



Food & Beverage **REPORT**

The official publication of the Associated Food Dealers of Michigan

April 2004

Just In

Detroit dismisses liquor code violations cases

The City of Detroit has agreed to dismiss three cases against AFD members in which the City was attempting to revoke occupancy permits because of liquor code violations. City Ordinance Specialist Attorney John Kelly worked in conjunction with AFD's legal counsel Jim Bellanca to obtain this result. The City has suggested that it will review the ordinance and perhaps work with AFD in any revisions. It appears they are withdrawing their intended plans to bring similar cases, pending further review.

Inside

Ronnie Jamil's first official chairman's message	3
AFD joins fight against illegal alcohol sales	6
Q & A with James Bellanca	10
Meet Justice Stephen Markman ..	26
Remote cigarette sales hurt Michigan	34
Eden Foods grows naturally	36

Associated Food Dealers
18470 W. 10 Mile Road
Southfield, MI 48075

Change Service Requested

PSRST STD
U.S. Postage
PAID
DETROIT, MI
PERMIT #36

AFD Mobilizing Against Tobacco Tax Proposal

Due in large part to an inundation of fax letters from AFD members, a Republican-sponsored bill before the House Commerce Committee that would raise Michigan cigarette tax by 75 cents has been strongly opposed by the Republican committee chair. AFD sent an urgent message to its members, asking them to fax their opposition to the House Commerce committee chairperson regarding the tax increase.

The response was so overwhelming, that Rep. Clark Bisbee (R-Jackson) – the committee chairman – issued the following statement:

"As long as I am chair of the Commerce Committee, this bill will not be favorably reported. I am against the increase in sin taxes, as are the majority of Republicans on the committee. It is a financial nightmare for all businesses in the state, especially in our border counties. We must reduce spending, not pass the buck to people who now are being asked to pay the bill for bigger government."

However, AFD President Mike Sarafa said that more work is needed before the bill is snuffed out. "It is critical that we keep the pressure on now, while the House Bill 5632 is still in committee," stated Sarafa. He is calling on all AFD members to voice their opposition to HB 5632.

"We urge you to call the number in the box to the right to say no to the cigarette tax increase!" Sarafa added.



Sarafa opposes tobacco tax increase

Just Say NO to a CIGARETTE TAX INCREASE!

The Michigan Legislature is considering a 75 cent hike on every pack of cigarettes as proposed by Governor Granholm.

Call this number to register your OPPOSITION to raising Michigan's already too high cigarette tax!

1-888-221-2322



Welcome to the 20th Anniversary AFD Trade Show!

Burton Manor, Tuesday, April 20, 5 p.m. – 10 p.m. and Wednesday, April 21, 4 p.m. – 9 p.m.

We look forward to seeing you at the 20th Annual AFD Trade Show! Our booths sold out early this year and we are proud to present a wide array of exhibitors - there's something for everyone!

New this year, we are featuring an AFD coupon book with a value of over \$10,000 in show-only savings! Each retailer will receive one at the entrance to the show.

Plan to come early and

take your time! With over 140 exhibitors, there will be plenty to see, sample, taste and learn at this once-a-year event.

See pages 46 and 47 for Trade Show layout and specials!



THE SPARK IS BACK!
SUMMER 2004



**DRINK IT.
GET IT.**

LiveWire™ is back!

See Specially Marked Packages for Details. Promotion subject to Official Rules available at www.dew.com. Void where prohibited. Dew IT points must be redeemed by August 11, 2004. MOUNTAIN DEW, MOUNTAIN DEW CODE RED, MOUNTAIN DEW LIME, DEW, DEW IT and DRINK IT ARE IT are trademarks of PepsiCo, Inc. R04, 07/04/04

EXECUTIVE COMMITTEE

Ronnie Jamil
Chairman
Mug & Jug Liquor Stores

Fred Dally
Vice Chair Membership
Medicine Chest

Thomas Welch
Vice Chair Legislation
Hollywood Super Markets

Gary Davis
Vice Chair Long Range Planning
Tom Davis & Sons Dairy Co.

Chris Zebari
Vice Chair Community Relations
New Hudson Food Market

Al Chittaro
Treasurer
Faygo Beverages, Inc.

Jim Garmo
Secretary
Shoppers Valley Market

EMERITUS DIRECTORS

Terry Farida Value Center Markets
Sam Dello In 'N' Out Foods
Bill Viviano House of Prime
Mark Karmo Golden Valley Food Center
Nabby Yano Orchard Food Center

RETAIL DIRECTORS

Joe Bellino, Jr. Broadway Market, Region 2
John Denha 8 Mile Foodland
James Hooks Metro Foodland
Nick Kizi Family Fare
Alaa Naimi Thrifty Soot Supermarket
John Pardington Holiday Market, Region 1
Tom Rubel Spartan Stores, Inc. Region 3
Mike Shina Crown Supermarket
Brian Yaldeo Park Place Liquor

SUPPLIER DIRECTORS

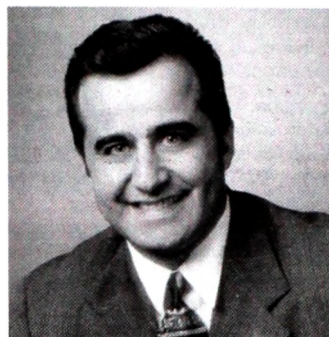
Frank Bodi Pernod Ricard USA
Earl Ishbia Sherwood Food Distributors
Mike Rosch General Wine & Liquor Co.
Jim Trischetti Anheuser Busch, Inc.
Clark Walker Coca-Cola, Region 6
Tom Waller CROSSMARK Sales Agency, Region 5

AFD STAFF & CONSULTANTS

Michael G. Sarafa President
Daniel Raevee Executive Vice President
Cheryl Twigg Controller
Michele MacWilliams Vice President of Communications
Joseph D. Sarafa Director of Special Projects
Cathy Wilson Director of Special Events
Ray Amyot Director of Advertising
Melissa Varney Services Manager
Harley Davis Coupon Manager
Tanner Monston Executive Assistant
James V. Bellanca Jr.
Bellanca, Beattie & DeLise Legal Counsel
Karoub Associates Legislative Consultant
Goldstein & Ramsey Health Care
Pat Gregory
Folmer, Rudzewicz & Co. P.C. Certified Public Accountant
Metro Media Associates Publishing
Stephen's Nu-Ad Printing
West Crim Communications, Inc. Public Relations

Chairman's MESSAGE

It is my honor to serve as your chairman



By Ronnie Jamil
AFD Chairman

As your new chairman, I want to begin my first column by saying that I am honored to serve our industry. I am looking forward to working with the AFD board, staff and, most importantly, its members.

This is one of the strongest trade associations of its kind in the country and its members are what keep it healthy, vital and powerful.

I was very proud to receive the gavel from past chairman Terry

Farida at the AFD trade dinner, "Casablanca". And what a night it was! It was wonderful to see all of you there, enjoying the great food, fabulous music and camaraderie. It was a great beginning to my term as your chairman and I look forward to serving you throughout the next two years.

As we face the ever-increasing challenges of the food industry, I want to assure you that I take my new position very seriously. The proposed tax increases on cigarettes and alcohol, Internet wine sales, police stings, and big box retailers selling liquor are all issues that we are currently confronting and will continue to work on for our members.

As the year progresses I'm sure there will be additional challenges for AFD. We are here for you, our members, and I am committed to working for the benefit of Michigan's retail food and beverage industry.

My door is always open. Please, if

you have a concern just give me a call. Or better yet, write a letter to this publication. AFD can't help you if we don't know about your problems and concerns.

I would love to see a monthly column in this magazine that is dedicated to letters from AFD members. We want to know what is important to you and your obstacles and concerns. We also want to hear about your successes. Telling your peers about a solution that you have found for a problem, a great marketing tool, or a new product that has helped your business will work to strengthen our industry.

So please, speak up!

Send your letters to Michele MacWilliams, AFD Food & Beverage Report editor, at the AFD offices: 18470 West Ten Mile Road, Southfield, Michigan 48075. If you prefer, you can email to her at mmacwilliams@afdom.org or fax (248) 620-9238. I hope to hear from you soon!

Mike Sarafa to speak at Weights & Measures Conference

AFD President Mike Sarafa will be the guest speaker at the 90th annual Michigan Weights and Measures Conference on Tuesday, April 27 at the Southgate Holiday Inn.

The conference is designed to provide some solid information to help operators maintain compliance and improve their businesses.

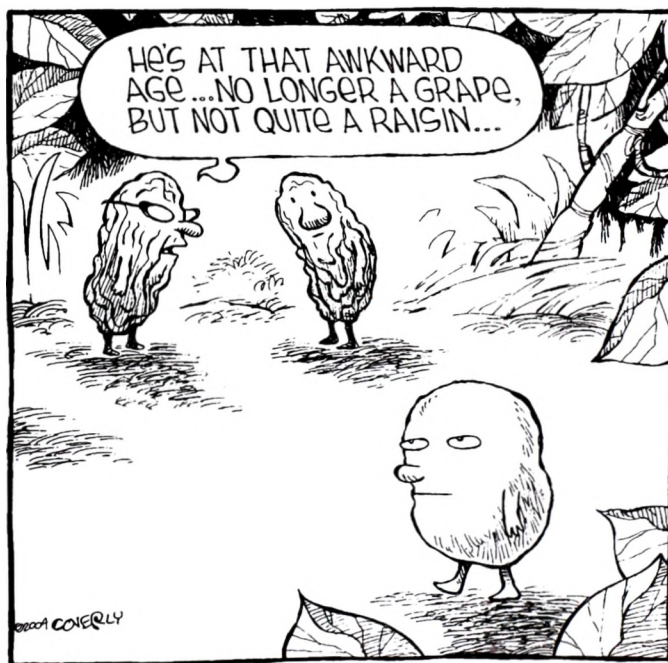
According to Program Manager Robert DeRubeis, the Michigan Weights and Measures Association, (MWMA), continues to find serious violations involving short weight packages.

Sarafa will speak at the conference during the session titled "Ensuring Proper Net Content and Avoiding Enforcement Action on Short Weight Packages." The session provides suggestions and training for operators who would like assistance in

Weights & Measures, continued on page 6

The Grocery Zone

By David Coverly



Wonder Introduces New Super Premium Breads

Interstate Bakeries Corp., well known for Wonder Bread and Home Pride products, has a new line of breads due out on store shelves this month. The company made its debut into the super premium category with their Baker's Inn sliced bakery breads.

The bread maker offers eight varieties of the new dense and

hearty breads which are wider and heavier than most premium brands. The varieties are: Raisin Wheat, Honey White, Seven Grain, 100 % Whole Wheat, Honey Whole Wheat, Harvest Multi-Grain, Wheat & Fiber and Hearty Potato with Grain.

All Baker's Inn varieties come in 28-ounce packages, except for Wheat & Fiber which comes in 24

oz packages, of reclosable poly bags inside brown paper bags with windows to view the bread.

For more information, call Chip Gerlach at (586) 792-7580.



Calendar

April 20-21

AFD 20th Annual Buying Trade Show
Burton Manor
Livonia, MI
(248) 557-9600

May 2-4

The 2004 FMI Show
McCormick Place
Chicago, Illinois
www.FMI.org
(202) 452-8444

May 2-4

NASFT Fancy Food Show
McCormick Place
Chicago, Illinois
www.specialtyfood.com

June 6-10

Executive Leadership Program
Cornell University
Ithaca, New York
(703) 516-0700

July 22

AFD Foundation Golf Outing
Fox Hills Golf Course
Plymouth, MI
(248) 557-9600

Statement of Ownership

The AFD Food & Beverage Report (USPS 082-970; ISSN 0894-3567) is published monthly by Metro Media Associates, Inc. (MMA) for the Associated Food Dealers of Michigan (AFD) at 18470 W. 10 Mile, Southfield, MI 48075. Material contained within *The AFD Food & Beverage Report* may not be reproduced without written permission from AFD.

The opinions expressed in this magazine are not necessarily those of MMA or AFD, its Board of Directors, staff members or consultants. Bylined articles reflect the opinions of the writer.

POSTMASTER: Send address changes to *AFD Food & Beverage Report*, 18470 W. 10 Mile, Southfield, MI 48075.

ADVERTISERS: For information on advertising rates and data, call AFD, Ray Amyot, 18470 W. 10 Mile, Southfield, MI 48075, (248) 557-9600 or (989) 386-9666.

AFD works closely with the following associations:



LANCER

FROZEN BEVERAGE DISPENSERS



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

the 550 and the 554.

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

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

INCREASE YOUR PROFITS!

For more information, contact your local LANCER Distributor at:

DCI FOOD EQUIPMENT INCORPORATED
5350 E. Davison • Detroit, MI 48212
(800) 899-9DCI

KENWORTH
food equipment co.
1200 Godfrey S.W.
Grand Rapids, MI 49603
(616) 243-8863

A PROVEN TRACK RECORD

Nash Finch is proud to offer a lineup of store brand labels to meet any retail challenge.



Our **Our Family** and **IGA** brands offer your consumers the highest of quality at significant savings when compared to national brands. These labels have consistently performed well in cutting tests, often being preferred over the national brand equivalent.



The **Value Choice** label is the perfect tool to establish price image with your customers. Positioned to complement the IGA and Our Family label, **Value Choice** is the destination for the shopper who demands the ultimate in price value.



The **AVANZA** label completes our winning lineup. **AVANZA** targets the growing hispanic market and offers your store a variety of products that shoppers have previously had to find at specialty stores. This diversity in product mix offered by **AVANZA** gives your store a distinct competitive advantage.

Call us today and find out more about this winning combination.

PERFORMANCE
DRIVEN

NASH FINCH COMPANY

DANNY LANE - Division Manager

CRAIG GILLAND, - Business Development Manager

5425 Dixie Hwy • Bridgeport, MI 48722-0617
1 800.828.5102

AFD Joins Coalition to Fight Illegal Alcohol Sales

A Recent Sixth Circuit Court of Appeals decision which ruled that several provisions of the Michigan Liquor Control Act were invalid, could open the door to the sale of beer, wine and liquor over the internet, by phone or through the mail by unlicensed out-of-state entities. Such sales would be unregulated,

unaccountable, open a new avenue for minors to get alcohol and deny the state tax revenue.

The Coalition for a Safe and Responsible Michigan was recently formed to support the State of Michigan's appeal to the U.S. Supreme Court to defend our State's laws governing alcohol distribution

and sale.

The Coalition supports existing Michigan law, which requires that all alcohol be sold through licensed businesses in Michigan that can be held accountable for violations of law.

The Coalition for a Safe and Responsible Michigan receives

support from the Michigan Beer and Wine Wholesalers Association. AFD, along with the Michigan chapter of Mothers Against Drunk Driving (MADD) and the Michigan Association of Secondary School Principals are the inaugural members.

Currently, the U.S. Constitution allows states to control alcohol distribution within state borders. Michigan has an established licensed, three-tier regulatory system, which requires alcohol purchases to pass from licensed manufacturers to licensed distributors and finally to consumers through licensed retailers. This structure provides seller accountability, helps prohibit alcohol sales to minors and insures product quality.

"If these regulations are eliminated, we are opening the floodgates to unaccountable beer, wine and liquor sales – with no effective regulations to stop those who are selling to minors, avoiding state taxes or disregarding other state laws regulating alcohol," says Mike Sarafa, AFD president. "Face-to-face alcohol sales are the best way to insure responsible alcohol access and prevent underage access. Anonymous sales via the Internet, mail order or phone would be harmful to Michigan communities and families," he added.

Weights & Measures, continued from page 3

developing a quality assurance program.

The conference which takes place April 26-28, will have numerous additional presentations including "Terminal Meter Certification and Small Volume Prover Use," "Current Regulatory Issues and Michigan's Petroleum Wholesale Industry," "Retail Gasoline Outlet Delinquent Licenses," "Gasoline Quality Violations," "GUR 4.1 Predominantly Negative Dispensers," "NIST Handbook 44 Tips on Use" and "Registered Service Person Testing."

The workshops take place on April 27 followed by dinner at 6 p.m. The cost is \$75 to attend the full session with dinner for MWMA members and \$125 for nonmembers.

Please call the MWMA at (517) 655-8202, for membership information and to pre-register.

Affordable Digital Video Recording For The Price of a VCR. **Replace Yours Today!**



GE Security

Show Special !!!

**Save \$110.00 on the GE VDR-40 and Get
a CompactFlash Card and USB Card Reader, For Easy
Data Backup - **FREE!****

Come See Us at
the AFD Food &
Beverage Show

**central alarm
signal, inc**
Professional
Security
Services

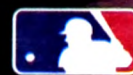
Providing Peace of Mind Since 1969

Stop By Booth
218 For More
Details!

1.800.99.PANIC

**www.99panic.com
www.CentralAlarmSignal.com**

BUDWEISER. GAME TIME



"What's Your Business Worth Today?"

By Michael J. Aho
Morgan Stanley

Individual investors are used to keeping a close eye on the value of their portfolios. But, as a small-business owner, are you also keeping careful watch over the value of what is probably your biggest investment of all—your business?

Although you may regularly monitor sales and profit figures, doing so without knowing how much your business is worth in today's market is comparable to looking only at your portfolio's earnings without knowing your portfolio's overall worth. Just as investment decisions should be geared toward maximizing the value of your portfolio, the same

criteria should apply to decisions that affect your small business.

Current Valuations Are Important

Most small business owners realize the importance of knowing their companies' worth during major transitional periods such as mergers and acquisitions, shareholder buyouts and initial public offerings.

However, every major business decision you make has the potential to affect the value of your company. Have you ever thought about relocating to more modern facilities, upgrading your technology, expanding your product line or changing your management team? If so, knowing the current value of your business will help you to more accurately predict what the impact of such actions is likely to be.

Are Professional Valuations Necessary?

When asked, small business owners regularly over- or under-estimate the value of their companies by as much as 50%—which is understandable given the complexity of the valuation process. Although no single formula can realistically estimate the value of your business, there are some basic variables that can be applied in most situations. These include current market conditions and the company's stock value, earnings history, financial condition and future earnings capacity. However, even these basic components may not be as simple as they appear since they deal with numerous complicated factors (such as supply and distribution contracts, tangible and intangible assets, and pending legal and regulatory issues among others). Professional valuation firms—some of which specialize in serving small to medium-sized businesses—have the resources and experience to collect and interpret this essential information.

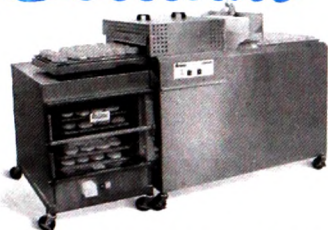
Valuation Options

Different types of business valuations feature different levels of complexity. As a small business owner, the type that's best for you will probably depend on why you're having the valuation prepared.

If you're preparing a valuation for tax and estate planning purposes, a "59-60" appraisal may be your best choice. Based on IRS Revenue Ruling 59-60 (the IRA standard for estate and gift tax purposes), a 59-60 valuation compares a privately-held company to public companies in the same or a similar line of business and then applies a lack of marketability discount or a control premium.

If, however, you're preparing a valuation for a specific proposal such as a sale, merger or acquisition,

Belshaw



Donut Production Equipment



**Rotisseries
& Island
Warmers**

Jim Leach LLC d/b/a Hobart Sales & Service

4064 S. Division Avenue
Grand Rapids, MI 49548
(800) 544-9410
leachj@hobartgr.com

Hobart Sales & Service

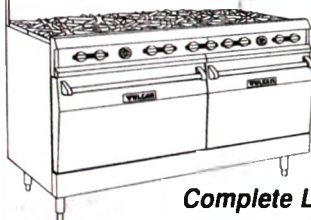
2801 Universal Drive
Saginaw, MI 48603
(800) 753-3132
grechr@hobartgr.com

HOBART



**All Aisles in your Grocery
Store Lead to HOBART!**

VULCAN



**Complete Line of
Cooking Equipment**

MIATECH

THE ADVANTAGE COUNTS

**Produce
Misting
Systems**



Business, continued on page 12

You deserve **TASTE...** Kar's delivers!

- Store Door Service
- Tasty Fresh Guarantee
- Attractive Merchandising
- Contact your sales rep for the latest promotional deals!

**Great New
Taste Combo!
Now Available.**



TASTE • VARIETY • SERVICE • VALUE

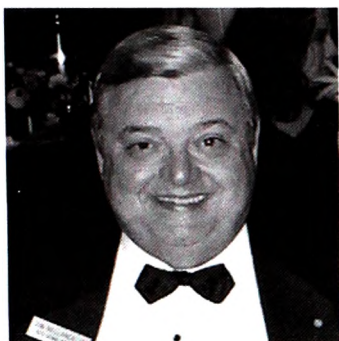


A Driving Force in Snacks!

Full line supplier of nuts, meat snacks and candy.
Made in MICHIGAN for Snack Lovers Everywhere.

KAR NUT PRODUCTS CO. • **1-800-KAR-NUTS**
www.karsnuts.com • FERNDAL, MI 48220

Ten Questions – Ten Minutes with James V. Bellanca Jr.



Jim Bellanca has ably served AFD and its members for nearly two decades. His invaluable counsel and straightforward approach have helped solve many issues over the years. He is a true behind-the-scenes leader in Michigan's food & beverage industry.

-AFD President Mike Sarafa

Recently AFD Food & Beverage Report editor sat down with Jim for a conversation.

AFD: You have been working with AFD for many years now. How many is "many?"

Bellanca: My brother Peter took over as general counsel to the Board of Directors, I believe in 1980. I began attending board meetings in January of 1982. It is hard to believe that more than two decades have passed since I began working with the family of companies and people that is AFD. I am very grateful for the opportunity that has been afforded me and my firm.

AFD: Give us some examples of the issues that you have worked on through the years for AFD.

Bellanca: The most complex issues that I have dealt with over the last 20 years have been the Bottle Bill; revamping the State health code to make it more flexible; and work associated with the Liquor Control Commission (particularly changes which most people don't realize relating to how hearings are handled administratively). We've also worked hard to establish a fairer association with the Lottery Bureau. Investigating ways to work with the pop companies in their pricing issues has probably been the most complex problem of a pure legal

nature that was ever presented to the association. I almost forgot the work we did in connection with changing aspects of WIC Regulations and most importantly that we created the AFD Self Insured Workers' Compensation Program at a time when it was almost impossible for retailers to secure affordable workers' compensation insurance. It is impossible to determine but my guess is that our existence as competitors to the private insurance industry has been one of the primary reasons why so many choices have been available for workers' compensation insurance at reasonable prices.

AFD: In your mind, what was the most memorable?

Bellanca: The most memorable activity in my mind has been working with Joe Sarafa from the time he took over the association. As you know, it had been operated by the same executive director for more than 20 years and it needed to be revamped. I don't know which one would take credit for the phrase

but since Joe is now acting only as consultant to AFD I guess I will take credit with the following philosophy: "AFD wants to be part of the solution not part of the problem." It was this philosophy which Joe developed and which I helped to implement that allowed the Association to work with State agencies like the Department of Health, the Lottery Bureau and the Liquor Control Commission to change the attitudes of those agencies with regard to retailers. Joe was able to convince all of the major departments of State government that they should look at retailers not as the enemy but as partners in the business of the food industry. That is the attitude that currently prevails with all of the major commissions and bureaus in State government that deal regularly with AFD and its members. AFD is not the enemy. The retailer is not the enemy. AFD and its retail members are partners with the State of Michigan in the delivery of wholesome food and services to the

Ten Questions, continued on page 18

2 New and Exciting Retailer programs for 2004 from FRITO LAY!



New Racks!
New Products!
New Promotional Programing!
Additional Profits!

Now You Can Decide Which Program Is Right For Your Business

For more details contact your Frito-Lay Rep.





THE GOAL IS GREATNESS.

50 PLAYOFF APPEARANCES.
100s OF OCTOPI.

10 CHAMPIONSHIPS.

96 CALORIES.

1/2 THE CARBS OF BUD LIGHT.

1 GREAT TASTE.

THE NUMBERS SPEAK FOR THEMSELVES.



Live Responsibly



Budweiser Brews Co., Milwaukee, WI
Miller Lite contains 96 grams of carbohydrates and 96
calories per 12 ounces. Bud Light contains 5.8 grams
of carbohydrates and 110 calories per 12 ounces.

Business, continued from page 8

you'll probably need a more detailed appraisal tailored specifically to the proposal. In general, transactional appraisals will require more time and money than "59-60" valuations because of the additional factors (such as products, management and competitors) to be examined.

Regardless of which type of valuation you need, it should be updated on a regular basis. If you

review your business plan once a year, consider updating your business valuation at that time. Doing so will help you to evaluate the effectiveness of last year's business decisions and may even offer some insight into the year ahead. And remember, your business decisions—like the decisions that affect your portfolio—should always be geared toward maximizing the value of your investment.

To Learn More

Although frequently overlooked, current valuation is an extremely useful tool for the small and medium-sized business owner. To learn more about how a professionally prepared business valuation may help maximize your company's worth, call 1-800-258-1750 or email

Michael.Acho@morganstanley.com

This article does not constitute tax

or legal advice. Consult your tax or legal advisor before making any tax- or legally-related investment decisions. This article is published for general informational purposes only and is not an offer or solicitation to sell or buy any securities or commodities. Any particular investment should be analyzed based on its terms and risks as they relate to your individual circumstances and objectives.

Get Quenched!

Absopure
Natural Spring Water
Is Available
In Just The Right Size
For People On The Go!

Absopure®
THE HYDRATION DRINK®

Naturally clean, naturally clear Absopure.
Available at fine stores everywhere.

*Absopure
Tastes Great Because It
Comes From Our
Own Natural Source In
Pristine Southern
Michigan!*



Arabo Named to New York Life Chairman's Council

Faisal Arabo has been named to the 2003 Chairman's Council of New York Life Insurance Company. Members of the Chairman's Council are the highest class of New York Life's elite sales force of over 10,000 licensed agents.

Arabo has been a New York Life agent since 1968 and is associated with New York Life's Greater Detroit General office in Southfield.

Arabo was Agent of the Year in 2003. He was also named a Life Superstar, and will participate at the Million Dollar Round Table that will take place in Anaheim, California in June 2004, where the group of professionals share their knowledge on subjects of vital concern, such as estate planning.

Arabo is a consistent National Quality Award Winner and qualified for the Centurion Award. He has been honored as the Man of the Year and has received numerous awards for his outstanding achievement.

Butter study may lead to a new, even healthier milk

A group of Northern Ireland scientists trying to make butter that could spread more easily also found that feeding cattle the seeds used to make canola oil causes them to produce milk with less saturated fat. The cows who ate the seeds had the saturated fat makeup of their milk go from 64% to 50%, and unsaturated fat rise from 35% to 46%.

-MSNBC



Now Available in Michigan!

Enjoy Oliver Winery's Soft Red, Soft Rose, Soft White and Camelot Mead

Smooth and round with fresh and intense grape flavors, these delicious semi-sweet Soft Wines are a favorite for any occasion. Oliver Winery's Camelot Mead is a modern revival of man's oldest wine. Made from pure orange blossom honey, it has a delicately sweet and light honey taste.

Look for Oliver Wines at a store near you.



Available from
**GENERAL WINE &
 LIQUOR COMPANY**

*For more information, please contact your
 General Wine & Liquor Sales Representative
 or call (313) 852-3908.*

New Rules For Living Trusts

By Randall A. Denha, Esq.
Cox, Hodgman & Giarmarco
Attorney at Law

Smart financial and estate planning requires taking into account various unforeseen events. Protecting your savings in the case of a bank failure is one important consideration.

Fortunately, the Federal Deposit

Insurance Corporation (FDIC) recently announced it is changing the insurance rules to benefit depositors with living trusts, a popular estate planning tool.

Under the old rules: federal insurance covers depositors for up to \$100,000 at a single bank in the event of a failure. But with a living trust, the FDIC will provide

insurance coverage of up to \$100,000 for each qualified beneficiary entitled to the trust's assets upon the death of the account owner. So a living trust owned by one person with three children as beneficiaries was eligible for \$300,000 in coverage.

One little-known problem occurred when a living trust required

beneficiaries to meet certain conditions, such as graduating from college or attaining a certain age. These common conditions, known as "defeating contingencies," resulted in the trust having only \$100,000 in insurance protection.

Under the new rules: FDIC insurance coverage will not be limited if there are defeating contingencies in the trust agreement. This means, for example, that a living trust account owned by one person and listing three children as the beneficiaries would be eligible for \$300,000 of FDIC insurance — even if the trust document contains conditions on when the children can get the money.

The new rules become effective April 1, 2004, but the FDIC will apply them to living trust deposits at any insured institution that fails between now and April 1 if doing so benefits the affected depositors.

Here are a few points to keep in mind:

Only some beneficiaries qualify. The beneficiary must be the account owner's spouse, child, adopted child, stepchild, grandchild, sibling, parent or stepparent. In-laws, cousins, nieces and nephews, friends, and charitable organizations do not qualify.

Beneficiaries must become entitled to their interest in the trust when the owner dies. FDIC coverage is based on the beneficiaries who meet this requirement at the time the bank fails. For example, let's say your living trust names your three children as beneficiaries but states that each child's share will pass to their children if the child dies before you do. Assuming all three children are alive at the time the bank fails, only the children — not the grandchildren — would be beneficiaries for insurance purposes. (That's because the grandchildren are not entitled to any trust assets while their parents are alive.) Coverage up to \$300,000 (\$100,000 per beneficiary) would be available on the trust's deposit accounts.

The account title at the bank must indicate that the account is held by a living trust. This rule can be met by using the terms "living trust" in the account title.

Not all banks and investments are insured. The FDIC insures deposits in most, but not all, banks and

Your Pipeline to Canadian Food and Beverage Products

**Come and visit us at Booth 177
Associated Food Dealers of Michigan
Show - April 20 & 21, 2004
at the Burton Manor in Livonia**

Canadian companies represented along with the
Canadian Consulate General in Detroit will be:

- **Walkerville Brewing Company**
- **Pelee Island Winery & Vineyards Inc.**
- **Colio Wines of Canada Ltd.**
- **Alberto's European Bakery**
- **Cameron's Brewing Company**

If you would like an introduction to other prospective suppliers,
service providers or business partners.....

Contact our office by calling Tom Quinn, Canadian Consulate General
in Detroit at Tel. 313-446-7024
or visit our website at: <http://www.dfait-maeci.gc.ca/detroit/>

Canada

Living Trusts, continued on page 16

April showers bring...



\$1,000,000 Dream

- On sale April 13
- Total commissions over \$640,000
- Top prizes of \$1,000,000
- Over \$7.8 million in total prizes



Harley-Davidson®

- On sale April 27
- Total commissions over \$730,000
- Win Harley-Davidson® motorcycles or up to \$50,000 instantly
- BONUS drawings for great Harley-Davidson® prizes



Double Millions

- On sale April 20
- Earn \$1.20 commission on every ticket – total commissions over \$1.4 million
- Over a thousand \$1,000 prizes
- Overall odds 1 in 2.19
- Over \$14 million in total prizes

... lots of cash.

Prepare for profits when the storm of new instant games hits this April. There's something for everyone, with prizes ranging from \$2,000,000 to Harley-Davidson® motorcycles and games like Happy Mother's Day, Michigan Rewards, Wild Wild Time and more! With the wide variety of price points and ticket themes there's instant fun for everyone. Encourage your customers to play, and the cash will come rain or shine.



savings associations in the country. Foreign banks are not covered, although they may have some similar type of insurance.

Traditional bank accounts, such as checking, savings, trusts and certificates of deposit, are insured through the FDIC. However, securities, mutual funds, annuities and similar types of investments purchased through a bank are not

covered by deposit insurance. Neither are the contents of a safe deposit box. Creditors (other than depositors) and shareholders of a failed bank or institution are not protected by federal insurance. Treasury securities (bills, notes, and bonds) purchased by an insured institution on your behalf are also not insured but they are backed by the full faith and credit of the United States Government. In the event a bank fails, there are still ways you can recoup your investment, through

another institution, a Federal Reserve Bank or the Department of the Treasury.

Basic FDIC Protection Rules

Maybe you can't remember the days when bank failures seemed as common as bank consolidations are today. Nevertheless, it's better to be safe than sorry: By staying within the boundaries established by the FDIC, your funds will be protected in the unlikely event your bank goes under.

For starters, the FDIC insures the first \$100,000 of funds in your account, including principal and interest. Furthermore, the \$100,000 limit is based on the type of ownership — not the number or type of accounts. For example, if you and your spouse have a joint account at a bank, the FDIC covers the first \$100,000 of funds for each spouse for total coverage of \$200,000. Plus, you're still covered for up to \$100,000 for an individual account at the same bank. Similarly, a separate \$100,000 limit applies to retirement accounts such as IRAs or SEPs.

Of course, if one owner of a joint account should suddenly die, the remaining owner becomes an individual owner. In that case, the FDIC coverage for the account will drop to \$100,000.

If you're affluent, you can spread the wealth around, since the \$100,000 limit applies separately to each financial institution. For instance, if you have half a million dollars in cash, you can be fully protected by depositing \$100,000 in each of five different banks.

Caveat: Pay attention to those bank consolidations — if two of the banks merge in the above example, your total coverage will be reduced to from \$500,000 to \$400,000.

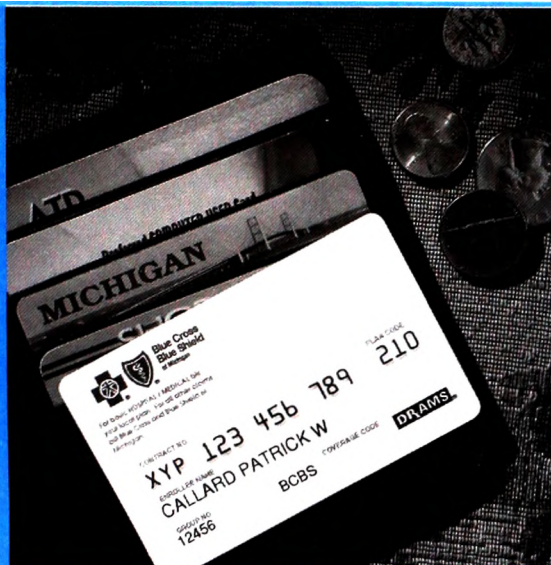
A Living Trust

Sometimes called a Revocable Living Trust, Family Trust or A-B Trust, a living trust is a formal revocable trust created while you're alive. As the owner or grantor, you specify who will receive the trust assets when you die. You keep control of the trust assets during your lifetime and can change the trust at any time.

At your death, a "successor trustee" distributes the assets in the trust according to your instructions.

One advantage: Upon death, assets held in a living trust bypass probate. That means the assets pass to your heirs without having to go through the probate process in the courts, which can be time-consuming and expensive. The successor trustee, who you named earlier, takes over without court oversight.

Randall A. Denha of Cox, Hodgman & Giarmarco is an attorney specializing in the areas of estate planning, wealth transfer planning and asset protection planning. Mr. Denha is an instructor at Oakland University's Certified Financial Planning Program. He is a frequent lecturer for various associations such as the Michigan Association of Certified Public Accountants, Michigan Association of Osteopathic Family Practitioners, banks, life insurance companies and brokerage firms.



The most Powerful Card in Your Wallet

Managed Traditional Plan

Community Blue PPO

Blue Care Network HMO

It's the Blue Cross Blue Shield of Michigan member card, and it's honored by more doctors and hospitals in Michigan than any other health insurance card.

More people in Michigan carry this card with confidence. The Blue Cross card — it can't buy you everything, but what it does pay for, money can't buy.

For information about Blue Cross coverage available to AFD members, please call Sheila Reeves at 1-800-66-66-AFD.

You and the POWER of *Blue!*

www.bcbsm.com



Blue Cross
Blue Shield
Blue Care Network
of Michigan

Nonprofit corporations and independent licensees of the Blue Cross and Blue Shield Association

FULL FLAVOR

FULL FORCE



Bacardi Flavors

Now available through

TRANS CON

population of the State of Michigan.

AFD: Dealing with the retail food industry for so long, I know that you represent many AFD members. You've dealt with just about every legal issue that a retailer could encounter. What is the most common issue that you help retail members work through?

Bellanca: Liquor violations. No question about it. The real problem is finding people who not only ask for I.D., but also read it correctly. I hope that the design of the new drivers' license will help solve the problem.

AFD: Can you tell us about one of the most unique?

Bellanca: Working with a storeowner who cashed so many checks every week that he drove the local bank branch near him to closure, so the main office cancelled his account.

AFD: Let's talk a little about your firm. How long has Bellanca, Beattie & DeLisle been in business?

Bellanca: My father originally founded the firm in 1935. It has

undergone many name changes since then but has been intact now for 68 years. We are proud of our longevity. Few firms around can boast a continuous operation for that long a period of time. Like a lot of the member stores of AFD, we have, for all of that period of time, been basically a family business. My father was an immigrant to this country, the first in his family to get a college education, let alone a law degree. He had three sons and we all followed him in the practice. Unfortunately, my father died while I was still in college. He was 57 and I was 20. He never saw me join my brothers in the firm he created. I have been fortunate enough to see my son James, III follow his grandfather, his uncle and his father in the firm's business.

AFD: What are your specialties?

Bellanca: We have been described as a boutique law firm specializing in business and business related problems. There are six partners, each of us have a different specialty that compliments the business and organizational work that we do for our clients. Most of our clients are small, closely held corporations, family businesses not unlike ours, who must meet the challenges of a very complex business world.

In addition, we do have lawyers that work in commercial litigation, divorce, personal injury and estate planning. We have been privileged to represent several municipalities and counties, members of the firm serve on planning commissions, act as administrative law judges and are otherwise active in bar related activities and charitable endeavors.

AFD: I know your son joined your firm a while back. That must make you very proud. What does he specialize in? How long has he been working with you?

Bellanca: My son Jimmy would like to expand his work in the area of sports and entertainment law. After he graduated from college while he was deciding whether to go to law school, he became a fulltime varsity swim coach at Grosse Pointe South High School and also coached for both the Grosse Pointe Yacht Club and the Detroit Yacht Club. He also worked with my brother Peter—before his death—with the Detroit Actor's Guild and—since his death—with his cousin, Roselie, in producing plays throughout the Metropolitan area of Detroit. He continued to do those things while he was in law school, continues to this day to work with Roselie in these productions handling contract matters for her, and has begun to

develop other clients in the entertainment industry. Some have called on him from as far away as New York. He officially became a lawyer in November of 2002 and occupies the office right next to mine so he gets a lot of the follow through work for my corporate and business clients. He probably points to the fact that several of them now call on him first, skipping over his Dad. He not only makes me very proud, he keeps me on my toes. It has become almost a full-time job just staying one step ahead of him.

AFD: Is it difficult to work with your son on a daily basis?

Bellanca: I think there are difficulties relating to having your son work in your business, just as there are difficulties associated with being in business with your brothers. We have had a lot of practice at it since it is the only way we have been in business since the beginning.

AFD: What advice can you give to others who work daily with their children?

Bellanca: I guess the advice that I would give for someone who wants to be in business with family is that you can never let the business

Ten Questions, continued on page 22

Visit us at the
AFD Trade Show!

McCormick
DISTILLING CO., INC.
founded 1836

Order through NWS MI— 888-697-6424
Call your rep at



Diamond
Financial Products

NEW!

**INTRODUCING the card that pays YOU
every time it's used.**

**The new Diamond
Financial Products
MasterCard® Prepaid
Card...a powerful new
profit center for your store,
is accepted everywhere
MasterCard debit cards
are accepted.**



The Diamond Financial Products Prepaid MasterCard Card gives your customers a safe, convenient and prestigious way to manage their money. It's the ideal way for them to go shopping, pay bills, make reservations and more. Best of all, whenever your customer uses their card, you get paid. And you receive commissions for loading and monthly service, too.

Here's why your customers will love it.

- They're already approved
- No application
- No security deposits
- No credit checks
- They don't even need a bank account.

**Here's how you can use Our MasterCard program to
build your bottom line.**

- Tie into a brand new revenue stream
- Increase your check cashing business with less cash on hand
- Increase customer loyalty and spending
- It costs your customers less than ATMs or Money Orders
- It's fast and easy, and you get paid every time it's used.

**Join the program that
builds your bottom line.**

Call 1.866.232.5635

or visit us at www.diamondcard.com

Card issued by BANKFIRST

Take a look at this chart to see just how much you can earn.*

Active Customer Cards	Potential Monthly Earnings
1 – 200	Up to \$470
201 – 400	\$506 – \$1116
401 – 600	\$1287 – \$1926
600 – 800	\$2205 – \$2936
801+	\$3268 and up!

*Earnings will vary depending on card usage.



A balancing act for the serious investor.

The most important investment decision you may ever make won't be the choice of a stock, bond or mutual fund. It will be how you decide to allocate your assets. Most industry experts believe that up to 90% of long-term returns are directly attributable to this one decision. Asset allocation helps reduce volatility, minimize risk and optimize return. Sagemark Consulting can help you and your advisors develop and maintain a personalized, long-term asset allocation plan—one that balances things just the way you want. Find out more. Call us today.

Michael J. LoGrasso CLU, ChFc

Sagemark Consulting

26555 Evergreen Road 16th Floor • Southfield, MI 48076

1-800-382-8122

Sagemark
Consulting

A member of Lincoln Financial Group

Advisory services offered through Lincoln Financial Advisors Corp., a registered investment advisor. Insurance offered through Lincoln affiliates and other fine companies. Securities offered through Lincoln Financial Corp., a broker/dealer (member SIPC). Lincoln Financial Group is the marketing name for Lincoln National Corp. and its affiliates.

© 2003 Lincoln Financial Advisors

CRN0100712

Great Lakes
t e l e p h o n e



24650 Sherwood Ave.
Center Line, MI 48015

586-427-0445

or 800-236-4820

586-427-0457 Fax

or visit us on the Web:
greatlakestelephone.com



ATMs

*Sales, Service,
Leasing*
• Local Provider
• Low Cost



**Thru-Wall
ATMs**

• 100% Surcharge
• Web Reporting



**Pay
Telephones**

*Operation and
Management*

**Pre-paid
Calling Cards**

• USA • Mexican
• Private Label



i'm looking for trouble, so trouble
doesn't find you.



Rick Foltman
Meteorologist

Meet our resident meteorologist. He's always on the lookout for potentially dangerous weather patterns. While he can't prevent storms, he can alert all of us at DTE Energy when there's trouble heading our way. And should a damaging storm strike, we immediately go to work to help put things right again. We truly understand how much you depend on us. That's why we're committed to doing our jobs better and better, everyday, come rain or come shine.

DTE Energy



dteenergy.com

For all the energy you'll ever need | **e = DTE**

become more important than the family. You have to find a way to separate your relationship as fathers, brothers, or children, from your relationship as co-partners. It is not easy. As an uncle over a nephew or a father over the son, you have the last say and they are not equal. When it comes to business, however, if you are going to allow your child to grow in the business and become a vital part of the business and in

effect take over for you, you have to set aside your dominance as a parent and treat him as a co-equal in the business. That doesn't mean you can't criticize him when he is wrong, nor does it mean that you should not give him an opportunity to prove that he is right or to take responsibility and the credit when he is right. I think too often family working together either tries to protect the younger generation from the mistakes of the older generation or is overly critical when those

mistakes are made. You always have to remember that everything in life, whether it is the business you are in, or the family that you are raising, or the sports that you play, is a learning experience and the best way and sometimes the only way you learn is to make mistakes.

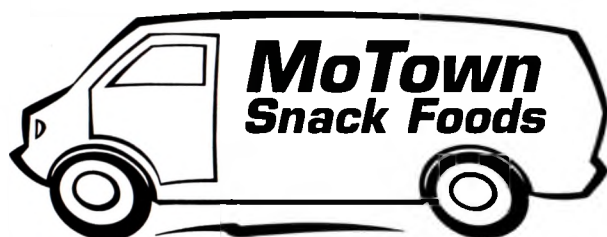
In the end, you have to allow people to fall down so they know what the feeling is like and how better to avoid it than to shelter them from stumbling. In my business,

however, you also have to be careful that the client's best interests are being protected. So it gets a little complicated, but it certainly is workable.

The rewards, however, are unparalleled and cannot be counted in dollars. To see your son or your daughter grow in his or her chosen profession, to be a part of that continuing growing experience, to be not only their parent but their mentor in business, is a greater reward than money could ever bring.

MoTown Snack Foods

**Wants to
be your Snack Food
Distributor**



Looking for a "complete" snack food distributor? Then look no further.

MoTown Snack Foods offers a full line of quality snack foods from potato and tortilla chips to pretzels, popcorn, nuts, cookies, meats and brownies.



We supply such quality names as Jays, Cape Cod and Lance.



Call Jim O'Shea at (313) 931-3205
for further details regarding your store needs and promotions.

Milk – It Puts a Body to Sleep

Researchers have taken the old wives' tale about drinking warm milk to help you sleep to a new level.

The scientists report that they have completed trials for the launch of a new type of milk that they claim will help people suffering from sleep problems to establish a good pattern of sleep within two weeks. The milk contains higher levels of melatonin, because it comes from dairy herds that provide milk with elevated levels of the substance at the morning milking.

More than 60 percent of adults with regular sleep problems, according to the researchers, who say that sleeplessness is becoming a risk to the nation's health as a result of diet and lack of exercise. Nighttime milk is set to hit supermarket shelves soon and comes from specially selected dairy herds that provide milk with higher-than-usual levels of melatonin.

Melatonin is a natural hormone that plays a central part in regulating sleep patterns and, in the medical world, is often used as a drug to help people with chronic sleep problems, say the researchers.

"Melatonin is the brain's way of telling the body that it is nighttime. It helps to reduce the body temperature, which is necessary for a good night's sleep," said sleep expert Dr. Chris Idzikowski.

The milk, which is designed to be drunk warm as part of the bedtime routine, can also be consumed during the day without causing drowsiness. The researchers say this is due to the fact that human levels of melatonin are naturally very low during daylight hours.

NEW!

Now you can have your pie and drink it too!



NEW! Diet Faygo Chocolate Cream Pie.

MANUFACTURER'S COUPON • EXPIRES MAY 31, 2004

25¢ OFF any size **diet Faygo®** product

VOID

To redeem: Faygo Beverages Inc. will redeem this coupon for 25¢ off of any Diet Faygo soft drink purchase. (1) It is taken in payment only and (2) it is mailed to Faygo Beverages, P.O. Box 100, El Paso, Texas 79968-0100. Void where prohibited, taxed or restricted. Coupon good only on brand specified. Not transferable. Invoices proving purchases of sufficient to cover coupon presented for redemption must be upon request. Customers must pay sales tax and where applicable. Cash redemption 1/20 of 1 cent.

diet Faygo®

0 calories, 0 carbs & 0 guilt!

**200,000 coupons placed in
Weight Watchers' ThinLine Magazine!**

SBA Announces New Director for Michigan District Office

Small Business Administration (SBA) Administrator Hector V. Barreto named Richard Temkin as district director for SBA's Michigan District. The Michigan office serves all 83 counties throughout the state. As district director, Temkin will oversee the delivery of the SBA's economic development and finance

programs throughout Michigan.

"There are more than 717,000 small businesses in Michigan, and they will be well served with Richard Temkin leading our district operations there," Barreto said. "Richard has worked in the SBA's district office in Michigan for more than two decades, and he has led

that office as acting director for two and a half years. His tenure there has been marked by success, not just of the SBA, but of its small business customers across Michigan. Richard's record of dedication and experience left no doubt that he was the perfect person for this challenging job."

Temkin has served as acting district director for the Michigan Office since June 2001. Under his leadership, the number of SBA loans in Michigan has increased dramatically in all categories. In fact, the Michigan office's FY 2003 loan production exceeded its previous record of 1,151 loans by 49 percent, with the number to minority groups increasing by 101 percent. In FY 2003, the SBA and its resource partners counseled and trained over 40,000 entrepreneurs in the state and lenders made 1,717 SBA-backed loans totaling \$377.5 million. There has also been improvement in the production of the SBA Express Program in Michigan, which increased by a whopping 235 percent in FY 2003, with a total of 684 loans for \$41.5 million.

"We are pleased to have Richard Temkin managing our operations in the state of Michigan," said SBA Midwest Regional Administrator Patrick Rea. "Temkin has already made tremendous inroads in Michigan with a boost in loan productivity and strong relationships within the small business community."

"Dick Temkin is good for small business," said Rob Fowler, President of the Small Business Association of Michigan. "He has been a long time supporter of small business and knows small business in Michigan. Temkin is an excellent choice for district director."

Temkin is a career employee with SBA, having joined the agency over 35 years ago after graduating from the Columbia University Graduate School of Business. He has worked for the agency in Washington, D.C. at both the local and national levels, and in Cleveland and Chicago. Mr. Temkin is married, has three children, and lives in Farmington Hills. An avid bridge player, he is a life master of the American Contract Bridge League.

"It is a privilege and an honor to be appointed the District Director for the state of Michigan," said Temkin. "I look forward to working even more closely with Michigan's small business community and SBA's resource partners to help build Michigan's economy."



Distributors of:
Uncle Ray's Snacks
Nick's Snacks
Cloverhill Pastry
Mrs. Freshly's
Grampa Jones
Bud's Best Cookies
Candy Closeouts
and other Fine snacks



A Division of Flowers Snack Group, LLC

Nikhlas Distributors, Inc.

1776 E. Nine Mile Road • Hazel Park, MI 48030

Phone: 248-582-8830 • Fax: 248-582-8840

Servicing the Wholesale and Vending Trade



**As proud members of AFD,
Sherwood Food Distributors**

Would like to invite all of your members
and our customers to visit our 40 BOOTHS
At AFD's

20th Trade Show Anniversary!
at Burton Manor • April 20 & 21, 2004



GREAT VALUES and DEALS
will be given for those who
attend the show!



Come and visit your suppliers
and take advantage of
SPECIAL SHOW PRICING!
Learn what new products are
coming to market that might be
of interest to you.



Every booth will have samples
you can taste, so
COME HUNGRY!!!



Attend and book your
MEMORIAL DAY NEEDS!



YOU CAN'T SAVE UNLESS YOU ATTEND!
Pre-Register with your Sherwood Foods Sales
Representative or Call for Information:

(313) 366-3100

GuestProfile

Justice Stephen Markman helps protect store owners from unfair liability

By Kathy Blake

Michigan Supreme Court Justice Stephen J. Markman recently talked to AFD's executive board about store owner's liabilities. Retailers hold a large degree of responsibility for the safety and health of customers.

Markman has been part of the Michigan Supreme Court majority that has decided many cases which charge business owners with liability for damages from injuries sustained on store property. Markman said they receive approximately 125 civil disputes each month involving individuals and businesses. Many of these cases deal with the obligations and rights of small business owners. In addition, they deal with approximately 125 criminal appeals every month.

In a landmark suit, *McDonald vs Lowry*, in which dissenters

attempted to make a business owner liable for injuries to victims from criminal activities which took place on the premises, his court ruled 5-2, in favor of Lowry, the business owner.

It was decided that it is not the merchant's responsibility to anticipate and prevent criminal acts against its patrons. They do however have a duty to respond reasonably to situations that pose an imminent and foreseeable harm to identifiable invitees.

Justice Markman said the first responsibility of government and the courts is to protect people from violent criminals. This is the first civil right of all citizens." However, he believes that should not be at the expense of other citizens.

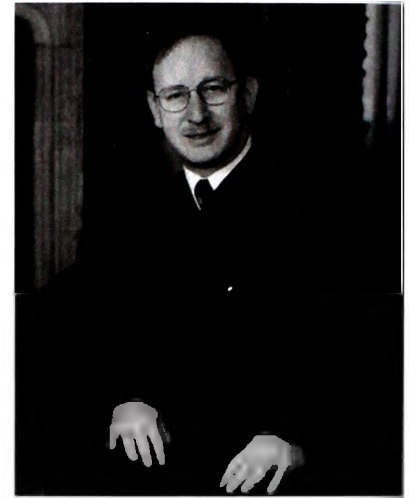
"A merchant has no obligation to prevent crimes. To hold otherwise would unfairly expose merchants in

high crime areas and would put the pressure on them," said Markman adding, "The dissenters rule would have a pernicious and devastating effect on Michigan's urban and high crime areas." He believes that citizens should have the right to operate a business free of unreasonable obligations.

Justice Markman said the Michigan Supreme Court is a court that believes deeply in personal responsibility.

Markman quoted a recent *Wall Street Journal* article which stated, there is probably no court in the U.S. that is less receptive to novel theories by which violent offenders can escape responsibility for their actions.

Markman, who plans to run again for justice in this fall's election, said



the rules on judicial campaigning are different from other elected officials. In their campaigns, potential judges

Justice, continued on page 30



DAIRY COMPANY
Proud Members of the
Prairie Farms Dairy Family



Owned and Operated
by Dairy Farmers
Across the Midwest

(800) 399-6970
prairiefarms.com

U.S. ICE

Where **Service,**
Quality and **Price** meet!

- Cube Ice
- Block Ice
- Crushed Ice
- Dry Ice
- Cash & Carry
Department at
Wholesale Prices
- Best Prices in Town!
- Centrally Located
for best Delivery!

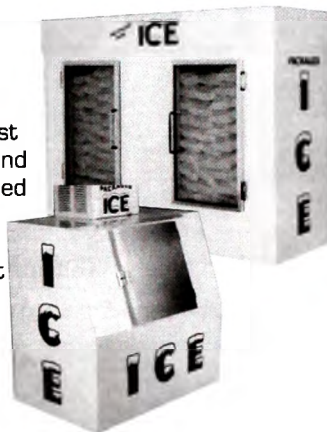
IT'S U.S. ICE'S 20TH ANNIVERSARY

SERVICE

U.S. ICE knows that the best way to attract new customers, and to maintain the trust of established customers is to provide fast, reliable delivery. For this reason, when we built our state-of-the-art ice manufacturing facility, we purposely chose a location with the best access to the entire Detroit metropolitan area.

PRICE

U.S. ICE has always been known for its competitive pricing structure, personalized specifically to your individual needs.



QUALITY

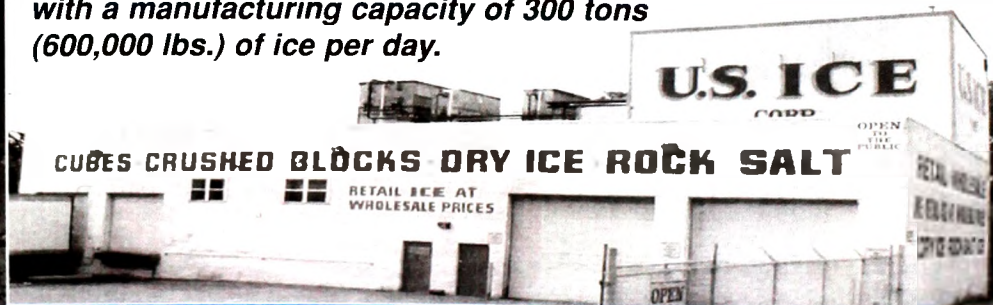
In the ice business, there are two basic choices of ice styles: VOGT and TURBO. Turbo ice has no uniformity whatsoever, as the machinery produces flat sheets of ice that are sent through a crusher; Vogt ice machinery produces long, cylindrical tubes of ice with a hollow center that are sliced to perfect uniformity. Over the years it has become apparent that our customers much prefer Vogt ice for its consistent drinking pleasure. That is why all U.S. ICE is manufactured by the Vogt ice process.

U.S. ICE CORP.

10625 W. 8 Mile Road • Detroit, MI 48221
(313) 862-3344 Fax (313) 862-5892



LARGEST ICE MANUFACTURER IN THE CITY OF DETROIT,
with a manufacturing capacity of 300 tons
(600,000 lbs.) of ice per day.



Call the ICE LINE: (313) 862-3344

Frozen Assets

High Profits—Low Maintenance

Experience the Power of the

Blue Box



Customers of the Nestle® Freezer Program enjoy a delicious variety of name-brand ice cream novelties, complete point of sale program and impeccable service provided by Melody Farms, Michigan's premier ice cream/dairy company and exclusive distributor of the Nestle® Freezer Program for Michigan. Call today for information on how you can offer your customers top-selling ice cream novelties by Nestle®.



1-800-686-6866 • www.melodyfarms.com

berryclear™



Sprite®
Remix™

Now Available in Fridge Pack Multi-Packs, 20oz and 2 Liter Bottles.

© 2004 The Coca-Cola Company. "Sprite," "Remix," and "berryclear" are trademarks of The Coca-Cola Company.

can't give their opinions on any particular ruling. Legislators can say they'll vote for a particular bill, but justices must stay uncommitted. Markman said, "We have to apply the law, even-handedly." Although non-partisan, Markman added, "We can articulate our philosophical standards by which we decide cases." In particular, Justice Markman says that the principal responsibility of the judge is to read the words of the lawmaker faithfully."

Justice Markman takes his position seriously. He was appointed to the Michigan Supreme Court by Governor John Engler in 1999, to fill the seat vacated by Justice James H. Brickley. In 2000, he was elected to finish the former justice's term. Markman is seeking to fill the full eight-year term this fall.

"The role of the judge is to say what the law is, not what it ought to be," Justice Markman explained. "We try to create a clear and stable law, one that takes seriously our obligation to provide clear guidance to citizens as to their rights and responsibilities."

Justice Markman has a solid and impressive career background. He

grew up in Detroit, graduating from Duke University in North Carolina and earned his law degree from the University of Cincinnati, Ohio. He went to work in Washington as Chief Counsel of the U.S. Senate Subcommittee on the Constitution and as Deputy Chief Counsel of the U.S. Senate Judiciary Committee for seven years.

Markman traveled to the Ukraine on behalf of the State Department and the American Bar Association, to assist in the development of the nation's new constitution.

Markman was nominated by President Ronald Reagan and served four years as Assistant Attorney General of the U.S. In that position, he headed the Justice Department's office of legal policy and worked on developing long-term legislative goals and coordinated the federal judicial selection process. He was nominated by former President George Bush to his next position as U.S. Attorney in Michigan in which he served as a prosecutor from 1989-1993. "We fought public corruption in places like Detroit and were effective in prosecutions of repeat violent firearms offenders," said Markman.

He practiced law with the firm Miller, Canfield, Paddock and Stone in Detroit. Next, he was appointed as judge on the Michigan Court of Appeals, and was reelected in 1996 and 1998. Markman was one of 28 judges.

Other activities of Justice Markman include teaching constitutional law at Hillsdale College. He has authored articles for numerous

publications including the Stanford Law Review, the Harvard Journal of Law and Public Policy, the University of Chicago Law Review, the American Criminal Justice Law Review and the Detroit College of Law Review. He has actively participated in and spoken before numerous youth and civic organizations in Detroit and throughout Michigan.

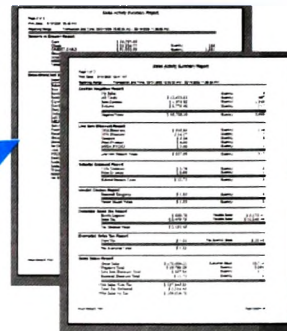
Helpful numbers to keep on hand

Michigan Department of Agriculture	1-800-292-3939
Michigan Liquor Control Commission	(517) 322-1400
Michigan Lottery	(517) 335-5600
WIC	(517) 335-8937
EBT Customer Service	1-800-350-8533
Food and Nutrition Service/Food Stamps	Detroit (313) 226-4930 Grand Rapids (616) 954-0319
Michigan Consumer and Industry Services	(517) 373-1580
Michigan Department of Treasury/Tobacco	(517) 241-8180
Michigan Department of Attorney General	(517) 373-1110

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

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

**Our customers can get
detailed sales information
in 20 seconds . . .
Can you?**



- Check out faster • Improve price accuracy
- Track Inventory • Monitor Performance
- Manage your store easier with

CATAPULT
Retail Enterprise Automation

Point of Sale

ECS
ECR SOFTWARE CORPORATION

and

Marketplace Solutions
of Michigan, LLC

Visit us in Booth 229
at the AFD Show

800-291-6218
www.mpsmi.com



Teen Robbers Look for Escape Route

Teenage robbers say that the most important factor they look for when targeting a store is an escape route, with money second in importance. Cameras and unarmed guards, on the other hand, make little difference to them, perhaps because nearly half wore disguises.

Those are some of the findings in a new study, *Teenage Robbers: How and Why They Rob*, authored by sociologist and security expert Dr. Rosemary Erickson, president of Athena Research Corp.

The study's findings were based on interviews with virtually all (85 percent) of the robbers from 13 to 18 years of age incarcerated in Texas in the summer of 2001.

The findings of the report include:

- Overall, what teenage robbers look for in targeting stores is virtually identical to that of the adults. However, teens expect much more money from any location than do the adults.

- Teenage robbers have bravado beyond that of the adults, as far as

power and control. They believe they can do virtually anything with a partner and a gun, and are more likely to have a partner and a gun than adult robbers are.

- Fully 90 percent of teenage robbers did not think they would be caught; an equal number did not know how

long their sentence would be.

- Even more than the adults, half of the teenage robbers say they were drunk or high at the time of the robbery.

- Teenage robbers had committed multiple robberies, even at this young age, and had committed more

violent types of robberies, including street muggings, car-jackings, and home invasions.

- Many teenage robbers do not drive because they are not old enough to be licensed; 60 percent lived within two miles of the site they robbed, while 40 percent of the adults lived that close. -NACS

Pepsi Takes Low-Carb to the Edge

Pepsi-Cola North America is hoping to quench consumers' growing thirst for low-carb libations.

The company announced at its national bottlers convention in Las Vegas that it will launch Pepsi Edge, which contains 50 percent less sugar, carbohydrates and calories than regular colas.

Pepsi Edge maintains its full-flavored cola taste through a blend of Splenda (sucralose) and high-fructose corn syrup, said the company. The national rollout will begin late this summer.

"The time is right, the proposition is strong and everyone we've talked to is ready for this idea," said Dave Burwick, SVP and chief marketing officer, Pepsi-Cola North America. "This product hits the sweet spot with a great balance of taste, diet needs and Pepsi persona."

► Where business and possibility meet.



With one-on-one service, a full array of the latest financial products, and worldwide reach and resources, Standard Federal is committed to helping local businesses discover what's truly possible.

Personal Banking • Commercial Banking • Wealth Management

True Possibility  Standard Federal Bank
ABN AMRO

standardfederalbank.com
Wealth Management is a division of LaSalle Bank, N.A. ©2004 Standard Federal Bank N.A. Member FDIC. Equal Opportunity Lender

Miller is First to Offer Americans Beer in 'Fridge Packs'

Miller Brewing Company announced its plan to give American beer drinkers its brews in innovative new packaging – designed to fit conveniently into home refrigerators. Miller is the first to bring the 'Fridge Pack,' a popular consumer package in other beverage segments, to the brewing industry. Miller Lite and Miller Genuine Draft fridge packs will be available wherever canned beer is sold across the USA by the end of this month.

"This is the next milestone for Miller as a brewer and a marketer," said Bob Mikulay, executive vice president for marketing at Miller. "It's innovative packaging for innovative brands – we are very pleased with the results and we think American beer drinkers will be too."

Miller will also produce Icehouse fridge packs in southeastern markets and Miller Genuine Draft Light fridge packs in the Midwest.



Mid-Calorie Coca-Cola

Coca-Cola reportedly will join the mid-calorie soft drink battle this summer, with a drink that currently is being referred to as "Coke Ultra."

This drink, which has fewer calories and carbohydrates than sugared soft drinks, but more than diet soda, currently is being tested. When released, it will compete with Pepsi Edge, PepsiCo's mid-calorie entry.

AdWeek reports that Coke is likely to spend as much as \$50 million for ad support of the new soft drink.

The magazine also reports that Cadbury Schweppes plans its own mid-calorie drink in the Dr Pepper line.

Retailers Abuzz About "Dark" Future of Gourmet Chocolate

A new study by market research publisher Packaged Facts titled *Market Trends: The U.S. Market for Gourmet Chocolate* reports that the higher cocoa, lower sugar content and antioxidant properties of premium dark chocolate are making it a more attractive treat for health-conscious Americans, especially those counting carbs. The potential

health benefits of premium dark chocolate versus higher sugar, higher fat mass-market counterparts are causing consumers to reevaluate their attitudes toward the gourmet chocolate market. Overall sales in this segment have been on the rise in recent years, growing to \$243 million at retail in 2003.

Sixty nine percent of Americans

agree that rich, dark chocolate is an upscale, indulgent alternative to standard off-the-shelf chocolate varieties. Overall, the gourmet chocolate market has enjoyed a vitality that is seemingly missing from the mass market, thanks to innovative niche marketers, the increased availability of better quality chocolates and the highly publicized health benefits of

dark chocolates.

"American consumers like to have their cake, or in this case candy, and eat it too," said Don Montuori, Acquisitions Editor for Packaged Facts. "And the darker chocolate varieties offer a healthier, and for retailers profitable option with which we can satisfy this type of indulgence."

Introducing

Baker's Inn™

Sliced Bakery Breads



The Next Generation of Super Premium Breads

Coming soon to a grocery store near you!

- ♥ Eight Delicious Varieties
- ♥ Innovative Packaging That Says Bakery Fresh
- ♥ Heartier Breads
- ♥ Healthy Products

For more information, call 586-792-7580

**New Size . New Package.
New Flavors. Same Great Taste.**



JACK DANIEL'S
OLD TIME QUALITY
COUNTRY COCKTAILS
NEW 10oz-4 PACK



*Available in current six flavors
plus **INTRODUCING:***

Citrus Jack Splash:

A refreshing beverage with the
flavors of lemon, lime,
grapefruit and watermelon.

Black Jack Cola:

A ready to drink cocktail, with
the classic flavor of cola, with
a hint of lemon and lime.



SEE YOUR LOCAL JACK DANIEL'S COUNTRY COCKTAILS DISTRIBUTOR

Remote Cigarette Sellers Taxing Michigan Law Enforcement

"The Internet has become a huge problem. That's where people are turning to buy their cigarettes," said Detective Bryan Buchan, who is a

member of Michigan's Tobacco Tax Enforcement Team.

In fact, online sellers are a bigger problem than neighboring state

Indiana's lower cigarette tax, Michigan State Police told the *Tribune*.

Buchan said that the state police

worked with the U.S. Postal Service to seize more than 550 cartons of cigarettes from a residence in Warren. The cartons—which were supposed to include \$12.50 each in state taxes—did not have Michigan tax stamps. Law-enforcement also seized more than 2,000 packages at post offices in Warren and Hamtramck. Each of the packages contained one carton of cigarettes and was shipped by Internet sellers from Europe and South America.

The sellers can skirt federal excise taxes by shipping one carton of cigarettes at a time. However, Michigan and Indiana laws do not allow untaxed cigarettes to be imported—even one pack of cigarettes bought across the state border, Buchan told the *Tribune*.

Violators of the tax laws can face civil fines of up to twice the taxable amount per carton or pack of cigarettes in addition to interest, and up to five years in jail.

Gov. Jennifer Granholm wants to hike the state's excise tax from \$1.25 per pack to \$2 per pack (see front page story). According to the State News, Granholm's proposal to raise the state cigarette tax by 75 cents per pack "could spur smokers to buy their smokes from other states."

Buchan also said a hike in Michigan's cigarette tax will also make the four-member Tobacco Tax Enforcement Team's job much harder.

"Every time the tax goes up, crime goes up, contraband trafficking goes up," said Buchan.

As more and more states increase their cigarette excise taxes, many convenience store customers are flocking to tax-free Internet sites to evade higher taxes.

USDA to expand cattle testing

Secretary of Agriculture Ann M. Veneman announced her department will dedicate an additional \$70 million to test more than 200,000 cattle per year for BSE, up from the current 40,000. The tests will include up to 20,000 healthy cattle that ate feed produced before 1997, when the FDA put new restrictions on cattle feed.

—The Washington Post

CATCH THE BUZZ

STACKER 2

YJ STINGER
EXTREME ENERGY DRINK

FEEL THE STING

- IMPROVE PERFORMANCE
- INCREASE ENERGY
- ENHANCE CONCENTRATION

Stinger and PJ Products are distributed exclusively by
M.J.C. Dist.

Statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

To order Stinger or PJ products, call
248-360-1005, visit our booth at the AFD Show, or
visit your local Metro Detroit United Wholesale Grocery.



Another match made
in heaven

Daily 3&4 + **DAILY DOUBLE**

**DAILY
DOUBLE**
Daily 3&4

ON SALE APRIL 25TH

Sometimes two good things join to form one fantastic pair! It's called the Daily Double – a great new addition to the Daily 3&4 that's sure to bring excitement to your store! When customers play their regular Daily Games, they can choose the Daily Double for another \$1. It plays just like the Daily 3&4, and pays out an average of 20% more.

With Daily Double, players win larger cash prizes on the spot, in your store, making for lots of very happy customers. Be sure to tell your Daily 3&4 players about the new Daily Double!



Eden Foods grows...naturally

Eden Foods sprouted during the organic food revolution of the 1960s. Fearing that processed foods, pesticides, herbicides and chemical fertilizers were a threat to their health, people around the world began to focus on macrobiotics, a diet and lifestyle focused on whole grains, local seasoned vegetables and the order of Nature. In the 1960's George Ohsawa, the father of macrobiotics, taught that we may achieve health, happiness, and peace on Earth by returning to a more peaceful way of growing, handling, and enjoying food. This remains Eden's dream and mission.

Eden began as a natural food co-op in Ann Arbor in 1968. There was no organic commercial scale farming

president / C.E.O. and owner, who started working for Eden in 1970. "We still hear from people who remember the good times and great food at the EDEN Deli."

In 1972 Eden moved into their first warehouse and established direct relations with makers of Japanese traditional and macrobiotic food. They began distributing EDEN brand sea vegetables, teas, miso, shoyu, umeboshi plums, kuzu root, rice vinegar, rice bran pickles, mirin, whole grains, dry beans, and more to stores, bakeries, and co-ops throughout the Midwest.

Eden Organic Pasta began in the late 1970s as the company seeking more whole food variety. "The only whole grain in grocery stores at the time

were Rye Krisp and Shredded Wheat," says Potter. "We thought, 'what about whole grain pasta?'" Eden enlisted the Schmidt Noodle Company in Detroit, a specialty pasta maker serving the city's Polish and German communities

since 1923. At first they said they couldn't make pasta from whole grain, but Eden convinced them to try. EDEN Whole Wheat Spaghetti succeeded. Eden purchased the plant in 1982, and in 1989 it became North America's first certified organic food processing facility.

In 1983 Eden discovered an originative food, a soymilk made using a new technique pioneered at Cornell University and engineered in Japan. Excited by the discovery, they improved the recipe to satisfy American tastes and introduced it as EDENSOY® at a national trade show in July of that year. Its phenomenal success created a new grocery category, and today EDENSOY is the only brand that offers a full line of organic soymilks.

Eden had sold organic dry pinto beans, kidney beans, black turtle beans, etc. from the start, and they knew that their customers would love convenient, pre-cooked,



EDENSOY plant

organically grown beans. They located a cannery with a solid reputation for cooking beans right, and introduced EDEN Organic Canned Beans in 1991. The cannery, New Meridian Company in Eaton, Indiana became Eden's second certified organic processing facility in 1994.

In 2001 Eden acquired North America's only certified organic producer of traditional Japanese noodles, the Sobaya Company of Montreal, a company Eden has worked with well over 15 years. This acquisition has deepened their supply side and brought them closer with the Canadian market, Potter says.

Eden's Clinton, Michigan headquarters – 26 contiguous acres with native woods, wetlands, and organic gardens – is home to their main offices, warehouse, organic mill, and production line. Eden West, the company's warehouse and office in San Francisco, is a vital link with their western U.S. and Pacific Rim customers and their Japanese suppliers.

As organically grown food was maturing, Eden saw a need for systems to ensure authenticity, practices and documentation at the farm, during storage and

transportation, in processing and packaging. They learned that an 'audit trail', or record trail covering every movement and food contact surface is essential to making the claim Certified Organic. With this knowledge they drafted the first standards in the Americas for organic food handling and processing.

In 1983 Eden went to Europe to study organic certification systems there, brought back their shared documents and had them translated at the University of Michigan. These documents catalyzed the first third-party organic certification agencies in North America. Today Eden accepts certification from OCIA, FVO, Oregon Tilth, Demeter, Global Organic Alliance, Stellar, and CCOF because they insist on a detailed audit trail.

Eden has been historically outspoken against irradiation, genetically engineered organisms (GEOs), and threats to organic standards. They support grassroots consumer groups and like minded organizations working to defend the true meaning of organic. "With national regulation of 'organic' by the USDA, big businesses see an

Eden, continued on page 30



Eden organic pasta

then, so the company's founders traveled the back roads to find farmers who would grow without the use of pesticides, herbicides, fungicides, or chemical fertilizers. They set out more widely to find grain, soy foods, sea vegetables, and vegetable oils, and step by step, established a dedicated network of family farms and suppliers.

Eden's co-op grew into a retail store and the EDEN® brand was born in 1969. They produced whole grain flours on a stone mill, and their roaster and mixer made cereals. They bottled unrefined vegetable oils, filled jars with sesame butter, and made nut butters with a Hobart grinder. Health food stores began to request their food for resale, sparking their distribution enterprise.

The Eden store thrived and expanded with a cafeteria, bakery, and book section. "It was one of the few places in the United States where you could get miso, sea vegetables, and organic whole grain flour," says Michael Potter, Eden's



Eden organic pasta factory

1800®, AÑEJO, REPOSADO, AND NOW SILVER.

THE ULTIMATE PORTFOLIO OF
100% AGAVE TEQUILAS



INTRODUCING 1800® SILVER. COMPLETING OUR PORTFOLIO OF 100% AGAVE TEQUILAS.
FOR YOUR CUSTOMERS WHO ARE READY FOR THE SMOOTH TASTE OF SUPER-PREMIUM TEQUILAS.
WITH 1800®, THEY CAN ENJOY THE ULTIMATE SHOT, THE ULTIMATE MARGARITA AND
THE ULTIMATE TEQUILA COCKTAIL.

PROUDLY DISTRIBUTED BY TRANS-CON, CO. • 1-888-440-0200

MLCC Product Codes

Añejo: 8435-0

Reposado: 5970-7

Silver: 1678-0

NewsNotes

Meijer Goes Through a Makeover

Big-box retailer Meijer is appealing to upscale tastes as it looks to refine its product offerings.

Meijer is testing new products—such as to-go gourmet food, hand-painted chocolates, sushi and \$120 bottles of wine—at two stores, reports CIES—News of the Day.

The company is also trying out a drive-thru pharmacy and lower shelves to give its store design a more open feel.

Competition from Wal-Mart prompted Meijer to implement a number of cost-cutting measures in addition to reformulating its store offer. The company announced that it will eliminate 1,900 management positions, mostly by dropping the number of managers per store to 30 from 42.

At present, Meijer has 158 stores and recorded sales of more than \$11 billion during its last financial year.

Goldfish to Slim Down

Campbell Soup Company recently announced that it is removing trans fatty acids from its Pepperidge Farm Goldfish crackers. Trans fatty acids have been linked recently to several health ailments, including heart disease. —The New York Times

Enchanté, Gallo

Decanter.com reports that California's E&J Gallo plans to bring a red French wine to the US. "Red Bicyclette," as the new wine is called, will have an English language label, will be produced in the Rhône and Languedoc regions of France, and will probably retail for under \$10.

The goal is to create a user-friendly French wine that will appeal to US consumers. If nothing else, the timing is intriguing, since there's currently a lot of concern among French winemakers because exports of their

products are off almost 10% from last year.

SupermarketGuru.com, reported that even "domestic sales of French wine were off by about five percent last year, with consumption of wine in French restaurants down more than 15 percent. And French adults, who drank an average of 100 liters of wine a year during the 1960s, now drink just under 60 liters a year; only 37 percent of French adults consider themselves regular wine drinkers, compared to 61 percent two decades ago.

New Low-Carb Bars Appeal to Coffee Lovers

The Think Thin company has merged two hot trends—low-carb and gourmet coffee.

According to the company, the largest percentage of coffee drinkers in America is age 18 to 39, and college-age adults 18 to 24 drink more specialty coffees than any other group. To appeal to this segment, Think Thin created the Elite Coffee Line—three low-carb bars in specialty-coffee flavors. The bars come in "French Vanilla Latte," "Mudslide Espresso Mocha" and "German Chocolate Coffee Cake."

The Think Thin Elite Coffee Line was developed by Maari Falsetto, previously a

coffee expert at Seattle Coffee Company, the London-based coffee retailer.

"Specialty-coffee drinkers will find a lot to love, without the high carbs and sugar so many people are trying to avoid nowadays," stated Falsetto.

The Elite Coffee Line packaging was designed to catch consumers' eyes. For example, the "French Vanilla Latte" wrapper features a cup of steaming latte. The low-carb bars—manufactured by Reno, Nev.-based Prime Health Products, Inc.—have a suggested retail price of \$1.99.

Coffee Cuts Diabetes Risk

A study by Finland's National Public Health Institute suggests that consumption of coffee can reduce the likelihood of developing diabetes.

According to the researchers, men who drank between three and four cups of coffee a day reduced the risk of diabetes by 27 percent, and women reduced the chance of developing diabetes by 29 percent. Men who drank as much as ten cups of coffee a day reduced their risk of diabetes by 55 percent, and women by 79 percent.

The scientists said they're not exactly sure why this is, and suggested that more research is necessary.

Corn Syrup Linked to Obesity

While many Americans are cutting back on fat and carb consumption in their diets, some nutrition experts say the rise in obesity is linked to the prevalence of high fructose corn syrup in foods. Compared to about 30 years ago, American consumption of the sweetener is up 4,000%. Stephanie Childs, of the Grocery Manufacturers of America, says singling out one sweetener will not stop obesity, rather the focus should be on decreasing overall calorie consumption. —The Miami Herald

ONLY LICENSED
MICHIGAN COMPANY

MICHIGAN

Consistently voted #1 for Customer
Service in the Industry!

Leading Edge
Technology,
Experience
& Service!

SECURITY EXPRESS

LLAME GRATIS PARA REGISTRARSE
CALL FREE TO REGISTER
1-877-822-5928

CONGRATULATIONS ON YOUR ANNUAL TRADE DINNER

MONEY ORDERS
1-248-304-1900

Building Quality in a
Growing Market Discover
Security Express
Money Orders

SECURITY EXPRESS OFFERS YOU:

- Profits from Increased Store Traffic
- Low Cost
- Money Orders in Seconds
- Speed Reporting and No Bookkeeping
- Expert Sales Consultation

IT'S HERE!

RAPIDMONEYSM
DINERORAPIDOSM
MONEY TRANSFER SYSTEM

Transfer money throughout the world with a high margin of profit to you and very low cost to your customers

• RapidMoneySM customers will receive information via our advertising promotions and public relations program in your market

• Your business and locations will be included in our advertising

• RapidMoneySM will promote customer traffic to your store

BANXCARD
National Value Card and
Transfer Value Card Available

BANXCARD

• More Money, Safe and Secure

• No Annual Fee

• EFT & Interac

• No Credit Check

ADDITIONAL SERVICES:
Start the New Year Right!
Discover the Difference!

BIGGER PROFITS • BETTER SERVICE

• Utility payments system

• **PRE-PAID CREDIT CARD**

• Money Transfer

• ATM CARDS

• Credit Card Processing

• CASH GIFT CARDS

WHAT THE LEADER IN MERCHANT PROCESSING OFFERS YOU

- Innovative Technology
- Exceptional Value
- Superior Customer Service

Call Us For Any Of These Services!

Security Express Money Orders
1-248-304-1900

BETTER MADE POTATO CHIPS



Call RUSS LEONE
313-925-4774, ext. 120

Beer With a Touch of the Bubbly

A new beer from Asia Pacific Breweries (APB) may be the beer for those with champagne tastes.

Touché, a beer brewed with champagne yeast, debuted in APB's home market of Singapore in 2003. APB, an Asian affiliate of Heineken, said the beverage is getting "worldwide interest" and it may expand into the United Kingdom, as well as additional European and North American markets, reports the *Singapore Evening Standard*.

Heineken created the technique of brewing beer with champagne yeast in its European laboratories. However, APB was the first to refine and market the sweet-tasting brew, which has an alcohol content of 5.5 percent.

The Chardonnay-scented Touché is already the toast of Singapore's celebrity crowd, according to the *Evening Standard*, and has been the libation of choice at several high-profile weddings.

Dollar store success breeds imitation among big-name retailers

Supermarkets are adding "dollar" item aisles to their large stores in an attempt to retain customers who are more likely to shop at so-called dollar stores for staples. The concept is growing in popularity even among well-heeled customers, analysts say, as dollar stores improve their presentation and stock items to appeal to more shoppers.

-Newsday

Self-checkout gains acceptance among shoppers, retailers

More than 50% of Americans report having tried self-checkout lanes in grocery and other retail stores, and the technology is probably here to stay, analysts say. The do-it-yourself checkouts save retailers money and can help shorten lines at staffed checkout stations, but labor unions worry they may eventually replace real people.

-The Buffalo News

Choose an Alternative Electric Supplier that will Save You Money without Sacrificing Quality Or Service

Choose Premier and Receive All of the Following at No Extra Charge:

- ★ Excellent Customer Service
- ★ Reliable Power Supplies
- ★ Customized Billing Choices
- ★ Extensive Industry Experience
- ★ Michigan Based Provider
- ★ No Upfront Cost
- ★ No Metering or Phone Line Hassles

PREMIER ENERGY MARKETING, LLC
MICHIGAN'S PREMIER RETAIL ENERGY PROVIDER
900 Victors Way Suite 220 Ann Arbor, MI 48108
Toll Free: 866-348-7605 Fax: 734-929-1259
www.premiereenergy.net

Premier Energy, LLC is able to bring the benefits of reduced energy costs to your store by buying reliable power supplies on the open market. We can beat Detroit Edison rates because we are able to shop for the best market rates for electric supplies and we are able to pass those savings on to our customers through our flexible pricing. We are an established, Ann Arbor based Alternative Electric Supplier licensed by the state. We are currently providing savings and service to food stores, hotels, restaurants, public schools, car dealers, gas stations, and other businesses in Southeast Michigan.

At Premier, we understand that saving money is not a benefit if it means reduced reliability or service. Our programs for food stores in the Detroit Edison service area offer superior quality, service, convenience, reliability, and value - and the opportunity to save thousands of dollars each year.

Call 866-348-7605 (dial 0 when you reach the automated attendant) to find out more.



Attention Food and Beverage Industry:



**Food & Beverage Report
MEDIA INFO & DATA**
Working hard for Michigan's Food & Beverage Industry

Monthly Theme/ Promotion Schedule	
January	Store Design, Equipment
February	Trade Dinner
March	Service Organizations
April	AFD Buying Trade Show
May	Beer & Snacks
June	Deli & Dairy
July	Scholarship Golf Outing
August	Meet Our Scholars
	"Independents' Day"
September	AFD/Beverage Journal
	Show/Wine & Spirits
October	"Made In Michigan"
November	Holiday Features
December	Industry Trends

New Feature:
Call for information
regarding the new
**STANDBY RATE
PROGRAM**

- Wholesalers • Brokers • Manufacturers
- Distributors • Liquor, Beer & Wine Distributors
- Principals • Food Processors • Banks
- Phone Companies

If you're reading this message, we can help you increase your company's market share in Michigan. Our rates are competitive and layout and design personnel are available to give your own special flair to your ad.

Join other successful companies that advertise in The Food and Beverage Report. Call for more information, rates, or to schedule an ad. Our readers look forward to learning more about your company, your product and your services.



Associated Food Dealers of Michigan

18470 West Ten Mile Road
Southfield, MI 48075

Call Ray Amyot at 989-386-9666
or 248-557-9600 • Fax 248-557-9610

Obesity Could Top Tobacco as Leading Health Concern

America will soon pay dearly for nurturing a nation of couch potatoes, according to research from the Centers for Disease Control and Prevention (CDC).

The CDC's findings, published in March in the *Journal of the American Medical Association*, state that obesity is on course to overtake tobacco as America's leading cause of preventable death, reports the *Atlanta Journal-Constitution*.

"We knew there was an epidemic of obesity, and that it would have important effects on disability and mortality, but this is the worst we could have thought of," said Dr. James Marks, co-author of the CDC study and director of the CDC's chronic-disease center.

The CDC analyzed 2000 U.S. death data to find the "actual cause" of death. The CDC defines actual causes of death as lifestyle and behavioral factors such as smoking and physical inactivity that contribute to this nation's leading killers, including heart disease, cancer and stroke. The findings focus solely on preventable causes of death, which make up roughly half of the 2.4 million annual deaths

in the United States. The findings do not include nonpreventable factors, such as inherited diseases.

In 2000, the most common actual causes of death in the United States were tobacco (435,000), poor diet and physical inactivity (400,000), alcohol consumption (85,000), microbial agents (e.g., influenza and pneumonia, 75,000), toxic agents (e.g., pollutants, asbestos, etc., 55,000), motor-vehicle accidents (43,000), firearms (29,000), sexual behavior (20,000) and illicit use of drugs (17,000).

Tobacco was responsible for 18.1 percent of all preventable deaths in 2000, while obesity and lack of exercise accounted for 16.6 percent. In 1990, tobacco was responsible for 19 percent of all preventable deaths and diet and inactivity claimed 14 percent. CDC researchers say the gap between the two causes has shrunk because of an increase in obesity and not by a decrease in smoking.

Additional sobering news on obesity's impact on America's health comes from the Rand Corp. The company predicts that in the next 20 years obesity will result in levels of

illness and disability never before seen in this country.

The Rand Corp.'s research was published on March 9 in the *Journal Health Affairs* and estimates that by 2020, 20 percent of health-care expenditures for the elderly will be related to illnesses caused by obesity--that number is twice the percentage outlaid in 1985.

"Obesity is affecting the health of the country much more strongly than we realize," said Rand Senior Economist and lead author of the study Roland Sturm.

Health experts say the findings are further proof that the government needs to make obesity prevention a priority.

"No matter how you cut it, obesity is a very serious problem. It needs to be addressed aggressively by our government," said Kelly Brownell, director of Yale University's Center for Eating and Weight Disorders.

Secretary of Health and Human Services Tommy Thompson said that the government is going to launch a national public-service advertising campaign, urging Americans to take "small steps" toward altering their

diets, according to the *Journal-Constitution*.

Thompson said the campaign uses humor to convince consumers to lead more healthful lives, adding, "We want to focus on positive encouragement instead of guilt."

Other obesity-related government efforts are in the works, including an anti-obesity research agenda proposed by the National Institutes of Health, and a special task force is slated to make formal recommendations today to the Food and Drug Administration regarding steps the agency can take to combat obesity.

These efforts are being criticized by some as not being strong enough.

"If the government said, 'You really ought to cut back on soft drinks and juice drinks,' those lobbyists would go berserk. They don't want to take on the food industry. The focus is all on physical activity. It's perfectly safe. It's totally uncontroversial," said Marion Nestle, professor of nutrition and public health at New York University. "But it's not enough to keep weight under control."

NAT SHERMAN
FIFTH AVENUE • NEW YORK

Naturals

100% PURE & NATURAL TOBACCO

Nat Sherman

Naturals

MENT

LIGHTS

BROWN

ORIGINALS

THE PERFECT BLEND OF LUXURY, TRADITION AND 100% ADDITIVE-FREE NATURAL TOBACCO.

No Additives in Our Tobacco Does NOT Mean a Safer Cigarette.

SURGEON GENERAL'S WARNING: Smoking Causes Lung Cancer, Heart Disease, Emphysema, And May Complicate Pregnancy.



*Working Hard for
the Food and
Beverage Industry for
Over 88 Years.*

*Hosting a
successful buying
trade show for 20 years*

Come Celebrate AFD's

20th Trade Show Anniversary

**April 20 & 21, 2004 at Burton Manor
Livonia, Michigan**

**It's our 20th Trade Show Anniversary, and we have something
very special planned for you!**

- A coupon book full of show specials
- Amazing big-ticket prize giveaways

Barb Yoder, Produce Palace
"I enjoyed the AFD Trade Show. I found
some new products, bought a lot of deli
items, and was able to save a
substantial amount of time and money."

Vino Hesano, Glass Bottle Shoppe
"I'm on a research mission at the AFD Trade
Show, looking for a fast food concept that will
work in my store. I'm also interested in
sampling any new beverages. The show is a
unique place where you get to sample
products before making any purchases."

Trade Show Hours:

Tues., April 20, 2004 5-10 p.m.

Wed., April 21, 2004 4-9 p.m.

Burton Manor Livonia

For more information contact
Cathy at

(248) **557-9600**
or cwillson@afdom.org

The law demands that you be at least 21 years of age to attend this show. Proper attire please. No bags in or out.

Michigan Lottery Debuts "Daily 3 & 4 Daily Double" Game!



By Commissioner Gary Peters

I am pleased to announce the addition of the "Daily 3 & 4 Daily Double" game to the Lottery's game lineup this month. Beginning April 25, Daily 3 & 4 players will have a chance to double their fun while playing the Daily 3 & 4 games.

Since the Daily games started in the late 1970s and early 1980s, players have enjoyed playing their favorite numbers each day. Now, with the introduction of the "Daily Double" game, Daily 3 & 4 players will have the chance to win instantly in the

midday or evening drawings.

With this game, players first choose their regular Daily 3 or Daily 4 number, then play it straight, boxed or 2-way (the easy pick and wheel bet options are not available with the Daily Double). Next, they can elect to play the "Daily Double" option for just \$1 more.

When playing the "Daily Double" game, two sets of three-digit numbers (for the Daily 3 game) or four-digit numbers (for the Daily 4 game) are printed at the bottom of each ticket. The first set of numbers is the player's original wager for the regular midday or evening drawing. The second set of numbers is that ticket's "Daily Double" number, which is randomly drawn through the lottery terminal.

If the player's Daily Double numbers match, according to the bet type selected, the player wins instantly! Prizes for winning with the "Daily Double" game are approximately 20 percent more than those paid out for the regular Daily 3 & 4 drawings. For example, if a

Daily 4 number is played straight in a regular drawing and a match is made, the prize is \$5,000. If the same match occurs in the "Daily Double" game, the prize payout is \$6,000!

The odds of winning on the "Daily Double" game are the same as for the Daily 3 & 4 games. The player's ticket is still valid for the midday and evening drawing for which it was originally purchased.

Be sure to tell your Daily 3 and 4 players about the new Daily Double game! I also encourage you to prominently display the point-of-sale materials the Lottery has provided for you to promote this great new game, and be sure to ask for the sale.

Harley-Davidson® Instant Game Rides Again. The "Harley-Davidson" instant game has been very popular with players in the past three years so we are bringing it back again this year!

The Michigan Lottery and ABC Harley-Davidson in Waterford will be hosting a game kick-off event

from 10 a.m. to 6 p.m. on Saturday, May 1, 2004 to get players revved up to play the "Harley-Davidson" instant slots game. The ABC Harley-Davidson dealership is located on the corner of M-59 and Pontiac Lake Road at 4405 Highland Road, Waterford, MI 48328.

Available April 27, each \$3 ticket offers players the opportunity to win one of three Harley-Davidson Heritage Softail Classic motorcycle or one of two \$50,000 cash prizes. Players who don't win have the opportunity to enter a second-chance drawing.

The Lottery will conduct four separate second-chance bonus drawings connected to this game, selecting 240 players in each drawing to win an official Harley-Davidson merchandise prize pack. The second-chance drawings will be held on May 26, June 23, August 4, and September 29. On October 20, the Lottery will draw one lucky winner from the 960 total

Lottery, continued on page 45

**AFD
Endorsed
Benefit**

**Looking
for
health
insurance?**



AFD offers eligible members Blue Cross Blue Shield of Michigan coverage through AFD's sponsored program for groups of 1 to 99 employees.

Call us today for a free quote.



**Blue Cross
Blue Shield
Blue Care Network
of Michigan**

Nonprofit corporation and independent licensees
of the Blue Cross Blue Shield Association

For information on AFD's
endorsed Blue Cross program
available to members, call:

**Sheila (800) 666-6233 or
sreeves@afdom.org**

*Specializing in
custom signs*

**Art1One
signs**

For All Your Sign Needs

8915 Northend Ave.

Royal Oak Twp., MI 48220

- signs
- neon
- awnings
- digital printing
- vehicle graphics
- channel letters
- digital message readers

248.591.2781

fax 248.591.7133

AFD Special!

Get 10% off competitor's price!

NATIONAL

wine & spirits corporation

ABSOLUT
Country of Sweden
VODKA

Captain Morgan's

Kahlúa

Crown Royal

*Welcome to the 20th Anniversary
ATFD Trade Show! Visit us at our booth!*

BAILEYS

Stoli

beautiful
TEQUILA
ROSE
dangerous

KUVA
FUSION RUM

Hennessy
Privilege

JOHNNIE WALKER.

SMIRNOFF

BELVEDERE
VODKA

TGI FRIDAYS
Blenders

**JOSE
CUERVO**

JIM BEAM

Courvoisier

No Place Like Home for a Vending Machine?

Maytag may have invented the ultimate gift for a couch potato – a home vending machine.

Home Depot is partnering with Maytag to become the exclusive retail partner in introducing the SkyBox by Maytag – touted as the world's first-ever customized home beverage machine.

The Maytag SkyBox vendor units

will be available at Home Depot stores nationwide beginning March 1 and sell for \$607.

The SkyBox beverage vendor is smaller in height and width than a traditional vending machine. It can hold 64 12-ounce cans, 32 12-ounce bottles or a combination of each, dispensed from four selection buttons. Glass bottles, plastic bottles

and cans may be stocked together.

The home vending machine can be customized on the front and side panels with sports logos from the NFL, NHL, MLB, NASCAR, college and other sports.

"Skybox combines innovation and convenience with a slice of fun. It's the ultimate new addition to your family's home entertainment zone.

And, it doesn't require dollar bills or taking eyes off the TV to get your favorite beverage," said Home Depot's Bob Baird, global product merchant--appliances.

The SkyBox vendor is available in Pitch Black or Grid Iron Platinum finishes with customized panels, child safety locks and 20 beverage brands for labeling the selections. The child safety lock works on individual selections, enabling the operator to free up only the soda slots for the kids' birthday parties without having to restock. A low indicator light appears when a selection is almost empty. The unit includes a lower shelving area to store snacks, DVDs or magazines.

"The SkyBox is another innovation from Maytag that makes life easier and more enjoyable," said Fred Lowery, product director of strategic initiatives for Maytag Corporation. "Its unique design brings the convenience of a beverage vending machine right into the comfort of your own home."

Fighting The Low Carb Trend

The Wall Street Journal reports this morning that a number of manufacturers are introducing advertising campaigns that are directly critical of the low-carb craze.

Kellogg's Morningstar Farms, for example, has been running both print and radio ads asking if America's obsession with low-carb diets - and the resulting high consumption of burgers and bacon - has gone a little too far. Morningstar makes vegetarian foods.

The WSJ reports that "Schieffelin & Somerset's Grand Marnier...will launch a print ad next month that asks: 'Isn't there more to talk about than how many carbs you ate today?'"

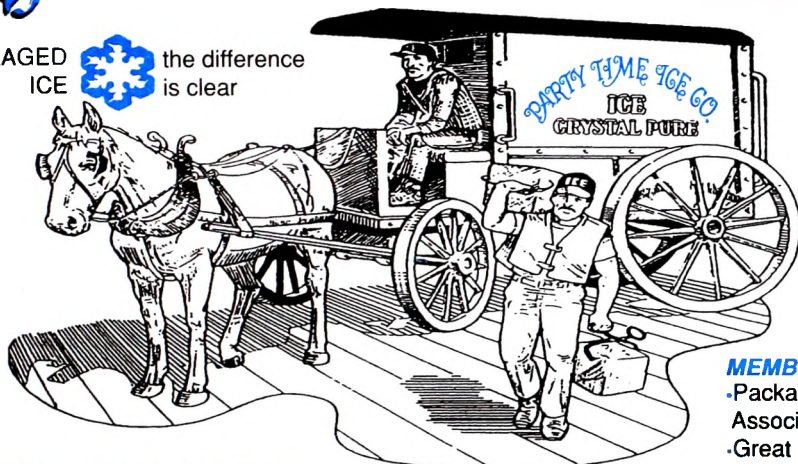
The Florida Citrus Commission is launching a \$6 million television campaign promoting the vitamins and minerals that one gets from orange juice, which is not considered a low-carb food.

World's largest brewery

Interbrew, maker of Rolling Rock and Labatt Blue, is expected to announce a "merger of equals" with AmBev. The new company would surpass Anheuser-Busch as the world's largest beer company, and create new access to the growing Brazilian beer market. -The New York Times

PARTY TIME ICE CO.
1755 Yeager Street
Port Huron, MI 48060
800-327-2920 • 810-987-7100

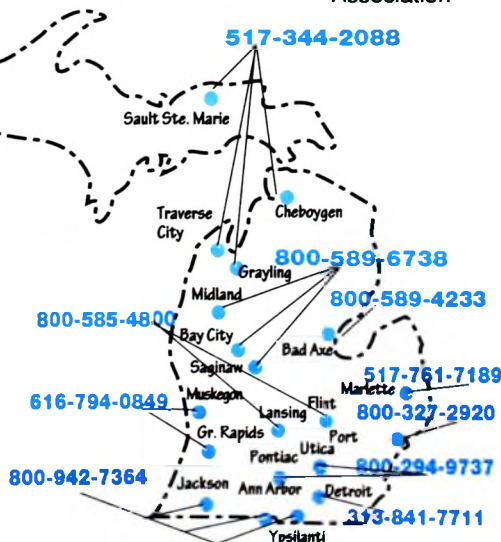
PACKAGED ICE  the difference is clear



MEMBER:
•Packaged Ice Association
•Great Lakes Ice Association

CRYSTAL PURE ICE

The largest manufacturers and distributors of Packaged Ice in the State of Michigan!



winners of Harley-Davidson merchandise prize packs to win a Harley-Davidson Softail Classic motorcycle.

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

"Pistons" and "Wheel of Fortune" 2nd Chance Drawings. Lottery players are raking in great prizes in the Lottery's two current second-chance drawing promotions. Hanna Musallam of Chesterfield Township was the lucky winner in the first "Pistons" second-chance bonus drawing held on January 20, 2004. Musallam won an NBA Dream Trip to his choice of either a home or away Detroit Pistons "Dream Trip." The second "Pistons" bonus drawing was held on February 27, 2004, and Ryan Hatcher of Kalamazoo was the lucky winner in that drawing. He will also receive his choice of either a home or away Detroit Pistons "Dream Trip." The two remaining "Pistons" second

chance drawings will be held on April 7 and June 4.

Laurel Barczak of Detroit is the grand-prize winner in the January 30 "Wheel of Fortune" second-chance bonus drawing. Barczak won a trip for two to Los Angeles, VIP seating at a taping of the "Wheel of Fortune" television game show and a chance to become a contestant on the game show. The three remaining "Wheel of Fortune" second-chance drawings will be held on March 17, April 28 and June 23.

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

June 9, 2004 to be eligible for the finalist drawing. The drawing for the five finalists will be held on Friday, June 11, 2004. Lottery officials will notify the five finalists by telephone and by mail after the drawing takes place.

The \$2,000,000 grand-prize drawing event will take place on June 19,

2004 at the Michigan International Speedway in Brooklynn, MI.

New Instant Games in April. In addition to the new "Harley-Davidson" instant slots ticket which goes on sale April 27, the Michigan Lottery is excited to announce the introduction of six more new instant games for the month of April. On April 6, players will have the perfect gift for mom when the \$2 "Happy Mother's Day," offering a \$15,000 top prize, hits store counters. Your customers will be wild with excitement when the \$10 "\$1,000,000 Dream," which offers a whopping \$1,000,000 top prize and the \$2 "Wild Wild Time," with a \$30,000 top prize, go on sale on April 13.

On April 20, the newest \$20 instant ticket – "Double Millions" – becomes available. This great game offers loads of \$1,000 prizes which automatically enter winners into a drawing to become one of five finalists in a \$2,000,000 grand-prize drawing event. Also on sale on April 20, the \$2 "Tic Tac Bingo," which offers a \$30,000 top prize. Finally, on April 27, players will have the chance to win loads of dough with the \$1 "Double Doubler Dough," which offers a \$4,000 top prize.

Carlsberg and Labatt Split

In a joint announcement, Carlsberg Breweries AIS and Labatt USA LLC have agreed to end their import distribution and marketing agreement in the United States, effective May 1, 2004.

"Carlsberg and Labatt USA have enjoyed a positive, mutually beneficial relationship since we first joined forces," said Simon Thorpe, president of Labatt USA. Dramatic changes have taken place in the imported beer market during that time, and as a result, both companies agree that the time is right to part ways. For Labatt USA, the change allows us to focus efforts on our diverse portfolio of imported and specialty beers, particularly on-premise, where Labatt USA supplies 50 percent of the imported draught beer, said Thorpe.

Carlsberg USA plans to distribute the Carlsberg brand and Carlsberg Elephant, Tuborg Gold and its two UK brands Tetley's and Double Diamond.



Envipco

Innovative Recycling Systems

Retailer Benefits

- ▶ accurate
- ▶ hands free
- ▶ labor saving \$
- ▶ dependable

For a cleaner environment

Envipco
Innovative Recycling Systems
99 Great Hill Road
Naugatuck, CT 06770
Phone: 203-720-4059
Fax: 203-720-9302
sales@envipco.com
www.envipco.com



The Ultimate Reverse Vending System

- ▶ POS Integration
- ▶ Loyalty/Smart Card Integration
- ▶ Targeted Video Advertising
- ▶ Targeted Consumer Offers

Consumer Friendly

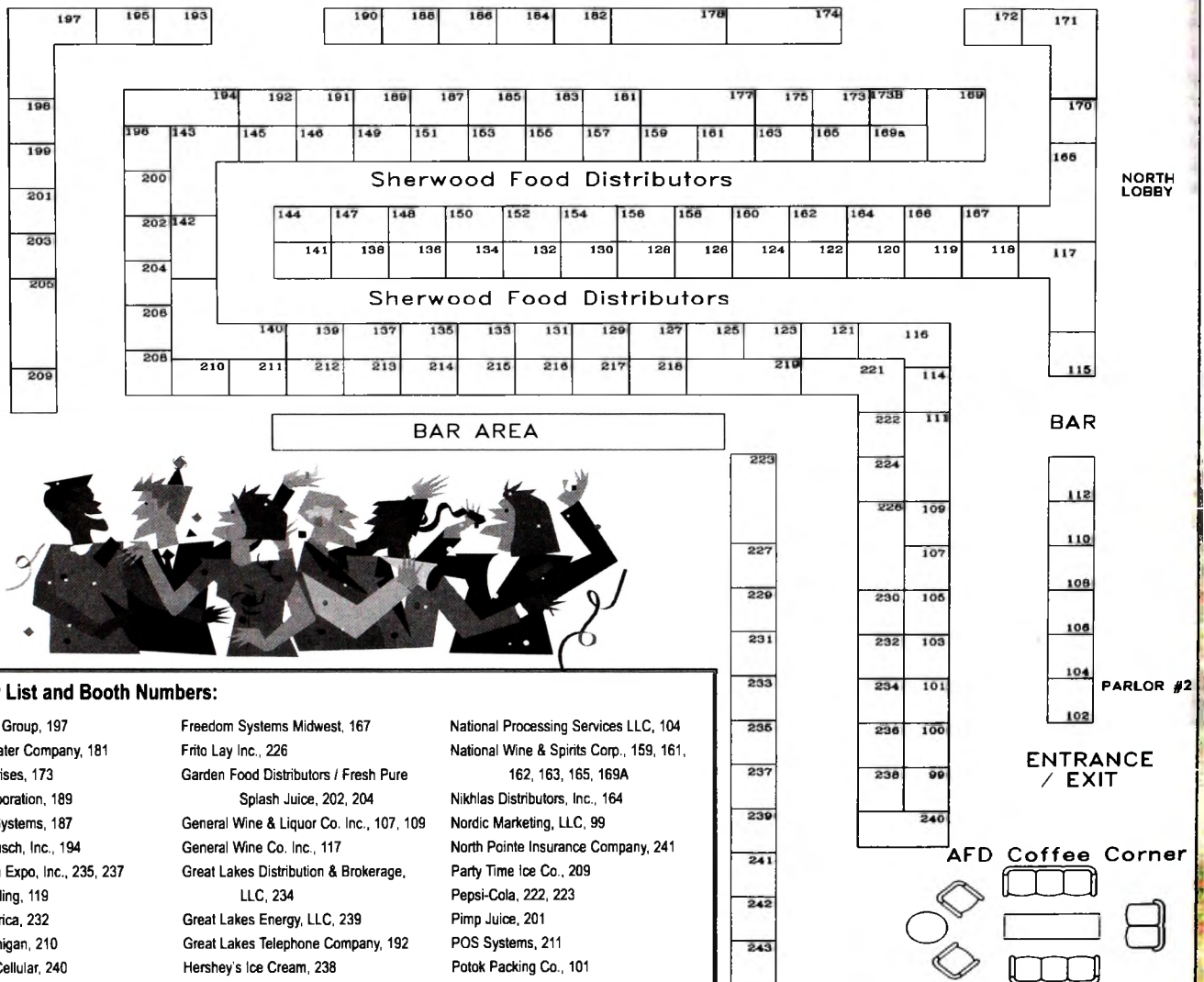
- ▶ clean
- ▶ high speed
- ▶ easy to use

Michigan Contact:

Jeff Shaw
30421 W. 8 Mile Road
Livonia, Michigan 48152
Phone: 800-598-8404
Fax: 248-471-5220
Jshaw.envipco@arounddetroit.biz

Welcome to the 20th Annual AFD Buying Trade Show

Tuesday, April 20 from 5 p.m. to 10 p.m. and Wednesday, April 21, from 4 p.m. to 9 p.m.



Exhibitor List and Booth Numbers:

7UP Bottling Group, 197	Freedom Systems Midwest, 167	National Processing Services LLC, 104
Absopure Water Company, 181	Frito Lay Inc., 226	National Wine & Spirits Corp., 159, 161, 162, 163, 165, 169A
AME Enterprises, 173	Garden Food Distributors / Fresh Pure Splash Juice, 202, 204	Niklas Distributors, Inc., 164
Amendt Corporation, 189	General Wine & Liquor Co. Inc., 107, 109	Nordic Marketing, LLC, 99
AmericanA Systems, 187	General Wine Co. Inc., 117	North Pointe Insurance Company, 241
Anheuser-Busch, Inc., 194	Great Lakes Distribution & Brokerage, LLC, 234	Party Time Ice Co., 209
Art One Sign Expo, Inc., 235, 237	Great Lakes Energy, LLC, 239	Pepsi-Cola, 222, 223
Ashby's Sterling, 119	Great Lakes Telephone Company, 192	Pimp Juice, 201
ATM of America, 232	Hershey's Ice Cream, 238	POS Systems, 211
ATM Of Michigan, 210	Hobart Corporation, 212, 213, 214	Potok Packing Co., 101
Authorized Cellular, 240	Image Vault/Closed Circuit Communications, 100	Pre-Paid Legal Services, 200
Bar-S Foods, 185	Interstate Brands Corporation, 184	Prairie Farms, 120
Better Made Snack Food, Inc., 112	J. Lewis Cooper Co., 168, 170, 171	Sagemark Consulting, 110
Blue Cross Blue Shield of Michigan, 191	Jones Soda, 166	Secure Checks/Liberty Wholesale, 102
Brehm Broaster Sales Inc., 111	JS Advisor Enterprises, Inc., 233	Security Express, 182
Brown-Forman Beverage Company, 115	Kansmacker, 175	Sherwood Food Distributors, 123-160
Canada Trade Office, 177	Kar Nut Products Co., 183	Sleeping Bear Farms, 208
Canandaigua, 118	Kowalski Companies, Inc., 172	SoBe, 227
Canandaigua, 190	Marketplace Solutions, 229	Spartan Stores, 169
Central Alarm Signal, Inc., 218	Melody Farms, 103	Standard Federal Bank, 106
Central Foods Inc., 193	Mexico Wholesale, 188	Stinger/Stacker 2, 186
Chef Foods Inc., 231	Michigan Lottery, 108	Taylor Freezer, 219
Coca-Cola Bottling Company, 114, 116	Miller Brewing Company, 174	TOMRA - East, 122
Coffee Connection Inc., 242	Motown Snack Foods, 196	Tri Cities Tobacco Reduction Coalition, 236
DCI Food Equipment, 178	MSI/BOCAR, 121	USDA FNS, 173B
David Sherman, 105	Nash Finch Company, 215, 216, 217	US Ice Corp, 230
Diamond Financial Products, 195	Nat Sherman, Inc., 198, 199	Vernors, 224
DTE Energy, 203		Western Union Financial Services, 243
Envipco, 206		
Faygo Beverages Inc., 205		



Burton Manor is located at
27777 Schoolcraft Rd., Livonia, MI 48150
Just west of Inkster Rd.

See These New Products & Specials at the Trade Show!

Join us on Tuesday, April 20 from 5 p.m. to 10 p.m. and Wednesday, April 21, from 4 p.m. to 9 p.m.

Don't miss your chance to see, sample, learn and buy!

central alarm signal, inc

Central Alarm Signal, Inc. will demonstrate the new General Electric VDR. With the Video Digital Recorder (VDR from GE Security, you can get all the benefits of digital recording for about the same price as a standard security VCR. Replace your Tapes and VCR Today! Stop by Central Alarm Signal's Booth 218 and save \$110.00 on the new GE VDR-40 and get a FREE CompaFlash Card and USB Card Reader with purchase.

AmericanA Systems

AmericanA SystemS is releasing their latest check cashing software. Each check cashing transaction is now logged with live video and can be played with a click of a mouse giving you the extra security. They also have several show specials - one example: Buy 1 system at the show special of \$3,995.00 and get a 2nd system half off. Visit booth 187.

Great Lakes telephone

Great Lakes Telephone Company is introducing affordable walk-up/drive-up weatherproof ATMs and high commission/low rate Mexican calling cards. Visit booth 192 to find out more!

Faygo

Faygo is introducing new flavors: Diet Chocolate Cream Pie - no calories or carbs! Diet Grape. 16 oz. glass original. Root Beer in the original container and Black Raspberry. 24 oz! Faygo now has 52 flavors. Visit booth 205.

Universal Prepaid Solutions are delivering the next generation of prepaid services through electronic PIN delivery on a point-of-sale terminal designed specifically for the prepaid industry. No hard card inventory to purchase stock or manage. No inventory theft, no out-of-stocks. Inventory is paid for as it's sold, keep all commissions up front. Visit booth 200.



Prairie Farms is a dairy company that is owned & operated by dairy farmers. Visit booth 120 to see the new products - new milk and new ice cream.



Ashby's Sterling Ice Cream - Come and taste their national award winning ice cream and "Best New Flavor of the Year," Pineapple Upside Down Cake. Be sure and stop by booth 119 to find out more about their programs for convenience stores and other fine retail establishments.



BROWN-FORMAN SPIRITS AMERICAS

Brown Forman Spirits Americas is introducing Jack Daniel's Country Cocktail in a new 10 ounce bottle/4pack. They are also introducing two new flavors to the JDCC line: Black Jack Cola and Cirrus Jack Splash. Register to win a Jack Daniels Leather Coat and a Jack Daniel's Golf Bag at booth 115.

ATM of Michigan Sales and Services is offering Visa and Master Card processing with very competitive prices. Visit booth 210.

Chef Foods Inc. will be in booth 231, stop by and purchase ten cases of Bobbie Que's Rib House Barbeque Sauce and receive two cases free. Orders must be placed at the show to qualify for this discount.

Marketplace Solutions of Michigan, LLC

See Marketplace Solutions of Michigan at booth 229 for Point of Sale Software and Hardware with a future. Order a system by June 1, and get a Free Cash Drawer for each Point of Sale station!

Cash prizes! AFD will be giving out cash and prizes, on the spot, on the hour!

Standard Federal Bank ABN AMRO

Standard Federal Bank will be showcasing their Guaranteed OneFee Mortgage, a program with a single easy-to-understand closing cost that is quoted up front. OneFee guarantees that the fees will not increase once you lock your interest rate. To learn more, visit booth number 106.

GENERAL WINE & LIQUOR COMPANY

Check out the General Wine and Liquor booths to sample some new items to Michigan. General Wine is introducing Oliver Winery of Bloomington, Indiana with its Soft Red, Soft Rosé, Soft White and Camelot Mead. Also check out the Santa Carolina Coleccion Especial - a series of handpicked varietal wines from Chile's Raphael Valley.

You can blame your increased sales and increased profits on Mickey Finn! New to the United States, Mickey Finn has a proven track record overseas. It is a



unique schnapps-like item made from a fortified wine base with fruit juices and all natural flavors. Best yet, it can be promoted like wine and sold wherever wine is sold.

If you liked the wine served at AFD's Annual Trade Dinner, you will want to try Jacob's Creek Cabernet Merlot, a new introduction from Australia. The Australian wine category is hot...and this new blend is the latest edition to Jacob's Creek range.



Robert Mondavi, has teamed up with Australia's Rosemount Estate to craft a new, cutting-edge range of California wines under the label Talomas. Try the line firsthand at the show. Out of Washington state, sample Red Diamond Merlot, Cabernet Franc and Cabernet Sauvignon. Harvested September 16, 2000, the price point, packaging and taste make for a product destined to sell well in Michigan.

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

J.P.Chenet from Grand Chais de France; from Canandaigua, Arbor Mist Blender Sangria, Arbor Mist Island Fruit Pinot Grigio, and Santa Carolina Reserve and Especial. Royal Wine features Altoona Hills and Kobrand is introducing Craggy Range Sauvignon Blanc. From Remy Amerique is Piper Heidsieck Sublime, Tormaresca and J.P. Gaultier.



Southcorp introduces Little Penguin and Click Import features Jackaroo and Sticks. Also sample Belmondo (A.V. Import), Tomasello (Kent Beverage), Colombia Crest Two Vine (Stimson Lane), and Mumm "Joyesse" Demi Sec (Allied Domecq). Sonoma Hill Winery features Pebble Springs and Sonoma Hill while Lakewood Vineyards introduces Seifu's Tej. You can also sample Viuda de Romero Sangerita and Wyndham Show Reserve from Pernod Ricard

Show specials continued on page 48

Show specials, continued from page 47

and Chi Chi's Blue Raspberry from Barton Brands.

Carttronics is the leading provider of cost-effective technology solutions to the problem of shopping cart loss, a major operational concern for retailers. Outright thefts, excess shopping cart inventory, and excess cleaning and repair costs add up to significant

total losses that affect retailers' bottom line. Carttronics offers retailers a turnkey solution. Visit booth 190 to find out more.

ATM of America, Inc. is now a distributor for Cash Works (Guaranteed check cashing). Stop by booth 232

Sleeping Bear Farms will be discounting 15% on all cherry

products ordered at the show. Stop by booth 208 to see all the honey products.

Central Foods



Central Foods Wholesale offers a full line of grocery, dairy and frozen foods. Plus, they deliver at no

charge! Visit Central Foods at booth 193.

Canada

Canadian Trade Office: Visit booth 177—your pipeline to Canadian food and beverage products. Free sourcing and pre-screening of prospective suppliers of all categories: meat, produce, groceries, snack foods, beverages, health & beauty aids and non-food items. To find out more information, contact Tom Quinn, Canadian Consulate General - Detroit.

HOBART

Hobart, Belshaw, Hickory and Miatech will be demonstrating the following equipment at the show: Donut Production System, Island Display Warmer, Rotisserie Oven, Quantum Scale with Touch Screen, Portion Control Slicer and Produce Misting Systems. See all these and more at booths 212 - 214.

WONDER

Interstate Brands (Wonder Bread/Hostess) is having a drawing to win a Wonder-Hostess Golf bag. Stop by booth 184 to enter.

Universal Prepaid Solutions. Booth 200. Come see the new generation of prepaid services and register to win a \$50 prepaid MasterCard.



Associated Food Dealers of Michigan: get \$25 off an AFD membership when you sign up at the show. In addition, you will receive 13 months of member benefits for the price of 12 months. Visit us at the AFD coffee corner.

New this year! Get your "Show-only" coupon book at the door and Save big!

Show specials, continued on page 50

AmericanA Systems

The Check Cashing Experts!



AmericanA Systems' Check Cashing Software is a Dynamic Solution designed to help you manage and grow your business. This system utilizes the most powerful fingerprint recognition engine in the market today which ensures high reliability of fingerprint identification and a speed of up to 20,000 fingerprints per second.

**Increase Revenue
Maximize Profit**



**Minimize Risks
Eliminate Losses**

Our Complete System

- Pentium 4, 2.0 GHz Computer
- 17" Flat Panel Monitor
- Color Inkjet Printer
- Color Scanner
- Color Camera and a stand
- Fingerprint Scanner
- AmericanA SystemS Check Cashing Software
- Data Backup System
- 1 Year Warranty on Hardware & Software

DELIVERABLES

- One Screen Processing for Fast Transactions
- User Friendly Interface
- Fingerprint Identification System
- Storage and Retrieval of Images
- Driver's License/State ID • Client's Photo • Check Images
- Unlimited Number of Clients
- Unlimited Number of Checks per Client
- Search by Fingerprint, By Name, By Driver's License, State ID, or By SNN
- Calculates fees and amount due
- Prints Client's Photo, Driver's License, Fingerprint, and Bank Stamp on the back of the check
- Prints Deposit Slips
- Comprehensive Reporting

FEATURES

Contact Us Today! (248) 379-1575
www.americanasystems.com

JOIN THE FUN!

Three Product Lines
28 Flavors
Unlimited Potential

Fruity Doo

- Vitamin Enriched Fruit-flavored Drinks
- 10 oz. Sports Cap
- Six Flavors

Thunderhead

- Fruit-flavored Water
- 20 oz. Sport Cap
- Six Flavors

élevé

- Natural Spring Water
- Sport Cap & Flat Cap
- Five Convenient Sizes

Fresh Pure Splash

- 100% Fruit Juices & Drinks in 10 oz., 16 oz., 33.8 oz. and 64 oz. PET

Fresh Pure

Splash Juice Co.

6430 Wyoming Avenue
 Dearborn, MI 48126

(313) 584-2800

(313) 584-2802-F



Show specials, continued from page 48



Melody Farms introduces two new exciting flavors to the Hershey's Milkshake line. Enjoy York Mint Chocolate and Strawberry. Visit Melody Farms booth #103 for a free sample and trade show specials.



Visit Nat Sherman, Inc. at booth 198 & 199. Purchase five cubes of Nat Sherman Originals and receive one cube free. Purchase five cartons of New York Cut and receive one carton free. Orders must be placed at the show to qualify for the promotion.



Potok Packing Company is introducing a NEW line of Sausage

Products. Receive 10% discount on all orders placed at the show. Visit them at booth 101.



Visit Taylor Freezer at booth # 219. Purchase or lease a Frozen Pepsi unit at the show and receive six 5-gallon bag-in-a-boxes of Pepsi syrup at no charge. Orders must be placed within five days of the show to qualify.



POS Systems Group is excited to announce a high-tech alternative to paper gift certificates. All orders placed within 30 days of the show will receive free: 100 Smart Gift Cards (\$120 value) – All MLCC barcodes & prices (\$300 Value) – All beer, wine, pop, cigarettes and barcodes (\$300 value) – three months of POS Support (\$350 value) and 40% off POS Software

(\$800 value). You must be an AFD member to qualify. Visit booth 211.

Great Lakes Distribution & Brokerage is presenting the following new items: Powerhouse Gym Water, Powerhouse Gym High Protein Low Carb Cookies, Vermont Sweetwater Natural Sodas, Martin Miller's London Dry Gin, Georgievskaya Vodka, Genuine Russian Vodka with natural flavors, Boyero Rum, Ginger People Ginger Beer and imported gourmet Italian foods. Stop by booth 234.



Vodka is the biggest category in the spirits industry. National Wine & Spirits represents an extensive portfolio of fine vodkas. The hottest part of this category is the super premium or luxury vodkas. These, high end, trade up Vodkas are growing faster than any other part of the Vodka business, 69% annually over the past six years. In 2004 National Wine & Spirits introduced two new luxury spirits. The first is Absolut Level. Swedish winter

wheat and spring water from deep pristine aquifers make this vodka. With the successful and high volume ABSOLUT heritage, Level is sure to be a leader in the category. Belvedere has also rolled out two new flavors, Citrus (Citrus) and Pomarancza (Orange). Belvedere wanted to redefine the flavor category and make flavored vodkas that would truly be super premium. Belvedere Pure is made in Poland and shipped to France where the fruit is macerated, or steeped, with the Vodka for several weeks, then distilled in small Alambic pot stills to capture the essential oils that give Belvedere it's outstanding flavor.

It's our 20th Trade Show Anniversary, and we have something very special planned for you! For more information on the show, call Cathy Willson at (248) 557-9600



Closed Circuit Communications, Inc.

Services Include:

- Audio & Video Systems
- Phone Systems
- Network Wiring
- Overhead Paging Systems
- Gate & Door Entry Systems
- Low Voltage Wiring
- Security Cameras (CCTV)
- Long Distance Phone Services
- Local Phone Services



Closed Circuit Communications, Inc.

Office: 248-682-6400 • Fax 248-682-6430

Servicing Southeast Michigan Since 1986
closedcircuitcom.com

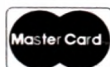


Coffee Connection Inc.

Since 1980
Award Winning Service

We Roast Our Own Beans

- Colombian
- Gourmet
- Kona
- Specialty Flavored
- Brand Names
- Espresso
- Cappuccino
- Brewer Repair & Service



Voted #1 by our peers for Quality & Service.
Call for a FREE Demo.

1460 Combermere • Troy
(248) 583-1765

Fax 583-2824



New Location for 2004!

AFD Foundation's Golf Outing
will be held at the beautiful

FOX HILLS

8768 N. Territorial, Plymouth

Sponsor Packages Include:

Continental breakfast, BBQ lunch, dinner reception with open bar, snacks and beverages on the course, green fees with cart, free use of driving range and door prize eligibility.

You are also automatically qualified for all gaming holes, including longest drive, hole-in-one for \$10,000 and more!

Approximately 50% of your donation may be deductible as a charitable contribution to the AFD Foundation. Please consult your tax advisor.

Help Kids in Our Industry!

Proceeds raised will help fund at
least 30 academic scholarships!

2004 Co-Chairs:

Tom Waller, Crossmark
Rick Welch, Hollywood Markets
Joe O Bryan, 7-Up



Thurs., July 22, 2004

SHOTGUN START: 9:30 am

Benefits AFD Scholarships

Proceeds raised will help fund at
least 30 academic scholarships!

Hole Sponsor Packages:

EAGLE—\$2,000

- one golf foursome
- a \$1,500 academic scholarship sponsorship
- 50% off ads in the *AFD Food & Beverage Report*
- a plaque presented to your company
- a company hole sponsor sign on tee
- signage at the club house
- exposure in the *AFD Food & Beverage Report*
- special gift for each golfer

BIRDIE—\$1,200

- two golfers
- 50% off ads in the *AFD Food & Beverage Report*
- a plaque presented to your company
- a 1/2 company hole sponsor sign on tee
- signage at the club house
- exposure in the *AFD Food & Beverage Report*
- special gift for each golfer

NON-SPONSOR OPTIONS:

- \$900 per foursome or \$250 per golfer (dinner included)
- \$75 dinner only (no golf)

Call (248)

557-9600

for reservations

opportunity to cash in and constantly lobby the USDA to allow practices and contamination that are contrary to the principles of organic agriculture," Potter says. "Those of us who are doing it right must be able to differentiate the high quality our food, so that we may survive in the marketplace and people can continue to have true organic choices."

Since 1993 Eden has been

pioneering its due diligence system to assure that their food is free of genetically engineered organisms. Other food industry representatives have told Eden that it's impossible to make GEO free food because genetic pollution is so pervasive, but Potter says that Eden is succeeding through meticulous attention to detail and by doing anything and everything it takes to keep their food GEO free. When the New York Times hired a laboratory to test for genetically engineered organisms in

11 soy and corn based foods, the only one that tested negative, or clean, was EDENSOY.

Eden promises "The safest, most delicious, most nutritious, certified organically grown food that can be found." Each season, they visit with the family farmers who grow organic food for Eden. "We sit in their kitchens, share our updates, and walk with them in their fields," Potter says. "There's no other way to build such a network of dynamic

relationships or to know, without a doubt, where our food is coming from," Potter adds. "We are grateful to be supporting more than 200 family farms with over 40,000 acres of vibrant organic farm land. Organic farmers are society's brightest hope for positive change."

Cerveza Tecate Launches a New Look

Cerveza Tecate in a bottle now features updated packaging design and enhanced artwork that showcases the new twist-off cap for easier opening, making Tecate the first Mexican import beer in the U.S. with such a feature.

Notable changes to the 12 oz. bottle include a new twist-off cap featuring the Tecate logo, an upgraded neck label with a more contemporary look, and an upgraded front label with a bigger, bolder Tecate logo – aligned with the can design.

To complement the upgraded bottle design, Tecate also has refreshed its secondary packaging for the 12 oz. Bottle available in both a six-pack and a 12-pack case. The redesigned packaging communicates to consumers the new twist-off cap feature while the refreshed artwork showcases Tecate in a bottle.

"We know that second – and third generation U.S. born Mexican-Americans prefer the taste of Tecate in a bottle. Tecate is pleased to deliver a quality product in updated and convenient packaging that appeals to its consumers," said Victor Melendez, director of marketing, Mexican brands, Labatt USA.

The new and improved primary and secondary packaging is now available to consumers at on-and-off-premise locations proudly serving the authentic Mexican beer taste of Tecate.

Tecate, first brewed in 1944 in the small Mexican town of Tecate, is the #4 imported beer in the U.S. and the #1 selling import in a can. A refreshing, authentic Mexican beer. Tecate is consumed with salt and lime and is a favorite among Mexican-Americans.



Our outstanding service has made North Pointe #1!

North Pointe Michigan's Leader in Liquor Liability for 16 years running!

- Competitive Rates
- Endorsed by AFD for 16 consecutive years
- Never assessable, no deductibles, policy fees or surplus lines tax
- Available through the Independent Agent Network with over 1,000 agencies to serve you



(800) 229-NPIC
Fax: (248) 357-3895

Admitted, Approved and Domiciled in Michigan

or call AFD at:
(248) 557-9600
or
(800) 666-6AFD

Classified

FOR SALE—Magazine rack, 6 feet long, 2 tier with 4 rows per tier. Bought new, used only 6 months. Beige color. Asking \$100.00 or best offer. Call 810-985-8261 and ask for Dave.

HIGH VOLUME LIQUOR MARKET—In great suburban area. Business and building. 1.5 million. Serious inquiries only, please. Call 248-346-2438.

PARTY STORE, EASTSIDE LOCATION—Beer, Wine, Deli, Lotto. Only Serious, interested buyers. 1-586-777-2463 (Warren Location). With equipment.

FOR SALE—11-door walk-in cooler with compressor and shelving. Call (734) 285-9633 and ask for Neil of Bulch.

FAST FOOD DRIVE THROUGH—Open 86 hours/week... gross \$500,000 per year... \$250,000 with \$100,000 down. Reasonable rent with option to buy (land). (734) 428-9628.

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

BANQUET HALL & RESTAURANT FOR SALE—Hamtramck. Includes: real estate & everything. 10,000 sq. ft. + Good money maker. \$560K. Call for FREE recorded info. 24 hours—877-533-8360. ID#2018.

BRING ON THE GROCERIES—Ready to go. Totally remodeled with equipment and fixtures. Great location with high traffic. For information 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.

COMPLETE DISHWASH SETUP—Hobart Commercial AM-14 Dishwasher with large wraparound 4-piece stainless workstation, complete with preheater and large 3-compartment sink—\$4,995 or best offer. Other equipment also available at liquidation prices. 989-8876-8236—Tom.

PARTY STORE—Choice location. Liquor, Beer, Wine, Deli, Lotto, Lapeer area. Interested buyers inquire to P.O. Box 622, Lapeer, MI 48226.

PORT HURON LOCATION—2 blocks from Blue Water Bridge. Beer, Wine and Lotto. 8,000 sq. ft. grocery equipped with deli, bakery and meat department, with smoke house. Includes real estate and equipment. Always shown profit. Owner retiring—no reasonable offer refused. More information: call (810) 329-4198.

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

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

CONVENIENCE STORE—Deli, Pizza, Storage Coolers. — square foot. Business and Equipment. Call 734-946-9036.

Ebay Bans E-Coupon Auctions

Citing concerns about counterfeiting, eBay has decided to halt online auctioning of electronic coupons. Many grocery stores stopped accepting computer-generated coupons months ago because retailers couldn't tell if the coupons were real or fake. eBay worked with industry groups, including the Food Marketing Institute, to outline its new policies.

—Journal and Constitution

Feds Investigate Coca-Cola

U.S. investigators are examining whether Coca-Cola shipped excessive amounts of concentrate to a Japanese company, a practice known as "channel stuffing," or the "overselling of product to customers to pad short-term results and misrepresent true demand." The ongoing Coke probe is focusing on allegations the company overstated financial results.

—The Wall Street Journal

American Body is Getting Bigger

A survey sponsored by textile companies, dubbed SizeUSA, measured more than 10,000 people using 240 different measurements, and concluded that Americans' bodies are getting bigger. Nineteen percent of men are considered "portly," the average women's size is going up, and men's chest, waist and neck sizes came in at higher than industry expectations for average.

—The New York Times

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

20 YEARS and still running!

For more information regarding our machine, or to compare to our competitors, visit our web site at www.kansmacker.com

KANSMACKER BRAND REVERSE VENDING MACHINES

Kansmacker's COMPACT STAINLESS STEEL MACHINE:

NUMBER ONE FOR:

- Cleanliness
- Durability
- Efficiency
- Service
- Speed

NEW!

Our new machines are • SIMPLE! • EASY TO CLEAN!

Ask about a **FREE TRIAL**—NO OBLIGATION!

IT'S THE 3-IN-1 MACHINE!

Two Machine Sizes to Choose From! See our new Compact Model!

NEW!

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

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

800-379-8666 or 248-249-6666

Made In Michigan

SUPPORT THESE AFD SUPPLIER MEMBERS

AUTHORIZED LIQUOR AGENTS:

General Wine & Liquor	(248) 852-3918
National Wine & Spirits	(888) 697-6424
Encore Group/Trans-Con, Co.	(888) 642-4697
	(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) 932-5400
ATM of Michigan	(248) 427-9830
Bank One—Business Banking	(313) 270-1835
Comerica Bank	(313) 222-4908
Financial Corp.	(313) 387-9300
North American Bankcard	(248) 269-6000
Peoples State Bank	(248) 548-2900
Standard Federal Bank	1-800-225-5662

BEVERAGES:

Absopure Water Co.	1-800-334-1064
Allied 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
Click Wine Group	(586) 725-7160
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
Easttown Distributors	(313) 867-6900
Faygo Beverages, Inc.	(313) 925-1600
Future Brands	(248) 471-2280
Galaxy Wine	(248) 363-5300
Garden Foods	(313) 584-2800
General Wine & Liquor Co.	(313) 867-0521
Great Lakes Beverage	(313) 865-3900
Great Lakes Distribution	(810) 794-1300
Hubert Distributors, Inc.	(248) 858-2340
Infrastate Distributing	(313) 892-3000
J. Lewis Cooper Co.	(313) 278-5400
Java Joe's	(734) 439-3280
Josulete 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 & Sprts	(888) 697-6424
Oak Distributing Company	(810) 239-8696
Peppi-Cola Bottling Group	
—Detroit	1-800-368-9945
—Howell	1-800-878-8239
—Pontiac	(248) 334-3512
Pernod Ricard USA	(630) 922-6484
Petitprod, 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:

Altra 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 Kaffe at North Valley	(248) 855-8777
Penna's of Sterling	(586) 978-3880
Southfield Manor	(248) 352-9020
St. Mary's Cultural Center	(313) 421-9220
Tina's Catering	(586) 949-2280

DAIRY PRODUCTS:

Country Fresh Dairies	(800) 748-0480
Golden Valley Dairy	(248) 399-3120
Melody Farms Dairy Company	(734) 525-4000
Mexico Wholesale	(313) 554-0310
Pointe Dairy	(248) 589-7700
Serra Cheese Co.	(586) 790-8000
Superior Dairy Inc.	(248) 656-1523
Tom Davis & Sons Dairy	(248) 399-6300

ELECTRONIC AGE VERIFICATION

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

EGGS & POULTRY:

Linwood Egg Company	(248) 524-9550
---------------------	----------------

FRESH PRODUCE:

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

ICE PRODUCTS:

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

INSURANCE:

1st Choice Insurance Agency	(586) 737-2339
AAA Michigan	(800) AAA-MICH
Al Bourdeau Insurance Services, Inc.	(248) 855-6690
Capital Insurance Group	(248) 333-2500
Gadaleto, Ramsby & Assoc.	(800) 263-3784
JS Advisor Enterprises	(810) 242-1331
Frank McBride Jr., Inc.	(586) 445-2300
Meadowbrook Insurance	(248) 358-1100
North Pointe Insurance	(248) 358-1171
North Star Insurance Agency	(248) 398-5550
Paulmark Agency	(248) 471-7130
Rocky Husaynu & Associates	(248) 851-2227

LOGISTICS PLANNING

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

MANUFACTURERS:

Art One Sign Expo, Inc.	(248) 591-2781
Home Style Foods, Inc.	(313) 874-3250
Jaeggi Hillsdale Country Cheese	(517) 368-5990
Kraft General Foods	(248) 488-2979
Nabisco, Inc.	(248) 478-1350
Old Orchard Brands	(616) 887-1745
Philip Morris USA	(616) 554-0220
Red Pelican Food Products	(313) 921-2500
Singer Extract Laboratory	(313) 345-5880
Strauss Brothers Co.	(313) 832-1600

MEAT PRODUCERS/PACKERS:

Bar S Foods	(248) 414-3857
Family Packing Distributors	(248) 738-5631
or (313) 873-3999	
Gainor's Meat Packing	(989) 269-8161
Hartig Meats	(810) 557-0055
Hygrade Food Products	(248) 355-1100
Kowalski Sausage Company	(313) 873-8200
Nagel Meat Processing Co.	(517) 568-5035
Potok Packing Co.	(313) 893-4228
Strauss Brothers Co.	(313) 832-1600
Wolverine Packing Company	(313) 568-1900

MEDIA:

The Beverage Journal	(800) 292-2826
Booth Newspapers	(734) 994-6983
Detroit Free Press	(313) 222-6400
Detroit News	(313) 222-2000
Michigan Chronicle	(313) 963-5522
Suburban News—Warren	(586) 756-4000
—Flint	(810) 785-4200
Trader Publishing	(248) 474-1800
WDFN-AM 1130	(313) 259-4323
WDIV-TV4	(313) 222-0643

NON-FOOD DISTRIBUTORS:

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

POTATO CHIPS/NUITS/STICKS:

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
Nikias 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 Papalis Corp.	(248) 540-2426
Rio Wraps	(248) 540-2426

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
Binno & Binno Investment Co.	(248) 540-7350
BMC Grocery Systems Specialists	(517) 485-1732
Business Machines Co. (BMC)	(517) 485-1732
C-21 Travis/Real Estate	(586) 206-9000
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
Copper Mug Vending	(248) 789-4943
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
Diamond Financial Products	(248) 331-2222
Digital Security Technologies	(248) 770-5184
Eden Foods	(517) 456-7424
Elite Pest Management	(586) 294-7055
Financial & Marketing Ent.	(248) 541-6744
FMS Accounting & Payroll Providers	(615) 294-4055
Follmer, Rudzewicz & Co.CPA	(248) 355-1040
Freedom Systems Midwest, Inc.	(248) 399-6904
Gadaleto, Ramsby & Assoc.	(800) 263-3784
Goh's Inventory Service	(248) 353-5033
Great Lakes Data systems	(248) 356-4100
Guardian Alarm	(248) 233-1645
Kansmacker	(248) 249-6666
Karoub Associates	(517) 482-5000
Law Offices-Garmo & Garmo	(248) 552-0500
Market Pros	(248) 349-6438
Marketplace Solutions	(989) 235-5775
Metro Media Associates	(248) 625-0700
National Processing Services, LLC	(248) 540-7900
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
REA Marketing	(989) 386-9666
Sagemark Consulting, Inc.	(248) 948-5124
SBC Payphones	(313) 551-7740
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.O. 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 Cold 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) 427-5868
Bunzl USA	(810) 714-1400
Culinary Products	(989) 754-2457
DCI Food Equipment	(313) 369-1666
Envipco	(248) 471-4770
Four Seasons Beverage & Equip.	(734) 254-0886
Hobart Corporation	(734) 697-3070
Martin Snyder Product Sales	(313) 272-4900
MSI/Bocar	(248) 399-2050
National Food Equipment & Supplies	(248) 960-7292
Taylor Freezer	(734) 525-2535
TOMRA Michigan	1-800-610-4866

WHOLESALE/FOOD DISTRIBUTORS:

Ambassador Service Group	(248) 879-7704
Amendt Corp.	(734) 242-2411
Brownwood Acres	(231) 599-3101
Calverlee Supply	(586) 979-1370
Capital Distributors	(800) 447-8180
Central Foods	(313) 862-5000
Chief Foods	(248) 789-5319
Consumer Egg Packing Co.	(313) 871-5095
CS & T Wholesalers	(248) 582-0865
D&B Grocers	(313) 928-5901
Dearborn Sausage	(313) 842-2375
Decanter Imports	(248) 446-4500
DeL Style Jerky	(734) 453-6228
EBY-Brown Co.	1-800-532-9276
Economy Wholesale	(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) 960-5237
Great North Foods	(989) 356-2281
Hamilton Quality Foods	(313) 728-1900
I & K Distributing	(734) 513-8282
International Ice	(313) 841-7711
International Wholesale	(248) 544-8555
Interstate Brands/Wonder Bread/Hostess	(586) 792-7580
Jerusalem Foods	(313) 538-1511
Kaps Wholesale Foods	(313) 567-6710
Karr Foodservice Distributors	(313) 272-6400
Kay Distributing	(616) 527-0120
Kitchen Et Cetera	(313) 567-6046
L&L Jiroch/J.F. Walker	(313) 728-9880
L B Enterprises	(517) 545-2867
Liberty Wholesale	(586) 755-3629
Lipari Foods	1-586-447-3500
Mexico Wholesale	(313) 554-0310
Michigan Quality Sales	(313) 255-7333
Nash Finch	(989) 777-1891
Nikias Distributors (Cabana)	(248) 582-8830
Northridge Distributing Co.	(734) 254-1000
Potok Packing	(313) 893-4228
Preferred Brands	(313) 381-8700
Robert D. Arnold & Assoc.	(810) 635-8411
Roundy's	(419) 228-3141
S. Abraham & Sons	(616) 453-6358
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) 785-4208
SuperValu Central Region	(937) 374-7874
Tiseo's Frozen Pizza Dough	(586) 566-5710

Wholesale Lunch Meat Package Sizes and the Food Code

Editors Note: The Michigan Department of Agriculture requested that we put in the following information concerning wholesale lunch meat package sizes and the food code. It is addressed to wholesale meat manufacturers and distributors.

By Gerald Wojtala, Deputy Director
Food & Dairy Division
Michigan Department of Agriculture

The purpose of this article is to request the assistance of wholesale meat manufacturers and distributors in meeting the needs of the retailers in Michigan as a result of the adoption of the 1999 FDA Food Code. Retail industry representatives across Michigan have expressed their concerns about the need for a wider selection of wholesale package sizes of lunch meats to be able to meet the date marking requirements in the Food Code.

Background
The Michigan Food Law of 2000

adopts the 1999 FDA Food Code. The adoption of the Food Code across the country has progressed rapidly. The Food Code (in 3-501.17) requires packages of most lunch meats (specifically those used for slicing at a deli counter) to be dated by the retailer upon opening the package and sold within seven days. Retailers have expressed difficulties meeting this requirement due to current meat industry practices.

The Michigan Department of Agriculture intends to fully enforce date marking at retail food establishments.

Date Marking Workgroup

A workgroup was formed to identify the difficulties retailers were having with selling certain meats within the seven days once opened. The group consists of representatives from most of the major retail grocery chains in Michigan, the food

industry associations, and the Michigan Department of Agriculture including: the Associated Food Dealers of Michigan, Meijer, Inc., Spartan Stores, Inc., Farmer Jack Supermarkets/Great A&P Tea Co., and independent store representatives.

Concerns with Luncheon Meat Supplied by Manufacturers

Some of the difficulties identified by the workgroup include:

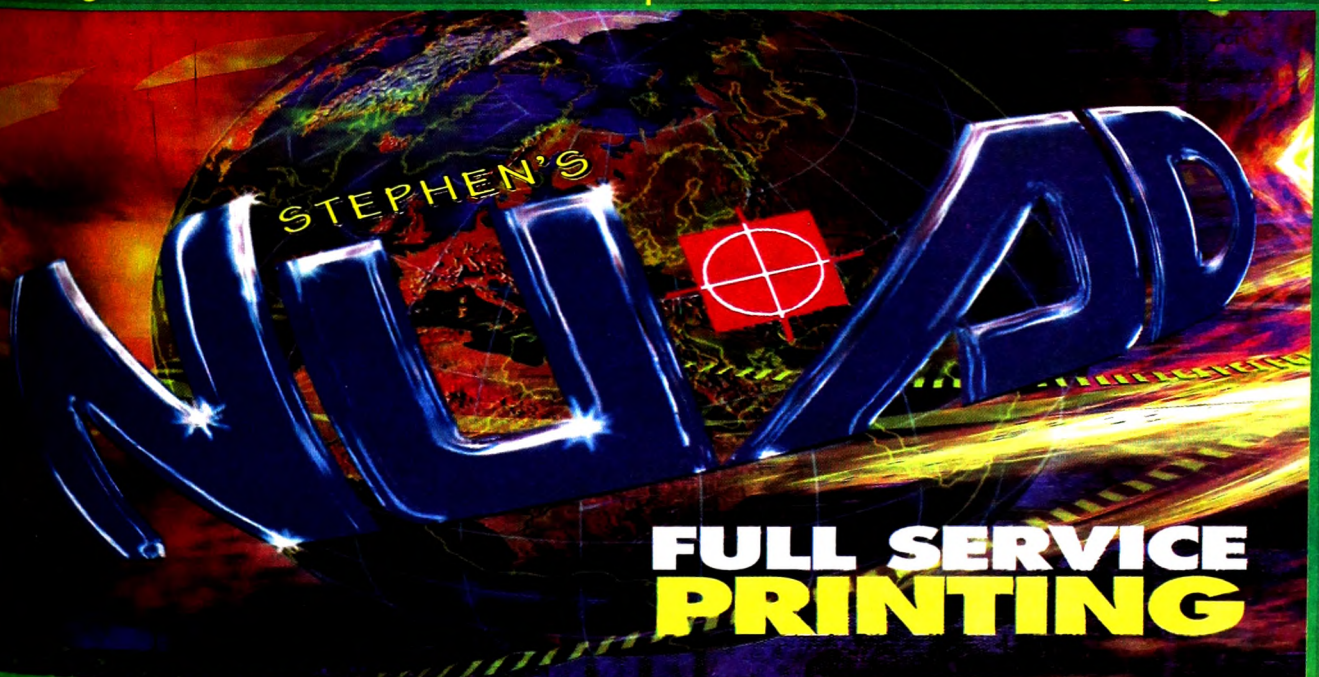
- 1) Slow-moving meats are packaged in large sized loaves that many stores cannot sell within 7 days once the wholesale package is opened.
- 2) Even popular varieties like bologna or hard salami are not available in small sizes, making it difficult for small retail stores to offer those products.
- 3) Certain purchasing agreements are inflexible, mandating that retailers carry a full line and set quantities of company X's lunch

meat products - even the slow movers.

4) Shelf-stable and non-potentially hazardous meat and deli items aren't readily identified by manufacturers. These items are exempt from date marking if they do not require refrigeration (based on water activity, moisture-protein ratio (MPR), or combination of MPR and pH) and do not bear a "Keep Refrigerated" label. It would be helpful for the manufacturer to identify a list of those products meeting this exemption for their retail customers.

It is our request that meat manufacturers respond to these customer needs so that retailers can more readily comply with date marking requirements of the Food Code. The Michigan Department of Agriculture intends to fully enforce date marking at retail food establishments.

Congratulations, AFD, on another spectacular Trade Show. Way to go!



17630 East Ten Mile Road
Eastpointe, Michigan 48021

Phone (586) **777-6823**

ACHIEVE SUCCESS

"The direction of the new leadership at Spartan Stores has been a big positive for distribution customers and share holders."

—Village Market Murk Mgmt.

"Spartan Stores has been our supplier for 8 years. This has been the most profitable period in our 45 years."

—Dick's Market in Dor

"Customer Service and Computer Support have always been responsive to our needs."

—Jorgensen's Supermarkets

"Spartan Stores has been instrumental in our growth. Spartan private label is well accepted and an asset to our business. Spartan's service and delivery is handled very timely."

—Jerry's Foodland

"Spartan Stores' dedication to the success of independently owned and operated retailers is unsurpassed."

—Central Shop Rite, Vassar

"Spartan is a gold mine for great deals and excellent customer support."

—Steve DeYoung's
Big Top Market, Inc.

"They make advertising easy! From design to distribution."

—Oleson's Food Stores



spartan stores

For information on how Spartan Stores can help your business succeed call 616-878-2248 or visit our web site at www.spartanstores.com