is evident in the sales of products containing soy, which have grown 60.7 percent over the past five years. Sales of nutritional/energy/health bars have experienced a boost as well, rising 38 percent during the same period.

Supermarket industry has the urge to merge

Supermarkets were one of the few sectors of the food industry actively acquiring or merging with other companies in the first half of 2003, racking up 20 deals (up from 12 during the first six months of 2002), a number of which were buying operations from Fleming Cos., which is divesting its retail operations.

One sizeable buy was grocery wholesaler and retailer Roundy's winning bid for 31 Rainbow Foods stores in a bankruptcy auction. The third quarter began with C&S Wholesale Grocers' agreement to acquire Fleming Cos.' wholesale grocery business.

On the whole, food-industry merger-and-acquisition activity was tepid in the first half of 2003. The Food Institute tracked 194 transactions, down 11 percent from the same period in 2002 and a drop of 34 percent from the first six months of 2001.

Spartan Stores, Inc., sold 17 Food Town stores in Michigan and Ohio.

Merger and acquisition among food-processing firms held steady—at 46 deals versus 49 during the first half of 2002. Investment firms/banks, which were striking a record number of deals in 2002, slowed their pace, making 13 purchases, about half of their level of activity from the first half of 2002.

Meanwhile, Spartan Stores, Inc., sold 17 Food Town stores in the Toledo, Ohio, and Southeast Michigan markets. The Kroger Co. represented the largest purchase, buying 13 of the stores. Spartan also sold its L&L/Jiroch and J.F. Walker convenience distribution unit to The H.T. Hackney Co.

The end of the second quarter saw the FTC approval of the \$2.8 billion merger of Nestle Holdings and Dreyer's Grand Ice Cream, after the firms agreed to shed three Dreyer's ice cream brands and Nestle's U.S. distribution assets.

Other notable deals: Wal-Mart Stores agreed to sell its McLane food distribution unit to Warren Buffett's Berkshire Hathaway and announced plans to sell its Merit Distribution Services business to Swift Transportation Co. Starbucks Corp. disclosed a deal to acquire Seattle Coffee Co. from AFC Enterprises in a \$72 million transaction, while Pilgrim's Pride Corp. agreed to buy the chicken operations of ConAgra Foods for \$590 million deal, making it the No. 2 U.S. chicken producer.

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Yubanna Tabura
Business Consultant

This local community project includes an international welcome center and shopping district. It will grow new businesses and create 190 new jobs. We're proud to support community development programs, as well as programs for education and the environment. But giving is also a personal matter. That's why you'll find me and other DTE Energy employees volunteering our time in the community, fixing up neighborhoods, tutoring young people, planting trees and cleaning waterways. As a company and as individuals, we know we have the power to make a difference.

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FMI, GMA applaud new anti-theft proposal

The Food Marketing Institute (FMI) and the Grocery Manufacturers of America (GMA) are among the supporters of a new proposal by Sen. Larry Craig, R-Idaho, to combat what has become one of the most serious retail security challenges — organized retail theft (ORT).

The Organized Retail Theft Act of 2003 (S. 1553) would treat shoplifting by organized, professional rings as federal felonies, with escalating penalties commensurate with the harm done. The proposed law would impose prison terms of up to 10 years

for anyone associated with organized shoplifting, including the thieves, fences, repackagers, and illegitimate wholesalers, retailers, and flea market operators. It would also allow victims to pursue civil lawsuits to recover the value of the goods stolen and to be compensated for injuries caused by such products.

"Organized shoplifting has multiple victims," said FMI president and CEO Tim Hammonds. "The economic impact extends to the industry, consumers, and even to the government in lost taxes.

"Our laws fall woefully short in giving our criminal justice system the power to deter these crimes and adequately punish the offenders. Most are subject to state laws that treat organized retail theft as misdemeanors. The federal government can prosecute only when the criminals cross state lines," Hammonds added.

A recent FMI study — A Report on Organized Retail Theft — noted how ORT is different from petty shoplifting for personal use. ORT involves professional theft rings that

move quickly from community to community to steal large amounts of merchandise that is then repackaged and sold back into the marketplace.

The rings target such popular, high-value items as over-the-counter (OTC) medications, infant formula, razor blades, camera film, batteries, videos, DVDs, and smoking-cessation products, according to the FMI report.

"Consumers are at risk when ORT gangs steal the items and do not keep them under the required storage conditions," the report stated. "If the products are near the end of their expiration dates, ORT middlemen will change the expiration date and lot numbers to falsely extend the shelf-life of the product. In addition, cough and cold products are popular with ORT rings because they can be sold to clandestine labs that manufacture methamphetamine."

Industry research estimates that ORT costs food retailers up to \$15 billion a year and all retailers \$34 billion.

McDonald's tries its hand in crab cake business

About 35 McDonald's in Maryland, Virginia and southern Delaware plan to serve crab cakes following a two-year test run. The crab cakes are advertised on radio, TV and billboards throughout the Delmarva peninsula. —*The Sun*

Global Update Seed ingredient goes before U.K.'s FSA

An Irish company has submitted an application to the U.K.'s Food Standards Agency to approve the use of whole and ground chia seed in foods. The chia plant belongs to the mint family and is known to contain high levels of omega-3 fatty acids. —*FoodNavigator*

Low-carb specialty stores attract Atkins diet followers

About 15 million to 30 million Americans are losing weight with the help of low-carb, high-protein diets. The trend is driving business to the U.S.' 200 stores that specialize in low-carb products. Michelob and Russell Stover are among mainstream companies that plan to offer low-carb versions of their products. —*USA TODAY*

Kraft loses two top execs

The food manufacturer's president of North American business and its group vice president of the North American biscuit business recently submitted their resignations to pursue other opportunities. Kraft stock prices dropped when news of the departures was made public, but analysts project the company will still hit its growth targets. —*USA TODAY/Reuters*

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Holiday Show Trends

Continued from page 1

Faiez Asmary, National Wine & Spirits: "Michigan is the largest control state in the nation and ranks sixth overall in spirits volume. The industry is up a little over 3% for the first six month of 2003 against an increase of less than 1% for all of 2002. Part of the growth can be attributed to the industry's stepped up advertising. Cable TV stations now are showing regular commercials on brands like Crown Royal, Malibu, Baileys, and Jack Daniels. On network TV, brands like Smirnoff are getting their name out by advertising the new "Malternative" brands like

Smirnoff Ice. There also is an increase in radio, for example Kahlua is currently running spots. Along with print and outdoor, spirit marketers are getting the word out to the consumer.

Vodka remains the number one category, with strong growth coming from ultra premiums and flavors. Ultra Premium brands like Belvedere, Chopin, Vox, and Grey Goose, are leading the category that has seen its sales grow almost eighteen times since 1998. New brands like Ciroc, the first Vodka distilled from grapes, should keep the category strong for the future. Flavors are still a strong category with new entries almost monthly. Stoli introduced Cranberi and Citros, both clear and brilliant

with good fruit flavors. Absolut has several new flavors led by Vanilla. Smirnoff is still #1 in volume and recently introduced Green Apple. Look for other new non-traditional flavors, like Chocolate and Pineapple (both vodkas are available from Vincent VanGogh), to continue to expand and grow.

Following the non-traditional trend, rum is seeing the flavor trend happening in the category. Kuya, a new fusion rum that has spices and a touch of citrus, is sure to bring new drinkers into the rum category. Captain Morgan Original Spice Rum is the category leader and the largest selling item in the state. Bacardi also has added flavors like vanilla and

coconut to its line of rums.

Even the coffee category is expanding flavors. Kahlua introduced Kahlua Especial, an ultra premium blend of Arabica coffee beans, the same ones used by Starbucks, and higher proof alcohol to intensify the flavor.

Canadian whiskeys are looking toward premiums for growth. Canadian Club's Classic 12, aged in wood for 12 years before release, joins Crown Royal's Special Reserve and VO's VO Gold.

Bourbons continue to grow, again the premiums such as Maker's Mark and Knob Creek, are showing the highest increases. Jim Beam and Jack Daniels Tennessee Whisky are the category leaders."

Steven Dodge, General Wine and Liquor Company: "One of the hottest brands in Michigan not to mention the country is Hpnoti which is a blend of Imported Vodka, Cognac and natural fruit. I have never seen a brand that had so much consumer demand before it was introduced into a market. The first two months we showed sales close to 25,000 cases. The brand has yet to slow down and is continuing to perform very well in all consumer markets. One brand that is truly remarkable is Jagermeister. This brand has cut across all age groups and is showing growth well over 50% across the country and close to 70% growth here in Michigan. Another hot category I have to mention is the Imported Vodka category. Grey Goose, Ketel One, Three Olives and Finlandia Vodka are all doing extremely well as consumers look for high quality brands to enjoy. The Cognac category is also showing great growth. Remy Martin brands have been extremely hot with the sales of VS, VSOP and XO growing at double digit rates. All in all consumers will try new brands and if that brand fits a need, consumers will support it."

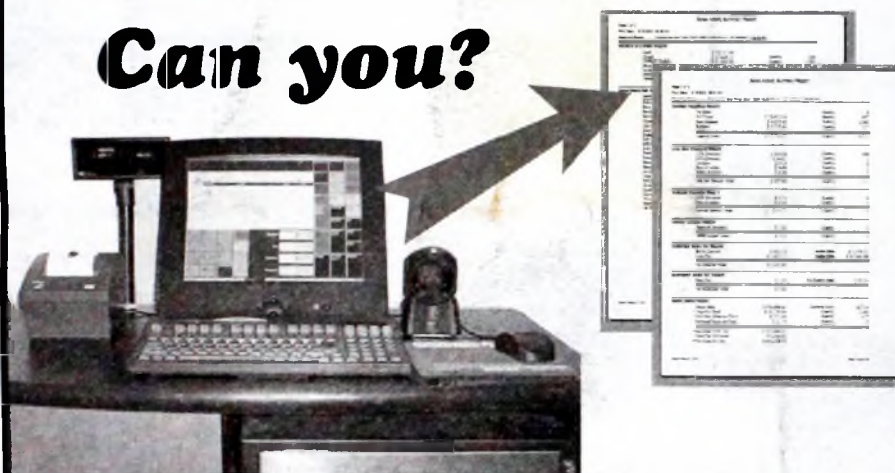
Alan MacDonald, Click Wine Group: "The collectors' wine category has been soft since September 11th, due to decreased travel and the corresponding decline in corporate dinner functions. The fastest growing segment in the wine industry is the \$5 to \$8 bottle of wine."

Wanda Brown, Wanda's Last Call: "Hpnoti is in-vogue at the bars right now (liqueur made with vodka, passion fruit and cognac). The newest rage is to add a shot of cognac to Hpnoti, changing the drink to a green color, and making it an Incredible Hulk. Flavored martinis and cosmopolitans are also very popular."

Bob Watson, CVS Pharmacy: "The most popular item in our stores is mid level priced vodka, and malt beverage sales remain strong. The new flavored liquors have also been selling well."

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Fleming to sell 2.7 billion square feet

Fleming Cos. Inc. a leading food distributor, is selling off close to 2.7 billion square feet of retail and warehouse space. The company catapulted into a Chapter 11 bankruptcy after its main customer, Kmart, canceled its contract. The 62 locations span 20 states.

There are no minimum prices for the mixed bag of assets, part of which will be auctioned Oct. 14, with bids due by Oct. 9. An internal analysis of the projected take-home pay is being kept confidential. "At the end of the day, we'll take the highest and best

offer if it benefits Fleming," Michael Matlat of Keen Consultants LLC in Great Neck, NY, tells *GlobeSt.com*.

Matlat says he's already fielded a lot of inquiries about pieces of the package. Up for auction are 14 fee-owned locations, including vacant land, and 13 leaseholds of retail and warehouse space. Offers are being taken on another 34 leaseholds of retail and warehouse space, but they are not part of the October auction.

Fleming is based in Lewisville, north of Dallas, started unloading holdings long before an April 1 filing

for Chapter 11 protection in US Bankruptcy Court in Delaware. The bankruptcy came three months after its main contractor, Kmart, terminated the Fleming supply contract as part of its Chapter 11 recovery.

Land tracts, ranging from one acre to 12.6 acres, in Florida, Kentucky, Louisiana, North Carolina, Oklahoma, Texas and Wisconsin are on the block. The package includes an owned, 156,842-sq.ft. warehouse in Marshfield, WI, and a sandwich leasehold for a 140,000-sq.ft.

warehouse in Woodbridge, NJ. The retail sandwich leaseholds are located in Arkansas, California, Florida, Kansas, Nebraska, Texas, Virginia and Wisconsin. The locations range from 15,000 sq.ft. to 140,000 sq.ft. and carry termination dates from this October through October 2012.

"What we have here is some prime, prime real estate," Matlat said in a press release. The 34 leased sites up for sale, but not auction, range from 7,650 sq.ft. to 351,324 sq.ft. The near 2.1 billion sq ft carry expiration dates from February 2004 through Dec. 31, 2023.



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CRN0101-0713

Frito-Lay offers healthier alternatives

A Smart Snack ribbon label will be appearing on Frito-Lay snacks, beginning with Baked! Lay's potato crisps, and will tout some of the product's nutrition information, such as zero grams of trans fats, no cholesterol and 1.5 grams of fat per serving.

"The Smart Snack ribbon label is a key initiative that we are implementing to positively impact the way America snacks," said Tracy LaRosiliere, vice president of marketing, Sensible Snacks, Frito-Lay North America. "This new label will serve as a guide for people who are looking for clear direction on the most healthful snack options."

Miller expands category management

Miller Brewing Company recently licensed and went live with Space Planning by Intactix™, a software product from JDA® Software Group, Inc. A JDA client since 1992, Miller upgraded to the latest version of JDA's space planning planogramming software. Miller expects its space management implementation to boost productivity and market share by delivering profitable, localized category recommendations and shelf assortments to its extensive network of retail customers.

According to Jeff Schouten, Miller's group director of category management, JDA's powerful space management solutions will help them enhance their value as category captain by objectively driving category growth.

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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."



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AFD staff members shoot it out at Lieutenant Governor John Cherry's annual sporting clay tournament. Pictured from left, Melissa Varney, AFD executive assistant, AFD President Mike Sarafa, Lieutenant Governor John Cherry, AFD Vice-President Dan Reeves and Cheryl Twigg, AFD office manager

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Michigan Lottery	(517) 335-5600
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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

White-hot trend: teeth whiteners

Retailers of health-and-beauty items have reason to smile—consumer spending on teeth whiteners increased 90 percent in the last year.

So far, the two major players in this market are Procter & Gamble and Colgate-Palmolive. Together they took in 84 percent of the money spent on teeth whiteners in the last year. The companies have spent \$81 million dollars to market these products, reports the New York Times.

Procter & Gamble's Crest Whitestrips garnered \$178.2 million dollars in sales, while Colgate-Palmolive's Simply White collected \$72.5 million dollars in the 52-week period ending March 23. Whitestrips have a higher price tag, so the amount of sales is closer than the figures might suggest. Whitestrips sold 5.5 million units and Simply White sold 5.2 million units.

Reminiscent of the cola wars, the two teeth-whitening titans have been clashing as competition in the segment heats up. In November 2002, Colgate filed a complaint with the Better Business Bureau arguing the validity of some claims made in Crest commercials. In the commercials, it was suggested that the Simply White gel washed off in minutes, making it less effective than the Whitestrips. Crest stood by its claim; the Better Business Bureau has not announced its decision.

Now consumers have even more whiteners to choose from as each company has developed a product for nighttime use. Procter & Gamble created Night Effects, while Colgate-Palmolive has developed Simply White Night.

Other companies have launched whitening products to clean up on the trend, including Biodent, Mentadent and Rembrandt. There are also teeth-whitening gums, such as Orbit, on the market.

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SuperValu looks to pick up some Fleming operations

SuperValu has signed a letter of intent to buy Fleming's operations in La Crosse and Milwaukee and Massillon, Ohio, from C&S Wholesale Grocers. "We look forward to completing this unique opportunity to leverage our distribution network in the Midwest," said Jeff Noddle, SuperValu chairman and chief executive officer.

-American City Business Journals

Marsh to build intuitive store by Christmas

Marsh Supermarkets is building a 65,000-square-foot store in Fort Wayne, Indiana. The store, Marsh's first in the area, will have lower ceilings, shorter aisles and organization will be more intuitive than other stores.

-The News-Sentinel

TV dinners get a twist

The traditional boxed meals, popularized by Swanson in the 1950s, now are categorized as "frozen meals," and accounted for \$7.4 billion in sales last year. Though turkey-and-stuffing and Salisbury steak are still offered, other choices now include chicken curry and low-carb roasted catfish.

-Progressive Grocer

J.P. Morgan to acquire Pinnacle Foods

Hicks, Muse, Tate & Furst is selling Pinnacle Foods to J.P. Morgan Partners, in a partnership with C. Dean Metropoulos, for \$485 million.

-American City Business Journals

Low-cal aspartame still safe, scientists say

Despite rumors, warnings and reported cases of side effects associated with the artificial sweetener aspartame, scientific review has consistently shown that it is safe.

-Chicago Tribune

Pharmacies sprout up at grocery stores

A report from the Food Marketing Institute finds pharmacy outlets in supermarkets are set to increase almost 9% this year compared with 3% last year. As food sales decline or remain flat, stores increasingly are relying on pharmacies to bolster revenues.

-The Arizona Republic

Overweight teens may face adulthood of cardiovascular risk

A new report finds that nearly 1 million U.S. teenagers suffer from metabolic syndrome, a condition associated with being overweight and linked to diabetes and heart disease. Other studies have reported that 22% of U.S. adults have metabolic syndrome, but this is the first time researchers have looked at its presence in teenagers.

-The Washington Post

Canadian online pharmacies still offer cut-rate drugs

Canadian pharmacies are looking for options as drug manufacturers limit their distribution. Online pharmacies in Canada say they are having a hard time getting medicines to resale, which could lead to fewer bargains.

-The Wall Street Journal

P&G rolls out new line of cleaning products

Procter & Gamble has introduced Pro Line, a line of janitorial cleaning products that are targeted to distributors and janitorial companies. The company says it is looking to expand its Commercial Products Group to \$1 billion during the next five years with the new line of cleaners.

-The Cincinnati Enquirer

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-Robert Probin, Spirits Connoisseur (Bar Media)



drink smart

McDonald's leads list of favorite quick-serve restaurants

While nearly 40% of adults surveyed said they have seen news about healthy foods in the last month, 80% said they continued eating at quick-serve restaurants, according to a survey by BigResearch. The survey also asked participants to identify their favorite quick-serve restaurant; McDonald's topped the list, followed by Wendy's, Burger King, Taco Bell and Subway. — CBS MarketWatch

CoolBrands goes low-carb

Jumping on the low-carb bandwagon, the country's third-largest ice cream manufacturer shortly will introduce a creamy, high-fat, yet low-carb version of some of its premium ice creams. CoolBrands International is working with the Carb Solutions division of NBTY, a nutritional supplements manufacturer, to develop the new desserts.

—The Wall Street Journal

China screams for ice cream

In an effort to increase sales of its ice cream, China's Beijing Allied Faxifood has entered into a partnership with another company that will handle marketing and sales of the dairy treats.

In China's hypercompetitive market, ice cream prices have dropped an estimated 20% to 30% in the past year.

—The Wall Street Journal

LifeSavers roll out new flavors

From February to April, some 2 million people voted online for their favorite new flavors to create the new LifeSaver lineup. Raspberry, watermelon and blackberry emerged victorious. These flavors take the place of orange, lemon and lime, while pineapple and cherry will stay as part of the five-flavor roll.

The candy-maker decided to change the flavor lineup because sales were sliding for 68-year-old traditional five-flavor roll. ACNielsen research found that rolled hard-candy sales, which exclude mints, dropped 21 percent through July 12 compared with the same time in 2002, reports USA Today.

"There has been a lot of new competition and a lot of new things coming into the market. Bringing new flavors in and taking other flavors out is a little shock to folks, but that's what they like," said Andrew Burke, category business director for Kraft Foods' LifeSavers.

Competition in the candy aisle is indeed intense. Mintel Global New Products Database found that 498 new candies—not including chocolate varieties—were introduced in the last year.

Of the various LifeSavers products, the five-flavor roll is still the most popular. "It's a classic. It's been around for 68 years," said Burke. "People remember growing up with it."

To ease consumer acceptance of the new five-flavor roll, LifeSaver decided to offer online voting. "We said, 'Let's give them a chance to voice their opinion and help us pick the new face for a classic,'" said Burke.

Consumers could pick from 11 flavor choices, including the five traditional flavors, plus tangerine, mango, melon and tangerine.

Burke anticipates a shorter run for this new flavor combination. "Tastes change, and everything else changes," he said. "This has opened things up. Potentially other flavors could come in. We've changed the way we're looking at this business."

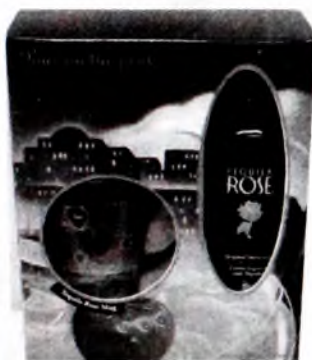
Groceries take on an international flavor

Asian-influenced stores are cropping up in shopping centers previously anchored by traditional grocery stores. Stores such as Super H Mart, Grand Mart and Global Food offer some standard items but also include foods and cooking supplies from Asia, Latin America and around the globe.

—The Washington Post

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Faygo celebrates state-of-the-art facility



Faygo's new sign on their state-of-the-art building

By Paige Chittaro

With 96 years of bottling Detroit's hometown soft drinks, the remodeling of the Faygo building in Detroit was a celebration for the city.

On July 29, Faygo threw a party to celebrate the remodeling of their state-of-the-art bottling facility at 3579 Gratiot Avenue. The program included brief comments from city, state and Faygo officials, along with a Detroit-based menu, plenty of Faygo and a chance to win prizes.

People were everywhere drinking their favorite flavor and talking about

the memories they had growing up drinking Faygo pop. Among them was Detroit's Mayor, Kwame Kilpatrick who said that everyday on his way home from Cass Tech High School he had "a Red Pop and Better Made Potato Chips."

Along with the mayor, other important figures spoke including: Senator Hansen Clarke's communication director, Carolyn Truitt and Councilwoman Alberta Talabi.

Stan Sheridan, president of Faygo Beverages said, "The building is a commitment to the city." With that commitment, Faygo employs many Detroiters, and is dedicated to the community in which they work. Sheridan handed over \$2,500 to the mayor to help the efforts of the Detroit Police Foundation.

A little Faygo history

In 1907, two Russian immigrants, Ben and Perry Feigenson, created a piece of Detroit history by opening Faygo's first storefront facility on Hastings at Wilkins. Originally bakers in Russia, the brothers created unique soda flavors from their own cake frosting recipes. The first of these

unique flavors were strawberry, grape, and fruit punch.

Naming themselves Feigenson Brothers Bottling Works, they made their product one day, then loaded their horse-drawn wagon the next day, and sold bottles of the soda for three cents or two for a nickel. They called their drink "pop" because of the noise it made when opening the bottle.

In 1921, they changed their name to Faygo to fit on their bottles better, and in 1935 they moved into the famous building on Gratiot Avenue.

From the '50s through the '70s, many commercials hit television including:

- The animated "Faygo Kid" saying, "Which way did he go? Which way did he go? He went for FAAAAAYYGGOOOO!"

- "Herkimer the Bottle Blower" being "too pooped to participate" until he drank Faygo Uptown pop.



(l to r) Faygo's Al Chittaro, Matt Rosenthal and Stan Sheridan

- Gilderseeve's singing the "Faygo Boat Song" (Remember when you were a kid...) which rose to number three in popular music charts, selling 75,000 records for 25 cents each.

Faygo Beverages was then purchased by the National Beverage Corp. of Fort Lauderdale, Florida in 1986.

The flavor "Cherry Festival" became a hit in the '90s. It was made with real Michigan cherries, and was named after the annual Traverse City event.

With over 50 flavors total, and four new flavors this year (Diet Key Lime Pie, Diet Coconut Crème Pie, Ohana Very Berry, and Ohana Tropics), and now with a new, state-of-the-art facility, Faygo still makes Detroit proud.

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We had such a good time at the AFD Annual Foundation Golf Outing that we just had to print a few more photos. Let's hope for great weather again next year!



Coca-Cola's Madison Heights team. Ken Hebert, Steve Grimmer, Steve Bretz.



General Wine's Rick Kral, Paul Konopacke, Terry Fleming and Mike Rosch.



Coca-Cola's Nick Bon, Katy Cole, Mark VanGheluwe and Steve Wytka



The Burton Manor Team



Mark Helzer, Tom O'Callaghan, Jim Trischett, and Tom Vella from Anheuser-Busch and Hubert



Authorized Cellular's Carl Gianotti, Hugh Gall, Dave Gagnon and Greg Gagnon



The CROSSMARK Team: Greg Gillons, Mike Mackiewicz, Mike Lafollett and Chuck Potter



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Lottery Lowdown

"Front Pair Payout" promotion is back!



By Commissioner Gary Peters

Some of the Lottery's most popular promotions have been tied to the Daily 3 & 4 games, and the "Front Pair Payout" promotion is no exception. That is why I am pleased to announce the return of the Daily 4 "Front Pair Payout" promotion.

The Michigan Lottery first ran this great promotion in April 2001 and it was an enormous hit with players all across the state. Beginning September 8, 2003 and running through September 28, 2003, players whose \$1 straight bets match the first

two numbers drawn will receive a \$10 payout. The odds of matching the front pair are a mere 1 in 101, which is easier to win than any other Daily 4 prize! Daily 4 winning numbers are drawn twice a day – midday (12:58 p.m.) and evening (7:28 p.m.) – and this great new promotion applies to both drawings.

With all of these extra \$10 winners coming to your stores to collect their prizes, you can look forward to increased sales as many players will want to try their luck again. Just like

any other prize cashed in-store, retailers will also receive the two-percent redemption commission on every valid front pair match paid.

"WINFALL DAYS OF THUNDER" PROMOTION. The fourth, and final, drawing in the "WINFALL Days of Thunder" promotion will be held on Wednesday, September 10, 2003. All valid entries must be received by Monday, September 8 to qualify for the final drawing for a 2003 Ford Thunderbird convertible. Entries will be accepted by mail at the official entry address, by drop off at Lottery regional offices or by submission via the Internet at the Michigan Lottery's Web site at www.michigan.gov/lottery.

UNCLAIMED MEGA MILLIONS PRIZES. While many lucky players claimed great cash prizes this month at the Lottery, unfortunately, there are several \$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: Feb. 11, 2003

Game: Mega Millions

Prize: \$175,000

Winning Numbers: 18-20-23-48-49 Gold 10 (match first five)

Retailer: Mr. C's Pizza & Deli #2, Grosse Pointe Farms

Draw Date: June 10, 2003

Game: Mega Millions

Prize: \$175,000

Winning Numbers: 14-15-23-32-52 Gold 37 (match first five)

Retailer: Grand Ledge Shell, Grand Ledge

Draw Date: June 13, 2003

Game: Mega Millions

Prize: \$175,000

Winning Numbers: 12-15-16-20-51 Gold 33 (match first five)

Retailer: Meijer #109, Commerce Township

Draw Date: June 13, 2003

Game: Mega Millions

Prize: \$175,000

Winning Numbers: 12-15-16-20-51 Gold 33 (match first five)

Retailer: Paul's Pantry, Kalamazoo

Draw Date: June 20, 2003

Game: Mega Millions

Prize: \$175,000

Winning Numbers: 1-2-3-12-37 Gold 35 (match first five)

Retailer: Toma Quick Service, Clinton Township

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.

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Made In Michigan

Mr. Fix It runs for Congress

By Kathy Blake

State Rep. Gene DeRossett, R-Manchester, has used his problem solving skills in Lansing and now is reaching beyond that to a seat in Washington D.C. as Republican nominee for Michigan's 7th district.

"My life experiences put me at an excellent advantage to becoming elected in the 2004 election," says DeRossett. He has a reputation of being a very hard worker. "I know how to stay focused on the campaign. I've had tough campaigns, and met the challenge of getting out there everyday, presenting myself as a candidate," he adds.

The rep. started early in his life fixing things. While in high school, he worked 10 p.m. to 6 a.m., stocking shelves at a grocery store. In his junior year, he bought his first house that needed fixing up. Using his carpentry and electrical skills learned from his father, he made the home sellable for a profit. This would become a career for him later. He continued stocking shelves at the grocery store and took on other responsibilities in the meat and produce departments as well. DeRossett says the grocery store experience has helped him all through his life because of the very valuable people skills he learned there. The experience also reinforced his strong work ethic.

After graduation, he married his high school sweetheart and went to work at Ford Motor Company where he was elected board member of the Ford Credit Union. That's where he says he gained experience in developing cooperation between labor and management. He continued buying houses to fix up and after a few years, he left Ford to start his own business, DeRossett Construction, Inc. He ran the business for over 30 years, building new homes, reconstructing historical and damaged homes and turning older, overlooked homes into duplexes. His company was on State Farm Insurance Company's preferred bid list for disaster restoration. He was always interested in historical homes and restoring them. He employed as many as 35-50 workers and subcontractors at a time. "I was very cautious to complete projects on time and on budget," DeRossett says. It was important to him to maintain a



good reputation.

Running a small business gave DeRossett considerable insight into the effects that government has on business owners. "As legislators, we always need to be conscious of not burdening our small businesses, which are the backbone of our economy," he said.

He put aside his successful and profitable company after joining the Michigan legislature. "When elected, I finished the contracts I had. I never wanted anyone to accuse me of using my political position to make a profit," he explained.

Legislative background

DeRossett is known as a problem solver. "When my phone rings, the Mr. Fix It in me wants to respond. My office has been complimented on how it handles constituent problems," he said.

Prior to the 2001 redistricting, DeRossett represented the 55th district, which covered portions of Lenawee, Monroe & Washtenaw Counties. His previous committee assignments included Chair of the Agriculture and Resource Management, Land Use and Environment and Transportation. He sponsored three Public Acts in his first term and 12 in his second term.

Now in his third term, he represents the 52nd District, which includes northern & western Washtenaw County and the northeast portion of the City of Ann Arbor.

He is currently Chairman of the Transportation Committee and is a

member of the Agriculture, the Land Use and Environment, the Local Government and Urban Policy and the NCSL Transportation Committees.

Legislation

DeRossett sponsored House Bill 4482, which is part of a five-bill package to create the Michigan Land Bank Redevelopment Fast Track Authority. The purpose is to clear the titles on an estimated 10,000 state-owned tax reverted properties. These properties generate zero property tax revenue and drag down the value of surrounding properties. The primary goals of the Fast Track Authority are to remove legal impediments to the redevelopment of government-owned tax reverted properties, including municipal properties. Since most of these properties are in urban areas, returning them to productive use would revitalize urban areas and encourage better land use.

"This will enable Michigan to redevelop existing properties so we are able to preserve open space and precious farmland," said DeRossett. "Rather than develop farmland and wood lots, we should encourage investment in areas with infrastructures already in place."

The measure establishes a new method to clear titles by allowing local governments to exempt tax reverted parcels from property taxes for up to five years and borrow money at low interest rates from the state to facilitate clearing additional titles.

A new tax would be imposed on the property with half the proceeds going to help local governments clear titles on other tax reverted property or repay state loans. The remainder of the tax revenue would go to state and local services.

"This is part of an effort I've been working on for over four years," DeRossett said.

He also helped install the Unified State Construction Code. Previously there were three codes and it could cost as much as \$3,000 more to build an identical house in one area versus another because of the different codes.

As Chairman of the Transportation Committee, DeRossett attended a press conference in Detroit with U.S. Representative Tom Petri, (R-WI) who is the Chairman of the Federal Highways and Transit subcommittee of the House Transportation and Infrastructure Committee. Chairman Petri's subcommittee has primary jurisdiction over reauthorization of the federal highway bill, the Transportation Equity Act for the 21st Century (TEA 21). The act needs to be reauthorized in Congress by Sept. 30 to continue funding to the states.

Currently Michigan receives 88 cents in return for every dollar on the highway portion of transportation taxes sent to the Highway Trust Fund in Washington, making Michigan a donor state. The act will provide each state with a minimum of 95 percent return on its contributions to both the mass transit and highway accounts of the Highway Trust Fund. Michigan's return for highway funding would increase by roughly \$72 million more each year.

Michigan currently receives 43 percent return on funds it contributes to the Mass Transit Account. It would mean an additional \$67 million annually or a 95 percent return, enabling the state to better address mobility needs in metropolitan and rural areas.

Another transportation issue that DeRossett sponsored was House Bill 4010 to promote development of alternative energy sources in Michigan. The bill was passed into law, and is now called Public Act 5 of 2003. It provides tax incentives for bio-based fuel production facilities.

DeRossett

Continued on next Page

DeRossett

Continued from page 27

allowing them to utilize the same redevelopment opportunities as other industries. Currently there are none in Michigan. Bio-diesel is a blend of petroleum diesel fuel and up to 20 percent soybean oil. It is cleaner burning than regular diesel and is approved by the EPA. Like ethanol, it reduces dependence on foreign oil.

"Alternative fuel sources are finally gaining acceptance throughout the nation, and bio-based fuels certainly are a viable option," says DeRossett. "The use of clean-burning bio-based fuels could also

improve our economy by helping Michigan's agriculture industry," said DeRossett.

Using agriculture for fuel would increase the value for farm products. "The only way to preserve agriculture is by profit," said DeRossett, adding that the farm profit margin is two percent or less. He says part of the problem is that in Michigan, agricultural land is often taxed on its development value, rather than as farmland.

Community involvement

DeRossett is a member of many organizations such as: the Washtenaw County Republican Executive Committee, the

Washtenaw County Home Builders Association, the Ann Arbor Area Board of Realtors, the Chambers of Commerce for several communities, the Saline Rotary Club which he is a past president, the National Rifle Association, the Michigan Coalition of Responsible Gun Owners, the Manchester Optimist Club, the Manchester Kiwanis Club, the Shriner Moslem Temple of Detroit, (Shriners Crippled Children Hospitals), the Saline Senior Citizen Council and he's a 32nd Degree Mason.

Personal

Rep. DeRossett has been a Washtenaw County resident for 50 years – living in Saline prior to

moving to Manchester in 1993. He and his wife of 39 years have two adult children – and four grandchildren. They are active members of Bethel United Church of Christ.

Rep. DeRossett has many hobbies which he doesn't participate in as much anymore due to his duties as a state rep. and campaigning for Congress. When he has time though he enjoys tennis, hunting, fishing, dirt biking and vacationing with his wife in their cottage in Northern Michigan.

To reach Rep. DeRossett, call 517-373-0828, email gderossett@house.mi.gov or write to him at PO Box 30014, Lansing, MI 48909-7514.

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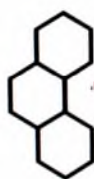
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Self-checkout spurs credit card fraud

Self-checkouts are contributing to a rise in credit-card fraud rates and will continue to do so unless retailers become proactive in protecting themselves and customers, experts say.

Speed, convenience and staffing cuts have made the most basic fraud deterrent -- checking IDs -- nearly obsolete. Crooks know this, police say, and are abusing the technology with frequency.

"The first place criminals usually hit with stolen credit cards is gas stations, many of which offer pay-at-the-pump systems," said Folsom, Calif., police detective Robert Challoner. Their next stop, he said, is stores that have point-of-sale and self-checkout.

Both Kmart and Home Depot use systems manufactured by National Cash Register, the world's leading manufacturer of self-checkout technology.

One of the easiest security measures is for retailers to have the machines print dual receipts and to provide an assisting clerk for the self-checkout lanes who compares the signature on the receipt to that on the credit card and also checks ID.

Home Depot now has 500 of its 1,600 stores nationwide equipped with the technology, spokeswoman Kathryn Gallagher said. HD stores don't check signatures in any of their checkout lanes because the company views the practice as an infringement on customer privacy.

Rosetta Jones, director of Visa USA, said merchants have a responsibility to check IDs at the point of sale. Visa and its participants are losing 7 cents on every \$100 in sales because of fraud, for an annual total of about \$700 million, Jones said.

To combat fraud in Great Britain, all credit and debit card transactions will be authorized by the customer keying in a PIN rather than signing a receipt by January 2005.

New program offers AFD members credit card processing discounts

By Michele MacWilliams

Retailers can save hundreds, thousands or even tens of thousands of dollars on credit card processing fees with a new endorsed program offered exclusively to AFD members. "AFD has teamed up with National Processing Services LLC (NPS), to bring our retail members a very cost-efficient credit card processing program," said Mike Sarafa, AFD president.

National Processing Services is the largest marketing and sales service arm in the North Platform for Chase Merchant Services, the world's largest processor of Visa and MasterCard transactions. In addition, Chase has relationships with American Express, Diner's Club, Discover, Novus, and JCB, enabling them to process all credit cards.

Laith Yaldoo and Jimmy Nafso, both of whom have extensive retail experience, manage NPS. Laith's family owns a convenience store while Jimmy's has supermarkets.

"As retailers, we felt that we were taken advantage of by different processors and sales persons. Most retailers don't understand how credit card processing works. We decided to investigate, and found that by getting into the business we could save ourselves considerable money, and help other retailers too," says Jimmy Nafso.

NPS not only looks at the rates charged by credit card processors but also the proper set up of an account; they consult with each individual retailer to lower all related costs. "Laith's background, as an attorney, comes into play. We consult with retailers and provide a program that will improve their processing and lower their overall costs while giving them superior service," Nafso added.

"The bottom line is that we understand the retailer and we work with each one to provide the best possible program for them."

Yaldoo says that while the background work can be extensive, they make the process painless for the retailer. "A retailer can start by sending in their current monthly processing statement from their current credit card processing company. We first make sure that you are a member in good standing then we'll look at everything, from rates to processing fees and surcharges and we'll provide a suitable program, specifically designed for that particular retailer's needs," Yaldoo added.

To receive a no-obligation quote, fax to NPS at (248) 540-7910, or call NPS toll-free at 866-NPS-VISA (866-677-8472).



Clockwise from top left:
Laith Yaldoo, John
Katoula, Franc Love,
Olivia Ayar & Tania
Kachucha.

Lottery, Continued from pg 26

pleased to announce the debut of five new instant games in September. Players will feel lucky on September 4 with the debut of the \$1 "Lucky U" offering a \$5,000 top prize. The \$2 "Harvest Gold," which hits stores on September 11, will have players raking in the dough with its \$30,000 top prize. On September 18, the \$2 "Betty Boop" debuts featuring a \$20,000 top prize. Players will be living "Life in the Cash Lane" when this \$5 bonus game zooms into stores on September 25 featuring a \$250,000 top prize. Also, on September 25, the \$2 "Monster Cash" will draw players in with a "not so spooky" \$31,000 top prize.



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Retailer Profile

Little G&D Liquor makes big impact in Cadillac



By Michele MacWilliams

Thirty-two years ago Margo and Paul Kurtzman packed all their belongings and moved from Detroit to the small town of Cadillac. Work was hard to find in Detroit back then and they were moving north for the opportunity to run a bowling alley/pizza pub. They had a two-year-old son, Paul Jr., and they were hoping for a good environment to raise a family.

The couple immediately fell in love with Cadillac, which was much smaller back then. They worked at the bowling alley for six years, saving money whenever they could. They also had a baby girl, Melissa, in 1971.

Then, in 1978 an opportunity arose that the Kurtzmans couldn't refuse. A

small (1800 square foot) liquor store came up for sale. Although a financial stretch at the time, they purchased the store, called G&D Liquor. Times were tough at first. Paul remained employed at the bowling alley while Margo ran the liquor store.

"I was eight or nine when we bought G&D," remembers Paul Jr. "It was great having parents own a store with candy,

pop and gum!"

The little store flourished and Paul Sr. was soon able to leave the bowling alley to concentrate all his energies on the family business.

Back then G&D was located in a free-standing building across the parking lot from its present site at 223 S. Mitchell in Downtown Cadillac. The location was prime. People in town could easily walk to the store and there was ample parking for those who drove.

In 1980 the Kurtzmans added a deli counter and their subs and sandwiches were an immediate hit. They quickly outgrew their cramped quarters and in 1981 moved across the parking lot to their

present location, tucked into the same strip mall as a Glen's Supermarket.

Ten years later, due to the popularity of their food-to-go, they took over the retail space next door and expanded the store to its present 4,000 square feet. Two pizza ovens were added as well.

Paul Jr. grew up working at G&D. "I was in second grade when my parents bought the store. I've never really worked anywhere else." He remarks, adding, "This is where I want to be."

Although Cadillac has a large influx of summer vacationers, a strong local customer base is G&D's main focus. "We see a lot of the same people in here everyday," says Paul Jr. Lunch is the busiest time in the store, although it is open from 9:00 a.m. until 1:00 a.m. weekdays and until 2:00 a.m. on Fridays and Saturdays. A steady flow of customers grab soda from the coolers and then either head over to the deli counter for a sub, salad or sandwich, or go to the liquor counter, where they can choose a slice of hot, homemade pizza.

Paul is proud to say that since 1984, G&D has been selling slices of fresh, homemade pepperoni pizza for just \$1 each. They plan to hold the price at a buck for the foreseeable future. An even better deal, is posted on one of the two large pizza warming ovens, tempting customers to order two slices and receive a can of pop for just 25 cents more. Two slices of pizza and a pop for just \$2.25? Cadillac residents know a good deal and the steady stream of customers attests to it.

Although Cadillac has grown considerably over the years, the exterior of G&D's still has a small town feel. It is tidy, but not slick, like some of the newer chain convenience stores.

Typical of a local store that has expanded over the years, the floors are sloped and a bit uneven. A stranger to Cadillac would never think that some of the best pizza, subs, salads and sandwiches in town are made in the kitchen behind this small store. However, G&D's famous "Wexford county-wide" for their BLT Pizza, which is topped with – as you may guess – bacon, lettuce, tomato and ranch dressing.

Fifteen full and part-time employees work in the store including kitchen staff,

who mix pizza and bread dough in the large, commercial mixer and bake pizzas in the two huge, state-of-the-art pizza



Paul Kurtzman Jr.

ovens everyday. All of this is housed in a sparkling clean kitchen in the back of the store.

The Kurtzman family has made G&D a real part of the community. They cater to their customers by offering a bit of everything and they even deliver. "We make quite a few runs every day," says Paul. Pizza is a big part of their delivery business, but Paul says that the store will deliver anything that they carry.

During a recent visit, regular customer Roxanne Hines made a point of noting the charitable contributions of G&D. Little leagues, cheerleaders, sports teams, Special Olympics and the local schools all benefit from the store's generosity. "We try to do as much as we can," adds Paul Jr., who says that the local sports teams and charities often ask G&D to provide pizzas for their special functions.

G&D is the epitome of a small, family-owned business. In addition to Paul Sr., Margo and their son Paul Jr., (who are the three co-owners) Paul Jr.'s

wife Tracie and her brother Shawn also work in the store. Paul and Tracie's two children Paulie, age six and Katie, age eight, "help" as well. Both know the advantages, as their dad did, of being



The Deli Counter

a kid with parents who own a store filled with pop, gum and candy.

As for Paul Senior and Margo Kurtzman, after 26 years as storeowners, they can finally take a break. The couple took this past summer off, to enjoy Cadillac and do some traveling.

Perhaps one day Paulie and Katie will take over for Paul Jr. In the meantime, he is happy to run G&D, serve his regular customers and make the best pizza in Wexford County.

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Once again Daily 4 players win just by matching two!

It's the return of Front Pair Payout – September 8 through 28 – and Daily 4 players who match the first two numbers drawn on their \$1 straight ticket win \$10.

With odds of matching the front pair a mere 1 in 101, this month we will pay out a lot more in Daily 4 prizes. So what do all these \$10 winners mean to you? Increased sales, real excitement and 2% redemption commissions on every valid front pair paid.

Remember – Front Pair Payout is September 8-28, with both midday and evening drawings, so let your customers know and make the most of this opportunity. Front Pair Payout makes the Daily 4 better than ever.

\$1 STRAIGHT BETS ONLY. Odds of winning straight pair: 1 in 101. Daily 4 odds: Straight: 1 in 10,000; 4-Way Box: 1 in 2,500; 6-Way Box: 1 in 1,666; 12-Way Box: 1 in 833; 24-Way Box: 1 in 416.



Meet the AFD 2003 Scholars

The AFD Foundation is proud to award scholarships for the 2003/2004 school year to these deserving students. Thanks to the support of our sponsors from the AFD Foundation Golf Outing in July, we were able to award 30 scholarships this year.



Christopher Ammori
Submitted by:
Hibbard Party Store
Sponsored by:
Michigan Lottery

Chris will be attending Wayne State University in Detroit in the fall. He graduated in 2003 from Brother Rice High School in Birmingham. He was a member of the National Honor

Society. He played varsity football and received the Spanish Achievement Award.



Rebecca Brooks
Submitted by:
Maria's Italian Bakery
Sponsored by:
Authorized Cellular/Verizon Wireless
Rebecca will be a

sophomore at the University of Michigan in Ann Arbor. She graduated from Wayne Memorial High School in Wayne in 2002, where she was a member of the National Honor Society and the National Hispanic Honor Society. She was on the girl's soccer team, ski club and was involved in the Hugh O'Brian Youth Leadership Organization. She is on the University of Michigan's Equestrian Team, and belongs to the D.E.C.A. business club.



Scott Caddy
Submitted by:
Holiday Market
Sponsored by:
Miller Brewing Company
Scott plans to attend his first year of college at Eastern

Michigan University in Ypsilanti. He graduated from Dondero High School in Royal Oak where he received a Scholar Athlete Award and the Joseph Parker Band Scholarship. He was the captain of the marching band, played in the symphony and jazz bands and was the president of the Boys Forestry club. He also ran track and cross country.



Jackie Canan
Submitted by:
Oliver T's
Sponsored by:
Diageo
Jackie will be attending Michigan State University in East

Lansing this fall. She graduated from Ladywood High School in Livonia, where she was salutatorian. She was a member of the National Honor Society, National Art Honor Society and was on student council. She received the Phi Beta Kappa Certificate of Recognition and the Youth Commission Honor Roll certificate. She received Central Michigan's University Board of Trustees Scholarship and was the Society of Women Engineers Certificate of Merit recipient. She also volunteered for the March of Dimes.



Heather Drake
Submitted by:
Foster's Supermarket
Sponsored by:
Faygo Beverages
Heather will be a senior at Michigan State

University in East Lansing. She graduated in 2001 from Manton High School in Manton where she was a member of the National Honor Society and received the MEAP scholarship. She is a member of the FCE club, CUSAC and is on the Dean's list.

Scholars
Continued on next Page

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July.....	Scholarship Golf Outing
August.....	Meet Our Scholars
September.....	"Independents' Day"
October.....	AFD/Beverage Journal Show/Wine & Spirits
November.....	"Made In Michigan"
December.....	Holiday Features
December.....	Industry Trends

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Rachel DuBridge
Submitted by:
Martin's

Sponsored by:
7UP Bottling Group

Rachel will be a freshman attending Albion College in Albion. She graduated from Galien High School. She was the valedictorian, received a 4.0 GPA award, and remained on the honor roll for six consecutive years. She was a member of the varsity cheerleading team. Rachel also received the Trustee Scholarship award in college.



Kimber Ebels
Submitted by:
Melody Farms
Sponsored by:
Melody Farms

Kimber will be attending Redeemer University this fall. She graduated from Northern Michigan Christian High School in McBain. She was valedictorian of her class, student council vice-president, and a member of the Chapel Committee. She's a part of the band, ran track, and played softball. She is a member of Aetna CRC youth group where she traveled on missions to rebuild houses. She

also teaches disabled adults at Friendship Bible class.



Kimberly Edsall
Submitted by:
Mel's Food and Beverage
Sponsored by:
Anheuser-Busch

Kimberly will be a junior at Aquinas College. She graduated from Rogers High School in Wyoming, Michigan in 2001. She was valedictorian, on the National Honor Society, and members of the key and drama club. She was on SADD's executive council, was on the cheer team, played golf and was in band. She also was the co-captain of the science Olympia team. In college, she is a member of Tri-Beta, the Aquinas cheer team and the Aquinas College wind ensemble.

Laura Forton
Submitted by: **Frito-Lay**
Sponsored by: **Frito-Lay**

Laura plans to attend the University of Pennsylvania in Philadelphia, Pennsylvania. She graduated from Lahser High School in 2003 where she held a 4.0 grade point average and was a National Merit Scholar and National Hispanic Scholar.



Anthony Hamilton
Submitted by:
NAACP
Sponsored by:
Kowalski Companies

Anthony plans to attend Hampton College in Hampton, Virginia. He graduated from the Detroit School of Fine & Performing Arts in 2003. In high school he was a dance major, a member of the National Institute of Health, was on the National Honor Society and the All City Student Council. He played soccer and was active in his church.



Emily Heiler
Submitted by:
Stillwater Grill
Sponsored by:
Strategic Planning Concepts/Sagemark Consulting, Inc.

Emily will be a senior at Michigan State University in East Lansing. She graduated from Haslett High School in Haslett in 2000. While in high school, she was a member of the National Honor Society and president of the key club. She was drum major in the Haslett Marching Band, was on

the dance team and earned the Gold Award in Girl Scouts. In college, she is a part of the Family and Child Ecology Club and is on the Dean's List.



Ann Hermiz
Submitted by:
Country Farm Market
Sponsored by:
Standard Federal Bank

Ann will be a sophomore at Oakland Community College. She graduated in 2001 from John H. Pershing High School in Detroit. She was a member of the Yellow Ribbon Prevention Program and secretary of the National Honor Society.



Lauren Hesano
Submitted by:
Pilgrim Party Shoppe
Sponsored by:
Pernod Ricard

Lauren will be a freshman at St. Mary's College in Notre Dame, Indiana. She graduated from Ladywood High School in Livonia, where she was on the principal's list for four years, scholar athlete of the Varsity basketball team, and treasurer of the

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National Honor Society. She was Spanish club secretary and played AAU basketball. She was a Saint Mary's College Presidential Scholar.



Joseph Krystyniak
Submitted by:
Sharon's Short Stop
Sponsored by:
Petitpre, Inc.
Joseph will be attending Michigan State University in East Lansing in the fall.

He graduated from Chippewa Valley High School in Clinton Township, where he was summa cum laude, a member of the National Honor Society and captain of the soccer team. He also received the math department's Outstanding Student Award.



Paul Lacki
Submitted by:
Agemy's
Sponsored by:
Absopure
Paul will be a freshman at Albion College in Albion. He graduated from Allen Park High School in Allen Park in 2003.



Scott Lemons
Submitted by:
Spartan Stores
Sponsored by:
National Wine & Spirits Corp.

Scott will be attending Albion College in Albion in the fall. He graduated

from Portage Northern High School in Portage in 2003. He was an honors student for four years and was recognized as Who's Who Among American High School Students. He received national honor roll and all state honors. He also played varsity soccer.



Rita Michlitsch
Submitted by:
Fortino's
Sponsored by:
Peoples State Bank

Rita will be a sophomore at Purdue University in West Lafayette,

Indiana, studying mechanical engineering. She graduated from Grand Haven High School in Grand Haven in 2002. In high school, she received All State Academic, the German student of the year, and Rotary Student of the month. She was a member of the National Honor Society, president of the Grand Haven Youth Foundation and a member of

the golf team. At Purdue, she has been on the Dean's List and has received semester honors. She is also a member of the Society of Women Engineers and APO Co-Ed Service Organization.



Lydia Nafsu
Submitted by:
Chaldean Federation
Sponsored by:
Central Distributors of Beer

Lydia will be attending Wayne State University in Detroit. She graduated Valedictorian

from Utica High School in Utica in 2003. She was a member of the National Honors Society throughout high school.



Jeffrey Najor
Submitted by:
Rite Way True Value
Sponsored by:
CROSSMARK

Jeffrey will be attending his first year at Albion College in Albion.

He graduated from Brother Rice High School in Bloomfield Hills.



Sarah Najor
Submitted by:
Cracker Barrel
Sponsored by:
North Pointe Insurance Company

Sarah will be attending the University of Michigan in Ann Arbor.

She graduated from Marian High School in Bloomfield Hills, where she was on the honor roll all four years. She received the President's Academic Excellence

Scholars

Continued on page 36

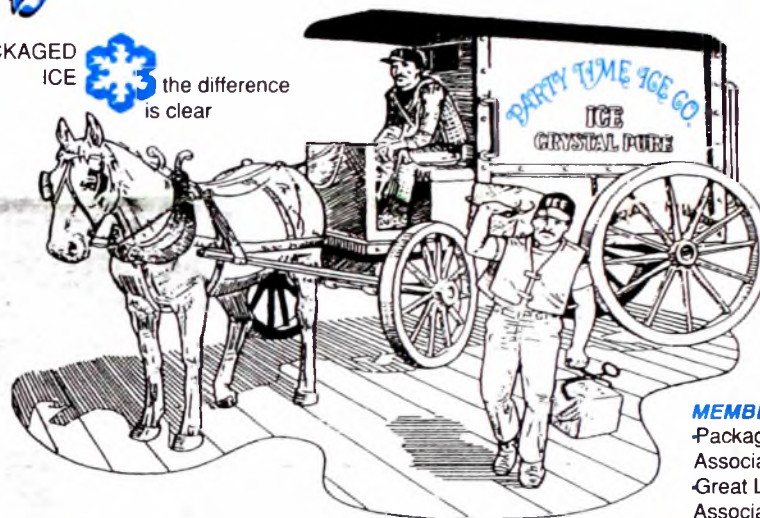
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Scholars

Continued from page 35

Award and was the Honorary Michigan Competitive Scholar. She was All School Board president, and was on the National Honor Society and French Honor Society.



Francine Orow
Submitted by:
Warren Market
Sponsored by:
DTE Energy

Francine will be a freshman attending Oakland University in

Rochester in the fall. She graduated from Notre Dame Preparatory High School in Pontiac, where she received the American Citizen Award and was titled magna cum laude. She received high honors and excellence in English, Spanish, math, and art.



Thomas Pavlak
Submitted by:
Coca-Cola
Sponsored by:
Coca-Cola

Thomas will be a freshman attending the University of Notre Dame in Indiana

this fall. He graduated from Dewitt High School in Dewitt. He was co-valedictorian, National Honor Society Treasurer, and senior class secretary. He played varsity soccer, varsity track, was a member of the Quiz Bowl team and a member of Business Professionals of America. He was also named Notre Dame Scholar.



Matthew Pisching
Submitted by:
Easttown Distributors
Sponsored by:
Easttown Distributors

Matthew will be a sophomore at the

University of Michigan in Ann Arbor. He graduated in 2002 from De La Salle Collegiate High School in Warren. He was valedictorian, a National Merit finalist, and the Free Press' Scholar Athlete. He was the captain of the Science Olympiad and the varsity golf team. At college, he received the William J. Branstrom Freshman Prize and was the State of Michigan Robert C. Byrd Honors Scholar. He is also on the Dean's list and is involved in Michigan Interactive Investments.

*Congratulations to all
AFD 2003
Scholarship Winners!*



Bryan Reid
Submitted by:
Drake's Market Place

Sponsored by:
Kar Nut

Bryan will be a senior at the University of Michigan in Ann

Arbor. He graduated in 1999 from Lincoln Consolidated in Ypsilanti, where he was the captain of the wrestling team, and was on the honor roll. At the University of Michigan, he is on the Dean's list, received University Honors, and is Vice President of Sigma Gamma Tau.



Christina Shamoun
Submitted by:
Ellsworth Party Store
Sponsored by:
General Wine & Liquor Company

Christina plans to attend her first year at the University of Michigan in Dearborn. She graduated from Southfield Lathrup High School in Lathrup Village. She was secretary of D.E.C.A. student marketing association, and was the vice president of a Chaldean youth group.



Mary Shelly
Submitted by:
Duffy's Derby
Sponsored by:
Brown-Forman

Mary will be a sophomore at the University of Michigan in Ann

Arbor. She graduated in 2002 from Croswell-Lexington High School in Croswell. She was a member of the band and Quiz Bowl. She was also captain of the English Academic Games, and a member of the National Honor Society.

Scholars

Continued on page 40



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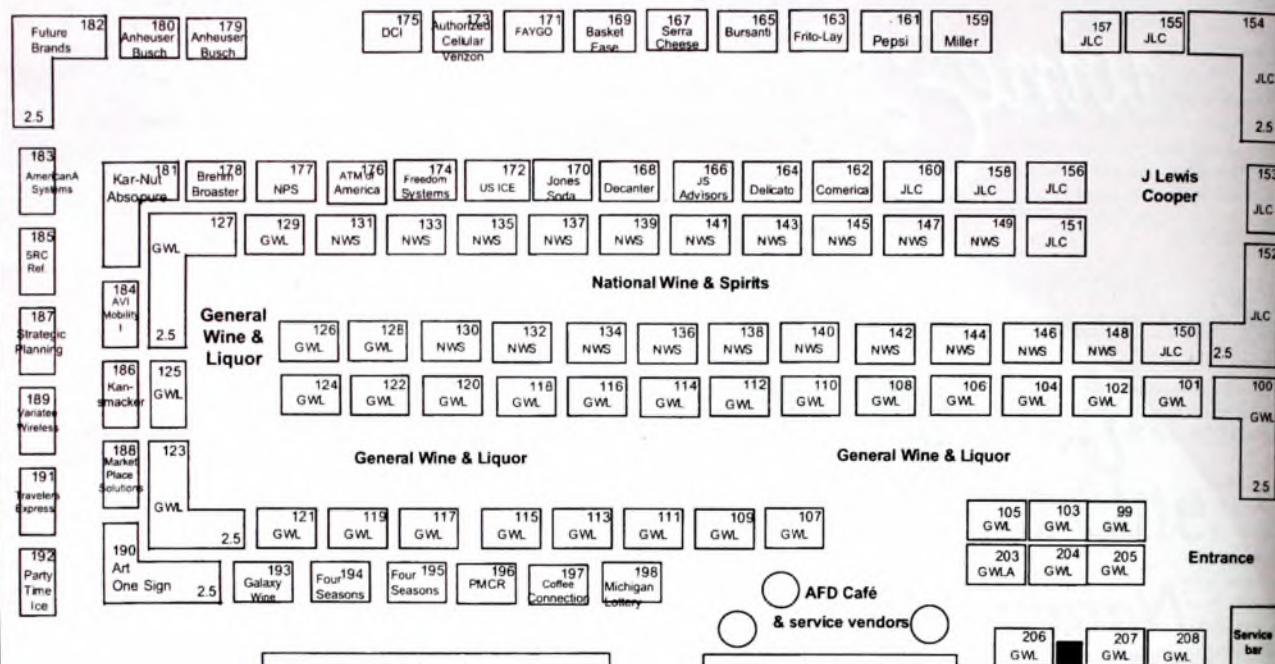
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AFD / Beverage Journal Holiday Show

"Step Into The Limelight"

September 23 & 24, 2003



Holiday Show Exhibitors:

Absopure	181	Kendall-Jackson	101	Millennium	
AmericanA Systems	183	Southcorp Wines	102	Sazerac	
Anheuser-Busch	179 & 180	Pernod Ricard	104	White Rock	
Art One Sign Expo	190	Remy Amerique	105	Zaren	
Associated Food Dealers of MI		Diageo Wines	105	Pacific Wine Partners/Decanter Imports	168
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Four Seasons Beverage & Equipment	194 & 195	Nicholas Enterprise	107		
Freedom Systems Midwest	174	Barton Brands	109		
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Distillerie Stock	129	Bacardi			
General Wine:		Crillon			
Canandaigua Wines	99 & 103	Laird			
General Wine & Liquor Co.	100	Luctor			
		McCormick			

Show Hours:

Tuesday, September 23
5:00 p.m. - 10:00 p.m.

Wednesday, September 24
4:00 p.m. - 9:00 p.m.

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AFD Holiday Show Specials

Here's a small sample of the deals, new products, and prizes at the AFD Beverage Journal Holiday Show:

AmericanA Systems will be displaying a new Check Cashing System with the following features: it utilizes fingerprint technology, can store and retrieve information such as a photograph, drivers license and check image front and back, and the system has a check verification component.



Anheuser Busch will be sampling its new product Bacardi Silver Razz, a raspberry flavored refreshing drink.

AVI / Mobility is offering a 10% discount, for all show attendees, on any of their services: brand development, interactive media, and / or audio visual production.



Basket Ease has a new wicker container pack, complete with everything retailers need to make fruit baskets, except the fruit. This pack is targeted toward the smaller supermarket, so they can have a fruit basket program without an excess of inventory. A smaller supermarket will also benefit from the packaging concept. There are five different size baskets in one pack. There are more small baskets than any other size, which can be sold at a lower price to consumers.

NEW!!
Brehm Broaster Sales has a full line of high quality, ready-to-cook frozen foods that are pre-marinated, pre-breaded, and individually quick frozen. **Show Special:** Purchase a Broaster Pressure Fryer from Brehm Broaster Sales and receive a free start-up package (\$500 in savings).



CASH PRIZES:
AFD will be giving away cash, on the spot, in your pocket!



Bursanti will be sampling their five best sauces and salsas. Purchase 20 cases of product and receive a display rack and two free cases of product. A Bursanti gift basket will also be raffled off at the show.

Receive 10% off your first order from **Coffee Connection**.



Sample some unique, unique varietals at the **Delicato Family Vineyards** booth. Ask for a tasting of the varietals from Clay Station Vineyards: not your run of the mill wine.



Four Seasons Beverage & Equipment will give retailers free Slush or Granita with the purchase of a one, two or three bowl manual or auto-fill Slush Machine.

FREEDOM SYSTEMS MIDWEST INC.

Freedom Systems Midwest allows retailers to view their businesses live, anywhere, anytime. The Freedom System of remote viewing will control employee theft, productivity, customer service and all forms of profit shrinkage, increasing bottom line profits. **Show Special:** purchase the Freedom System of loss prevention and receive two free cameras

Future Brands LLC will be sampling 12 new products including: Absolut Vanilla Vodka, Dekuyper Island Blue Pucker, Vox Raspberry Vodka, three flavors of Danzka Vodka, three flavors of Ronrico Rum and three ages of El Tesoro Tequila.



New at **Galaxy Wine** from Dr. Swami and Bone Daddy's, Party Ready Margarita Mix, everything the margarita mix has with tequila added. Dr. Swami and Bone Daddy's also has gourmet cocktail mixes available in Bloody Mary, sweet and sour and margarita. Galaxy Wine will be sampling a new wine from California called James Arthur Field.

GENERAL WINE & LIQUOR COMPANY

General Wine will be sampling the following new products:

- Snoqualmie and Boonaroo from Stimson Lane
- Jewel's from Jewel Wine Co.
- Cuvee "M" Mumm Napa and Brancott Vineyard from Allied Domecq
- Jack-A-Roo from Click Wine Group
- Lindeman Reserve from Southcorp
- Jacobs Creek Reserve from Pernod Ricard
- Vina Santa Carolina from Canandaigua
- Craggy Range Sauvignon Blanc from Kohland
- Chi Chi's Mango Margarita from Barton Brands
- Rose's Infusion Martini Cocktail Drink from Mott's
- Pusser's Painkiller cocktail mix from Shaw Ross
- and Talomas from Southcorp

Shaw Ross has a new line that is available only to Southern Wayne County: Tosti Asti and Pinot Grigio, Tosti Vermouth, Vichon, and Lombardo Marsala.

Great Lakes Division will be sampling many new products.

- Straight from the Virgin Islands, Beachcomber Rums are a mouthwatering blend of tropical tastes available in coconut, spiced pineapple, and apple.
- Today's hottest drink trend, Blue Lightening is a blue raspberry flavored vodka that is mixable or enjoyed straight up.
- Seagrams Flavored Vodka is now available in citrus, raspberry, vanilla and apple.
- Seagrams Gin & Juice is available in three new flavors.
- Sample Exotica, a delightful blend of passion fruit, ginseng and other alluring flavors.

Try new Hunch Punch, a rich blend of cranberry flavors, orange juice and ginseng.

- Introducing... Grey Goose La Vanille, the world's best tasting vodka with a whisper of French vanilla.

Kar Nut Products has a new holiday shipper available only at the show.



Marketplace Solutions

of Michigan, LLC

Marketplace Solutions will be introducing the newest version of Catapult point of sale software, with some great new upgrades. Foreign exchange rates can be set to automatically convert Canadian currency to U.S. Dollars. Ordering and receiving has been simplified. Retailers can now do price reviews and price changes at the point of receiving. Point of sale screens can be customized with the retailers' own 'menus' to simplify the check out process. Multi level pricing will allow sales of cold and warm beverages using the same SKU. This is just a few of the many useful upgrades.

The Michigan State Lottery will be demonstrating a new casino style Keno game that will be launched in bars and restaurants in October. Club Keno will provide bars and restaurants the opportunity to offer their customers casino style entertainment. With drawings every 5 minutes, Club Keno creates a longer stay by customers which on average, increases food and beverage sales between 10 - 20%. This game has proven extremely successful in the 10 other states where it is currently played.



National Processing Services LLC

National Processing Services, a registered ISO of JP Morgan Chase, will be raffling off free credit card terminal upgrades to three companies who convert their processing to National Processing at the show.

PRIZES:
Win great prizes at the Holiday Show!



SHOW SPECIALS
Continued on page 41

PROFILES

from page 36



Sheena Tapo
Submitted by:
Great Giant
Sponsored by:
Interstate
Brands-
Wonder
Bread/Hostess

Sheena will

attend Michigan State University in East Lansing as a freshman in the fall. She graduated from Flint Northern High School in Flint, where she was recognized as Who's Who in American High School Students. She received the Salute to Black Scholars Award, was on the National Honor Roll, and was flute section leader in the marching band.



Andrea Wittler
Submitted by:
Roundy's
Sponsored by:
Barton
Brands/
Canandaigua
Wine Co.

Andrea will be

a senior at the University of Findlay in Findlay, Ohio. She graduated in 2001 from Fort Jennings High School in Fort

Jennings, Ohio. She was the valedictorian, in student government, and was a member of the National Honor Society. She was a Girl Scout and played basketball and soccer. At college, she has been on the Dean's List and was the Collegiate All-American Scholar. She is a member of the Pre-Veterinary Medicine club, and is on the Varsity English Equestrian Team.



Amber Zelle
Submitted by:
Pepsi Bottling
Sponsored
by: **Pepsi**
Bottling

Amber will be a sophomore at the University of Michigan. She

graduated from Grand Blanc High School in Grand Blanc in 2003 where she was class secretary and in the top 10 of her class. At college, she has made the winter semester's Dean's list and was involved in Alternate Spring Break. She is active at St. Mary's student parish and attends church retreats.

Michigan State Fair wine competition results announced

Wine experts from around the world and across the state gathered at the Kellogg Hotel and Conference Center in East Lansing for the 26th Michigan State Fair Wine and Spirits Competition. Judges came from Germany, California, Indiana and France, and included two Master Sommeliers, a Master of Wine, wine writers, winemakers and the director of another prestigious competition.

The quality and quantity of wines entered were the highest ever. Many of the entries had already won Double Gold, Best of Class and Best of Competition awards at other events.

Participating in his second Michigan competition, Dan Berger, L.A. Times wine writer and director of the Riverside International Competition, commented that "Michigan's wines have definitely arrived: they are no longer merely on their way."

The 20 expert judges awarded 23 gold medals, 52 silver medals and 74 bronze medals to more than 250 wines entered. They also awarded Best of Class honors to five wines:

- Best Dry White Wine: Peninsula Cellars Gewurztraminer Manigold Vineyard 2002
- Best Semi-Dry White Wine: Gill's Pier Semi-Dry Riesling 2002
- Best Red Wine: Tabor Hill Cabernet Franc 2002
- Best Sparkling Wine: Chateau de Leelanau "Andante" Sparkling Riesling 2000
- Best Dessert Specialty Wine: Fenn Valley Vidal Ice Wine 2002

This list is notable in that it includes wineries from all the state's wine grape-growing areas: Old Mission Peninsula, Leelanau Peninsula, Fennville and the Lake Michigan Shore. It also includes a new winery, Gill's Pier, which entered only one wine in the competition.

For a complete list of medal-winning wines, or for more information about the wines and wineries of Michigan, contact the Michigan Grape and Wine Industry Council online at www.michiganwines.com or by phone at (517) 373-1104.

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RECENTLY VACATED—21,000 square foot lease space for grocery store. Just remodeled, new equipment, excellent location on high volume street in Saginaw. Great opportunity. Call 216-595-0780.

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.

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PARTY STORE—Choice location. Liquor, Beer, Wine, Deli, Lotto, Lapeer area. Interested buyers inquire to P.O. Box 622, Lapeer, MI 48826.

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.

BUSINESSES FOR SALE—Franchise Bagel Store—located in the western suburbs. Strong growth and track record of the franchise make this an excellent opportunity. Turnkey operation. Asking \$220,000. **Liquor Store**—Macomb County. Revenue of \$900L, asking \$275,000 plus inventory. Terms available. **Grocery Store**—Over \$2.0mm in sales, cash flow \$350,000. Land contract. Wayne County. For more information, call Empire Business Brokers, Jay Houghton, 248-547-1642.

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.

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

FOR SALE—(1) 12 Berkel electronic scales with computer & software—\$500 each or all for \$4,000. (2) 68" floor custom wood knee knocker bread racks—\$1,000 for all (displays along front of deli or meat counter). (3) Slow Cooker & Hold Oven (needs a thermostat switch)—\$200. (4) Hatco Food Warmer Merchandiser, large capacity, will hold up to 24 rotisserie chickens—\$1,000. All equipment is in perfect condition. Market Square, 1964 Southfield Road, Birmingham, MI 48009. 248-644-4641; Fax 248-644-1849.

SHOW SPECIALS

Continued from page 39

NATIONAL wine & spirits corporation

National Wine & Spirits has some exciting new gift packs for the show. Also come by the booth and sample these new items:

- Kuya Fusion Rum
- Bailey's Mini's
- Ciroc Vodka
- Magellan Gin
- Stoli Cranberi & Stoli Citros
- Destinee (cognac)
- French Kiss (vanilla schnapps)
- Kahlua Especial, an ultra

premium blend of Arabica coffee beans, the same ones used by Starbucks, and higher alcohol volume to intensify the flavor

Pacific Wine Partners will be sampling its new 3.0 liter, Vintage Dated Cask Wine called Hardy's Stamp of Australia.



Cool down at the U.S. Ice booth: purchase ice at wholesale prices during the show hours only.



AFD/Beverage Journal Holiday Show

Holiday Show Hours

Tuesday, September 23, 2003
5 p.m. - 10 p.m.
Wednesday, September 24, 2003
4 p.m. - 9 p.m.
Burton Manor
27777 Schoolcraft Rd.
(south side of the I-96 service drive between Inkster and Middlebelt Roads), Livonia, MI

Ask your sales rep for free tickets.

Admission Ticket Required.
\$10 at the door
No bags allowed in or out. Proper attire, please
The law demands that you be at least 21 years of age to attend this show



Where are they now?

Every year AFD awards 20 to 30 scholarships to deserving students. Since receiving AFD scholarships in the past, our winners have gone on to do great things! Here are a few of their stories.

By Paige Chittaro

• In 1999, Lauren Abro of Farmington Hills received her scholarship. She then attended the University of Michigan Ann Arbor, where she got her Bachelors of Science in Mechanical Engineering. She received many scholarships including General Electric's First Year Fellowship and the Lawrence Corlett Undergraduate Engineering Scholarship. Throughout school she worked on projects at the Michigan Transportation Research Institute and also planned a large career fair with over 150 attending. She studied abroad in Florence Italy, and also made the Dean's List. She currently works as a design engineer at Toyota Technical Center in their instrumental

panel division. She plans to get her MBA and possibly pursue a patent law degree.

• In 1998, Danielle Albert received her scholarship. Originally from Davison, she resides now in East Lansing while getting her Masters in Forensic Biology. As an intern, she was able to work for the FBI. She is a Graduate Teaching assistant at Michigan State and hopes to work further in the forensic and biotech fields.

• Dru Bernthal received her scholarship in 2000. Originally from Frankenthum, she is now attending Pennsylvania State working toward a master's degree. She received her bachelor's degree in Horticulture at Michigan State University. She

interned at Vri Lanka Nursery in Grand Haven and also worked at the Growing in Place Community-Supported Agricultural Farm in Mason. While at MSU she was on the Dean's List every semester and received the Outstanding Senior Award. She plans to get her PhD so she can become a university professor.

• In 2000, Ryan Bronz received his scholarship. He moved from Saginaw, Michigan to the University of Berkeley, California where he was treasurer of his fraternity, Delta Tau Delta. He is a material science engineer and works on the time release of medications for a division of Johnson and Johnson.

SUPPORT THESE AFD SUPPLIER MEMBERS

AUTHORIZED LIQUOR AGENTS:

General Wine & Liquor	(248) 852-3918
National Wine & Spirits	(888) 697-6424
	(888) 642-4697
Encore Group/ Trans-Con, Co.	(888) 440-0200

BAKERIES:

Ackroyd's Scotch Bakery	
& Sausage	(313) 532-1181
Archway Cookies	(616) 962-6205
Awrey Bakeries, Inc.	(313) 522-1100
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) 248-2900
Standard Federal Bank	1-800-225-5662

BEVERAGES:

Absopure Water Co.	1-800-334-1064
Allied Domeq 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
Delicato Family Vineyards	(248) 766-3451
Diageo	(800) 462-6504
E & J Gallo Winery	(248) 647-0010
Eastown Distributors	(313) 867-6900
Faygo Beverages, Inc.	(313) 925-1600
Future Brands	(248) 471-2280
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
Jovulete 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 & Spirits	(888) 697-6424
	(888) 642-4697
Oak Distributing Company	(810) 239-8696
Pepsi-Cola Bottling Group	
- Detroit	1-800-368-9945
- Howell	1-800-878-8239
- Pontiac	(248) 334-3512
Permod Ricard USA	(630) 922-6484
Petitpre, Inc.	(586) 468-1402
Schul 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) 737-1250
Bob Arnold & Associates	(248) 646-0578
CrossMark	(734) 207-7900
Hanson & Associates, Inc.	(248) 354-5339
J.B. Novak & Associates	(586) 752-6453
S & D Marketing	(248) 661-8109

CANDY & TOBACCO:

Allina 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
Karen's Kale 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
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EGGS & POULTRY:

Linwood Egg Company	(248) 524-9550
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FRESH PRODUCE:

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

ICE PRODUCTS:

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

INSURANCE:

1st Choice Insurance Agency	(586) 737-2339
AAA Michigan	(800) AAA-MICH
Al Bourdeau Insurance	
Services, Inc.	(248) 855-6690
Capital Insurance Group	(248) 333-2500
Gadaletto, 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
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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:

Rar 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) 758-4000
- Flint	(810) 785-4200
Trader Publishing	(248) 474-1800
WDFN-AM 1130	(313) 259-4323
WDIV-TV 4	(313) 222-0643

NON-FOOD DISTRIBUTORS:

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

POTATO CHIPS/NUTS/SNACKS:

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

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:

Art One Sign Expo	(248) 591-2781
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 Papis 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, Beattie, DeLisle	(313) 882-1100
Binn & Binn Investment Co.	(248) 540-7350
BMC Grocery Systems Specialists	(517) 485-1732
Business Machines Co. (BMC)	(517) 485-1732
C. Roy & Sons	(810) 387-3975
Canteen Services	(616) 785-2180
Cateraid, Inc.	(517) 546-8217
Central Alarm Signal	(313) 864-8900
Check Alert	(231) 775-3473
Cherry Marketing Institute	(517) 669-4264
Clear Rate Communications	(248) 968-4290
Closed Circuit Communications	(248) 682-6400
Cox, Hodgman & Giarmarco, P.C.	(248) 457-7000
D.J. King & Associates	(800) 781-5316
Deford Distributing	(989) 872-4018
Detroit Edison Company	(313) 237-9225
Detroit Warehouse	(313) 491-1500
Digital Security Technologies	(248) 770-5184
Elite Pest Management	(586) 294-7055
Financial & Marketing Ent.	(248) 541-6744
FMS Accounting & Payroll Providers	(615) 294-4055
Fullmer, Rudzewicz & Co., CPA	(248) 355-1040
Freedom Systems Midwest, Inc.	(248) 399-6904
Gadaletto, Ramsby & Assoc.	(800) 263-3784
Goh's Inventory Service	(248) 353-5033
Great Lakes Data systems	(248) 356-4100
Kansmacker	(248) 249-6666
Karoub Associates	(517) 482-5000
Law Offices-Garmo & Garmo	(248) 552-0500
Marker Pros	(248) 349-6438
Marketplace Solutions	(989) 235-5775
Metro Media Associates	(248) 625-0700
Nordic Electric, L.L.C.	(734) 973-7700
Paul Meyer Real Estate	(248) 398-7285
POS Systems Management	(248) 689-4608
Preferred Merchant	
Credit Resources	(616) 794-3271
Quality Inventory Services	(586) 771-9526
REA Marketing	(989) 386-9666
Sagemark Consulting, Inc.	(248) 948-5124
Shimoun, Yaldo & Associates, P.C.	(248) 851-7900
Salim Abraham, Broker	(248) 349-1474
Secure Checks	(586) 758-7221
Security Express	(248) 304-1900
Smokeless Tobacco Council, Inc.	(202) 452-1252
Southfield Funeral Home	(248) 569-8080
T & L Acquisition	(313) 381-2266
T.D. Rowe Corp.	(248) 280-4400
TeleCheck Michigan, Inc.	(248) 354-5000
Travelers Express/Money Gram	(248) 584-0644
Vanatee Wireless	(248) 658-5000
Verizon Wireless	(248) 763-1563
or	(517) 896-7000
Western Union Financial Services	(513) 248-4900
Westside Cola Storage	(313) 961-4783
Whitey's Concessions	(313) 278-5207

STORE SUPPLIES/EQUIPMENT:

Alarm-Medic	(248) 349-9144
Belmont Paper & Bag Supply	(313) 491-6550
Brehm Broaster Sales	(989) 427-5850
Bunzl USA	(810) 714-1400
Culinary Products	(989) 754-2459
DCI Food Equipment	(313) 369-1666
Envipco	(248) 471-4770
Four Seasons Beverage & Equip.	(734) 242-2411
Hobart Corporation	(734) 697-3070
Martin Snyder Product Sales	(313) 272-4900
MSI/Bocar	(248) 399-2050
National Food Equipment	
& Supplies	(248) 960-7299
Taylor Freezer	(734) 525-2535
TOMRA Michigan	1-800-610-4866

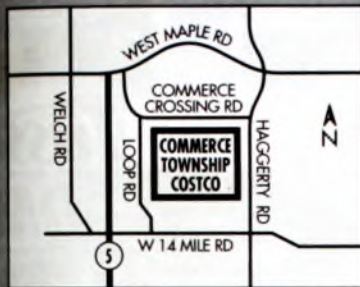
WHOLESALE/FOOD DISTRIBUTORS:

Amendi Corp	(734) 242-2411
Brownwood Acres	(231) 599-3101
Calverlee Supply	(586) 979-1375
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) 446-4000
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) 738-6759
General Mills	(248) 960-5277
Great North Foods	(989) 356-2281
Hamilton Quality Foods	(313) 728-1900
I & K Distributing	(734) 513-4282
International Ice	(313) 841-7711
International Wholesale	(248) 544-8555
Interstate Brands/	
Wonder Bread/Hostess	(586) 792-7580
Jensalem Foods	(313) 538-1511
Kaps Wholesale Foods	(313) 567-6710
Kart Foodservice Distributors	(313) 272-6400
Kay Distributing	(616) 527-0120
Kitchen Et Cetera	(313) 567-6946
Kramer Food Co.	(248) 851-9045
L&L Jiroch/J.F. Walker	(517) 787-9880
L.B. Enterprises	(517) 546-2887
Liberty Wholesale	(586) 755-3629
Lipari Foods	1-(586) 447-3300
Mexico Wholesale	(313) 554-0310
Michigan Quality Sales	(313) 255-7331
Nash Finch	(989) 777-1891
Nikhlas Distributors (Cabana)	(248) 582-8830
Norquick Distributing Co.	(734) 254-1000
Potok Packing	(313) 893-4228
Preferred Brands	(313) 381-4700
Robert D. Arnold & Assoc.	(810) 635-8411
Roundys	(419) 228-3141
S. Abraham & Sons	(616) 453-6359
Schul 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) 374-7774
Tiseo's Frozen Pizza Dough	(586) 566-5710
Tom Maceri & Son, Inc.	(313) 568-0557
Tony's Pizza Service	(616) 795-0231
U.S. Ice Corp.	(313) 862-3344
Value Wholesale	(248) 967-2900
Weeks Food Corp.	(586) 727-3331
Wine Institute	(313) 882-7800

ASSOCIATES:



The premier membership warehouse club.



Commerce Township
3000 Commerce Crossing Road

Sign up starting September 5 at
our new Commerce Township
location, 10 a.m. to 5 p.m. daily.

Warehouse Hours

Business & Executive Members

Monday – Friday 10 a.m. to 8:30 p.m.

All members

Monday – Friday 11 a.m. to 8:30 p.m.

Saturday 9:30 a.m. to 6 p.m.

Sunday 10 a.m. to 6 p.m.

You also may shop at one of our
other nearby locations in:

Auburn Hills

400 Brown Road

Bloomfield

Township

2500 E. Telegraph Road

Lakeside

15000 Market St.

Livonia I

13700 Middlebelt Road

Livonia II

20000 Haggerty Road

Madison Heights

30550 Stephenson Hwy.

Roseville

27118 Gratiot Ave.

We're opening in Commerce Township!

Thursday,
September 25,
at 8 a.m.



Costco accepts cash, checks, debit/ATM cards, *Costco Cash* cards and
American Express® Cards.

Cash and checks are not accepted at Costco Gas Stations.

For more information about Costco, visit costco.com or call 1-800-774-2678.

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Pharmacists recommend the Pharm brand for its quality,



Dinorah Espinoza-Dykstra
Pharmacist

we recommend it for all its benefits!

- Increased Profits
- Outstanding Consumer Savings
- Comprehensive Variety
- Everyday Low Cost

"As a pharmacist, I recommend the Pharm brand because it provides a quality alternative to comparable national brand items that are priced much higher. Pharm products are excellent. They must meet high quality standards before they even make their way to your shelves. Plus, they carry a 100% satisfaction guarantee to ensure consumer confidence."



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