



# Food & Beverage **REPORT**

The official publication of the Associated Food Dealers of Michigan

JULY 2004

## Just In



### AFD is on the Move!

"Just In" is the appropriate column for this breaking story because the AFD staff is literally "just in" the new AFD offices. Most of the boxes are unpacked now, and we're very proud of your association's new, efficient facility. Please stop by and see for yourself! We're located at:

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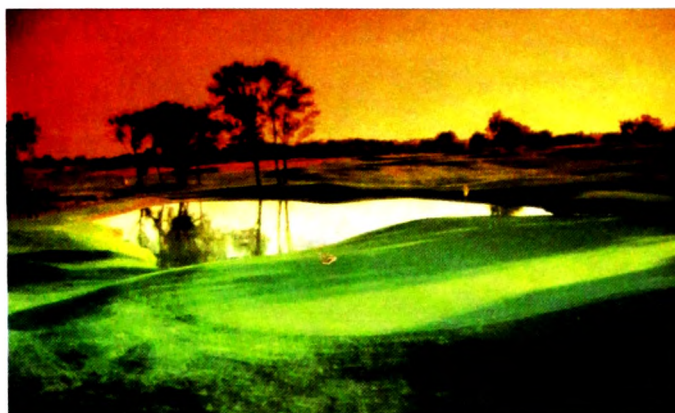
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## It's Time for Tee...At Fox Hills!

Competition will be fierce at the AFD Annual Foundation Golf Outing. This year we're heading out to Fox Hills in Plymouth on Thursday, July 22. Continental Breakfast begins at 7:30 a.m. and the shotgun is at 9:30 a.m. (gives you time on the driving range!) Our scholars are counting on you. If you haven't registered yet, call Michele MacWilliams at (248) 671-9600 or (248) 625-0070. See page 7 for details, because you know it's important to "follow through!"

## Independent's Day

By Michele MacWilliams

Baseball, hot dogs and apple pie are American icons known around the world. There are many stories of the new immigrant's first meal on American soil – a hot dog from a New York corner vender. Apple pie is truly an American original and baseball, well, is there another place in the world that pays such homage to this sport?

Here in Michigan, we also have a

**We salute the Independent  
Grocery Store,**

**From Michigan's Shore to  
Shining Shore!**

few symbols and sayings that distinguish us and keep us unique. We go "Up North" on vacation, because Michigan is a water wonderland, with 11,000 inland lakes, surrounded by four Great Lakes.

We love our cars too. Detroit is the car capital of the world. We drink "pop" instead of soda and eat more potato chips than any other state and buy them in "party" stores instead of convenience stores.

This July 4th, as Americans across the country tune their radios to their local baseball game and bring out the hot dogs and apple pies to celebrate Independence Day; here at

See *Independence Day*, page 32.

## Governor Signs Cigarette Tax

Despite AFD's intense lobbying and efforts from its members, on June 24 Governor Granholm quickly signed a bill raising tobacco taxes 75 cents per pack effective July 1.

"I'm disappointed that there wasn't a better way to balance the budget and I'm concerned about the long-term impact on the competitiveness of Michigan businesses," said AFD President Mike Sarafa.

On July 1, Michigan will have the nation's second-highest cigarette tax, at \$2 per pack, behind New Jersey.

An unexpected bipartisan compromise on splitting revenue from the cigarette tax developed on the Senate floor, clearing the way for passage of the increase by a narrow 20 - 15 vote. The House

See *Cigarette Tax*, page 30.

## It's Beginning to Look a Little Like Christmas!

The weather may be warm and sunny, but the holidays are just around the corner. Mark your calendar now for the AFD Holiday Beverage Show, September 21 and 22 at Burton Manor in Livonia. See page 29 for details!





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## President's MESSAGE

## Michigan needs tax overhaul

*In the late 80s and early 90s, I had the privilege of working for Paul Hillegonds when he was the House Republican leader. He is currently president of Detroit Renaissance, Inc.*

*Taxes and Michigan's tax structure are of critical importance to Michigan retailers. The following is reprinted from a column written by Paul for the Detroit News that addresses this issue.*

— Mike Sarafa, AFD President

By Paul Hillegonds

Michigan's capacity to retain and attract private investment and jobs is not simply a matter of cutting taxes. Economic development requires an adequate infrastructure — schools, transportation, water and sewer systems and other public investments financed by the taxes we pay. If state fiscal policy does not change, that infrastructure increasingly will be at risk.

In the last four years, policy makers have agreed to hundreds of

millions of dollars in spending cuts and used more than \$6 billion in one-time revenues to balance the state budget. Currently the state workforce is at its lowest level in three decades and has been reduced by 15 percent in the last three years.

Yet our governor and legislators are continuing to grapple with huge, looming budget deficits. The problem is structural. How we tax ourselves as a statewide community does not — and will not — support the basic services we ask our elected representatives to fund, even as our economy emerges from the recession.

Higher taxes on smokers, gamblers and bad drivers will eliminate only a part of the structural deficit. So we borrow from our future by deferring maintenance on roads, on university buildings, even on the teeth of poor adults who no longer receive Medicaid coverage for dental check-ups.

Because 80 percent of state revenues are sent to other entities

providing services, spending cuts hit higher education, Medicaid reimbursements to health care providers and revenue sharing to local communities. The result is indirect taxation in the form of higher college tuition costs, insurance rates that are raised to cover more than \$1 billion annually of uncompensated health care and increasing local government fees and taxes.

We are paying now and will pay more later when deferred maintenance bills come due. I believe there are better ways to address the state's structural deficit, including:

- **Restructuring state taxes.** Sound tax policy requires that a state's tax structure be stable, be fair and collect sufficient revenue to balance a budget designed to grow the economy. Michigan's current system is failing on all three counts.

For example, the primary means of funding K-12 schools and revenue sharing to local governments — the sales tax — is increasingly unfair and inadequate. This six percent levy applies only to goods in an economy that is becoming much more service-based. It is time to consider lowering the sales tax rate and broadening its base to include services that we purchase.

See Tax Overhaul, page 31

## The Grocery Zone

By David Coverly



## Governor appoints Jonna to Grape &amp; Wine Industry Council

Kristin Jonna, manager of Merchant's Fine Wine, was appointed by Governor Granholm to represent retailers on the Michigan Grape & Wine Industry Council. Jonna, a resident of Dearborn and AFD member will represent retail establishments that hold a specifically designated merchant license and sell Michigan wines. Jonna succeeds Rosalind Mayberry, whose term expired. AFD congratulates Kristin on her appointment, and looks forward to working with her.

## Representative Barbara A. Farrah Believes in the Power of Local Government

By Kathy Blake

State Representative Barbara A. Farrah (D-Southgate) is a staunch supporter of local government. "It's such an important layer of government," she said.

Having served on the Southgate City Council for a decade, Farrah said council members are there to plan and protect the city and to be the first layer of governmental contact for residents when they need help. Farrah served as president for two terms of her 10 years on the council, so she has a high profile in the Southgate community.

Farrah explains that with local government, you're always there. "You're at Meijers and people stop you and ask you about things." She said people still stop and talk to her but the things they ask about are not as urgent. "Serving on the city council was the best preparation I could ask for to head to Lansing."



Farrah continued. She said managing a city was good training for using available resources to best serve the people who live there.

With the budget crisis, local government is facing cuts like

everything else. Rep. Farrah believes focusing on Medicaid, schools, roads and infrastructure and making the state more of a tourist attraction remain important. "We need to keep some things in place in order to move forward."

A freshman representative, Farrah is vice-chair of the Land Use and Environment Committee; a member of the

Conservation and Outdoor Recreation Committee and the Tax Policy Committee.

"I am in the minority in Lansing, yet everybody is here for the same reason, to make our state better.

Though they may have different philosophies, one thing that's important is to not take it personally if, say, your bill doesn't pass," she said.

There are so many interests and needs represented that some things don't get passed such as recent bills for tax breaks. "The timing is not good for tax breaks because of the budget crisis." As a member of the tax policy committee, Farrah helped close some income tax loopholes.

Rep. Farrah said she and her fellow freshmen are involved through caucus with the Appropriations Committee's long, drawn-out budget process. "We are learning how to work with that process and get things done."

Farrah represents the 13th district which includes the cities of Southgate, Wyandotte, Riverview

See Rep. Farrah, Page 32

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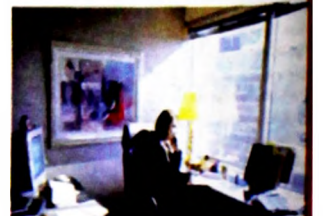
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## NewsNotes

### Bacardi Sales Latin Hot

Bacardi USA reportedly is enjoying a record year, for two reasons – the success of flavored rums, and the rapid rise of the mojito, a Cuban cocktail, as the drink du jour.

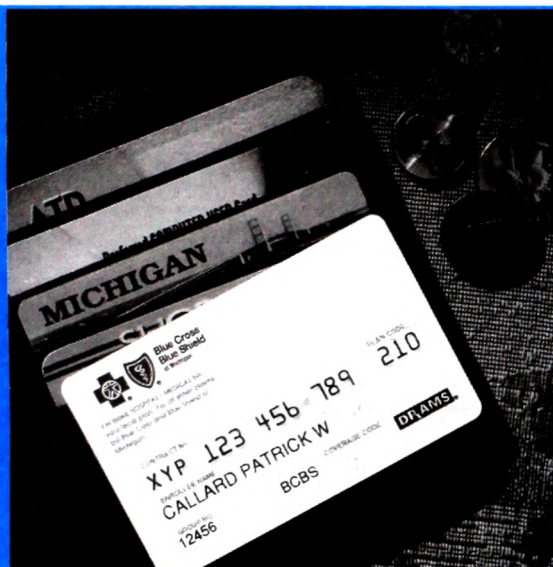
The lesson, according to the company, is that all things Latin are considered to be hot right now...a trend that perhaps more retailers could follow.

### Study: Self-Checkout Lanes are Here to Stay

Stores with self-checkout lanes report 40% of transactions are completed using the technology. The self-service option has gone mainstream, with \$70 billion worth of transactions this year, according to one study. The study predicts \$336 billion in transactions will go through self-checkout lanes by 2007. – *The Dallas Morning News*

### One-Quarter of Food Companies Engaged in Low-Carb Research

A report by Reuters Business Insight found 25% of European and U.S. food companies have either introduced a low-carb product or are researching such offerings for the future. Analysts forecast growth in the diet food market, while two-thirds of companies interviewed saw such growth as a strong business opportunity. – *FoodNavigator*



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## Calendar

### July 22

AFD Foundation Golf Outing  
Fox Hills Golf Course  
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### July 23

5 A Day Foodservice Summit  
Monterey, CA  
(302) 235-ADAY  
[www.5aday.com/html/industry/summit.php](http://www.5aday.com/html/industry/summit.php)

### September 27

Beverage Retailing Summit 2004  
Orlando, FL  
Contact: Jeff Friedman  
(646) 654-7452  
[jfriedman@vnubuspubs.com](mailto:jfriedman@vnubuspubs.com)

### October 15-19

Food Marketing Institute Productivity  
Conference & Expo  
Dallas, TX  
[www.fmi.org](http://www.fmi.org)

### October 17-20

The NACS Show 2004  
Las Vegas, NV  
(703) 684-3600

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AFD works closely with the following associations:







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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**

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Proceeds raised will help fund at least 30 academic scholarships!

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

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- signage at the club house
- exposure in the *AFD Food & Beverage Report*
- special gift for each golfer

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## NewsNotes

### New England Companies Auction 148 Petroleum Marketing and Convenience Stores

DB Companies, Inc. and Subsidiaries are offering to sell 148 convenience stores and petroleum marketing units through an auction to be managed by Matrix Capital Markets Group, Inc. The stores will be sold free and clear of liens, claims, and encumbrances. Qualified bids will be accepted for individual stores, predetermined groups of stores, and for all of the stores.

58 of DB Mart's stores are located in Connecticut, 44 are in Massachusetts, 25 are in Rhode Island and 21 are in New York. 66 units are fee simple, 81 units are leased, and 1 unit is fee simple land with leased building. 85 units sell motor fuels and all units sell merchandise. Sixty-eight of DB Mart's fuel locations are Valero branded, 12 are CITGO branded, 2 are Sunoco branded and 3 stores sell unbranded motor fuels.

Live auctions for qualified bidders will be held August 25 and 26.

To receive a bid package: Potential bidders must execute a confidentiality agreement and a bidder contact form, both of which can be downloaded by visiting [www.matrixcapitalonline.com](http://www.matrixcapitalonline.com) or they can be received by calling Spencer Cavalier of Matrix at 410-752-3833. —CSP

### Fructose Linked to Obesity

New research suggests that fructose, a sweetener commonly used in soft drinks and found naturally in fruit juice, may induce a hormonal response in the body that promotes weight gain.

WebMD Medical News reports that the study reveals that drinking a fructose-sweetened beverage caused levels of the hormones insulin and leptin to be lower than those found after drinking a beverage sweetened with glucose, another natural sweetener. Insulin and leptin send information to the brain about the body's energy status and fat stores, and researchers say low levels of these hormones have been shown to increase appetite and obesity.

Although fructose is found naturally in fruit juice, these findings would likely not apply to eating fruit because other components of fruit, such as the fiber, would affect how the body handles fructose.

Published in the Journal of Clinical Endocrinology and Metabolism, the study showed the hormonal responses after drinking beverages with fructose may mean that diets high in fructose may be one factor contributing to obesity. Researchers estimate that fructose consumption has increased by 20 percent to 30 percent during the last 30 years—a rate that is similar to the growth of obesity rates during the same period, according to WebMD Medical News.

### Sheetz Opens C-Restaurant in Pennsylvania

Sheetz has officially opened the company's first "Convenience Restaurant" — a pioneering hybrid concept that combines quick-casual dining and convenience concepts. The store located in Altoona, Pennsylvania, opened in May following a private reception and ribbon cutting ceremony.

It is a 10,000 sq. ft. state-of-the-art facility. The new "convenience restaurant" is more than double the size of the average Sheetz convenience store. Equipped with digital menu boards and touchscreen order points, the brightly decorated facility features a broad menu prepared in what the company calls a "food theater." —CSP

### Frito-Lay Changes "Wow" to "Light"

Frito-Lay is changing the name of its Olestra-based "Wow" chips to "Light" in the wake of a drop in sales since the product's 1998 launch. The switch will occur in September without a major ad campaign. —The Dallas Morning News

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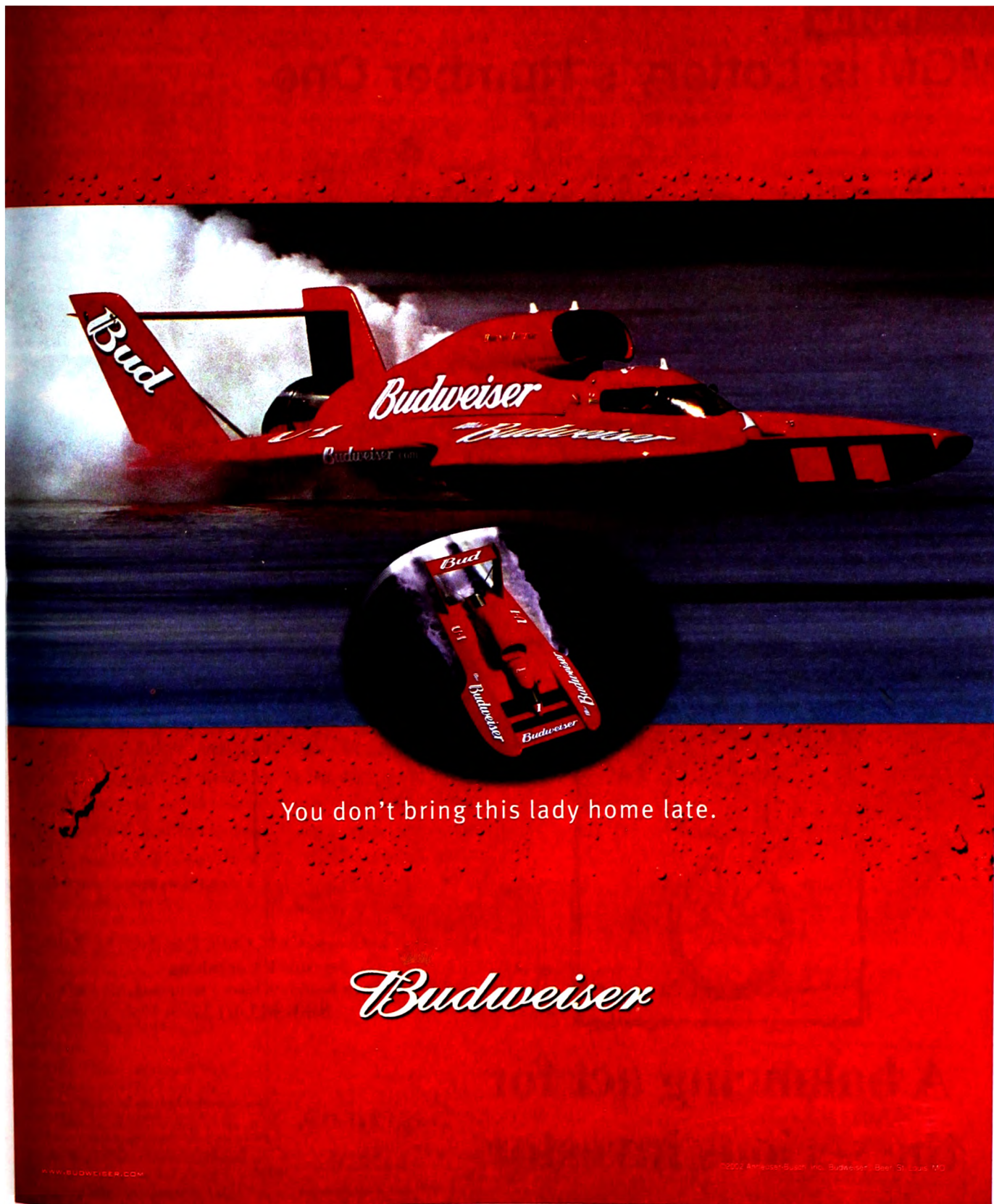


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# MGM is Lottery's Number One

By Michele MacWilliams

MGM Market has an enviable position. With Lottery sales of over \$1.8 million last year, it is Michigan's top Lottery retailer. And it's no coincidence. In 2002, the store was the number two Lottery retailer as well.

Owned by a foursome of brothers from the Garmo family, the store's phenomenal success is in no way an accident.

Located on 8 Mile Road at Coolidge, MGM benefits from a steady stream of loyal, local customers. "I just saw a woman named Karen in here, who has been coming to the store since she was a kid," said Nick Garmo, one of the MGM co-owners.

To the delight of customers and employees, Michigan Lottery Commissioner Gary Peters recently visited MGM to present the top lottery award and offer special prizes to lottery purchasers.

The four Garmo brothers – Nick, Steve, Sam and Neil – bought MGM in 1987. They had owned a store named Spotlight Market on Tireman before purchasing MGM from their uncle, Najeeb Garmo.

The store has a long history. No one knows for certain when it was built, but they do know that at one time or another it was called Dixie Field, Great Scott!, Big Star and Royal Value. Although the name has changed over the years, the residents from the local neighborhoods consistently come back to shop and to buy their lottery tickets.

MGM's 8-Mile location makes it a convenient stop for nearby residents. The friendly smiles from employees, good selection and fair prices of the meat, produce and grocery items keep customers coming back.

So what is MGM's secret for such phenomenal Lottery sales? Nick

*MGM, continued on page 11.*



Above: MGM's bold signage is a familiar landmark on 8 Mile Road at Coolidge.

Top left: Neil Garmo works on scans.

Bottom left: Nick Garmo near the meat coolers.



## A balancing act for the serious investor.

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MGM, continued from page 10.



Nephew Luke Garmo stocks shelves

## NewsNotes

### Mike and Ike Pump Up Candies Flavor and Size

After 60 years, Mike and Ike chewy assorted fruit-flavored candies have received a makeover. Just Born, Inc., which manufactures the Mike and Ike brand, added more fruit juice to a smaller candy piece size. The company also introduced a new flavor, strawberry, to its Mike and Ike Original Fruits mix. Strawberry joins cherry, lemon, orange and lime. —NACS

### Singapore Allows Gum Sales

The Wall Street Journal reports that the nation state of Singapore has finally agreed to over-the-counter sales of gum with proven health benefits. However, it can only be sold by dentists or pharmacists, who must keep track of the names of buyers.

### Kroger Will Expand Marketplace Concept in Ohio

Looking to fend off competition in Central Ohio from Giant Eagle, Meijer and other retailers, Kroger will open six new Columbus, Ohio stores under its Marketplace brand. These 100,000 square-foot stores offer groceries, pharmacies, electronics and home goods. —MSNBC

### Small California Winery Gains Cachet with Hollywood Product Placements

Clos du Val, a 65,000-case winery in Napa Valley, Calif., recognized by its terra cotta labels, has managed to sneak its way into "The Sopranos," "Everyone Loves Raymond" and other high-profile movies and TV shows. Rather than pay a fee to have its wine appear in these productions, Clos du Val sets aside 240 cases a year to send to influential directors. —Los Angeles Times

Garmo says it's really no secret at all. It is a combination of all things that the store does right.

First, MGM is a happy place, where customers feel welcome. Its clean, bright aisles and courteous employees offer a pleasurable environment for shopping. Although the store has changed names and owners over the years, it has remained a grocery store and is

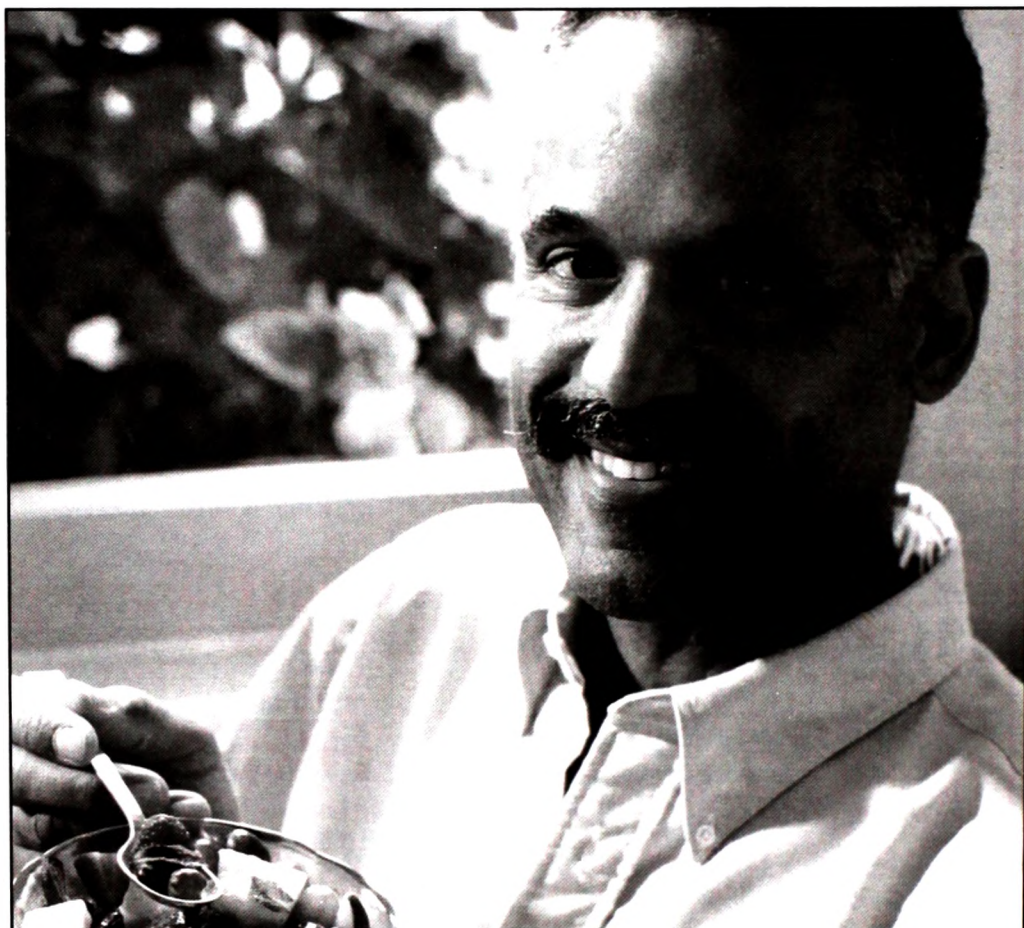
the spot that locals have chosen to shop for over three decades.

Next, the Garmo brothers show a real commitment to the community. The office walls are plastered with local awards and thank-you notes from organizations that benefit from the store's generosity.

They are also committed to the Lottery. MGM has an employee designated to the Lottery terminal

from opening to closing. That person's duty is strictly to operate the Lottery machine.

Okay, and finally, the name — MGM — which is usually associated with the famous MGM Grand Casino. Perhaps customers believe their luck is better at a store called MGM Market. Name recognition never hurts!



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## Website Launched to Oppose Cigarette Tax Hikes, Smoking Bans

Business owners and operators searching for ways to oppose cigarette excise tax increases and smoking bans now have a new tool at their disposal through R.J. Reynolds Tobacco Co.

"We often hear from business owners who tell us that they are being forced to lay off employees, or even close their doors, because of burdensome cigarette excise tax

increases and unreasonably restrictive smoking bans," said Ron Cole, manager of legislative support for R.J.R., Winston-Salem, N.C. "Working closely with our information technology and sales departments, we decided to do something about it."

Last month, R.J.R. launched BusinessTobaccoAlliance.com, a website where cigarette wholesalers, retailers,

restaurant and bar owners and operators and others can sign up and become more proactive in opposing legislation that hurts their businesses.

"Once registered, business owners will have access to a personalized web page that lists their state and federal legislators' contact information," said Cole. "In addition, they'll receive notification when anti-tobacco

measures are being considered, as well as gain access to a tax impact calculator enabling them to estimate potential gross profit losses from cigarette tax increases. Also, they'll become part of an organization with common interests and common goals."

He added, "Our hope is that not only will thousands of business owners become members of BusinessTobaccoAlliance.com, but that they'll encourage their employees and other members of the community to join as well."

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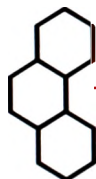
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## Rite Aid Plans Aggressive Expansion, Pharmacy Sales Push

Rite Aid executives say the chain plans to open 50 new stores this year and undertake a remodeling effort at 175 existing outlets. The company also plans to boost pharmacy sales by marketing directly to physicians. On average, Rite Aid stores dispense only about two-thirds as many prescriptions as a CVS or Walgreens store in a given week, an area where the company expects significant improvement according to CFO John Standley. —Chain Drug Review

## Supervalu Rolls Out Web-Based Business Portal

Supervalu announced that it has introduced its SVHarbor Internet-based business portal to its more than 1,500 manufacturer and broker partners. Developed to improve the company's industry processes and minimize the costs of doing business, SVHarbor is designed to give users fast, easy access to critical information across the supply chain.

"In today's competitive business environment, we're all looking for ways to increase efficiencies and collaboration to improve the way we work," said Mike Jackson, Supervalu executive vice president. "SVHarbor enables Supervalu to provide a new world of integration, visibility and services for its business partners across the supply chain."

## Sunkist Voluntarily Introduces Origin Labels

Sunkist Growers, California's largest maker of citrus fruit plants, announced it voluntarily will add country-of-origin labels to individual oranges, lemons, tangerines and grapefruit starting this year. Sunkist opposes the government's current plan to mandate the use of such labels and wants to show that a voluntary program can succeed instead. — Los Angeles Times



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# Are Your Assets Really Diversified?

By Michael J. LoGrasso CLU, ChFC and John M. Bussa  
In conjunction with Sagemark Consulting, a division of Lincoln Financial Advisors

You've heard the old investment adage, "Don't put all your eggs in one basket." It's good advice. A diversified portfolio should be at the core of any well-planned investment strategy. While a worthy goal at any age, it's especially desirable as your net worth grows over the years.

The basic purpose of diversification is to reduce your risk of loss. It's primarily a defensive type of investment policy. Depending on your investment goals and tolerance for risk, your strategy may emphasize one type of investment over another. But overall, your plan should be diversified. That's because no single type of investment performs best under all economic conditions. A diversified program is capable of weathering varying economic cycles and improving the trade-off between risk of loss and expected return. Of

course, diversification cannot entirely eliminate the risk of investment losses.

**Forms of Diversification.** An investment portfolio consisting of twenty different construction industry stocks is not diversified.

Diversification means dividing your funds among different classes of assets – such as stocks, bonds, real estate, savings accounts and tangible assets. For instance, suppose your portfolio consisted entirely of bonds. Your money would be at significant risk if interest rates rose since bond prices generally fall when rates go up.

It's also important to diversify by owning several stocks in different industries. Suppose you held just 1,000 shares of a major company's stock from December 31, 1991 through December 30, 1997, and you suffered a loss of \$40 per share when the stock fell from 100 to 60. A diversified portfolio consisting of many different stocks in various sectors may have cushioned the blow of the loss.

A prudent investor managing his

own portfolio might diversify his holdings by selecting some stocks for their rising earnings or accelerating "growth" potential while buying other stocks because they offer "value" by temporarily being out of favor. In addition, an investor may buy individual securities for other reasons, such as income or tax advantages.

An alternative to selecting and managing individual stocks and bonds is to invest in mutual funds. Some mutual funds offer diversification by holding many securities within the portfolio. However, some other funds may not be diversified across industries or asset classes and may focus on a single sector. Mutual funds offer several other features, including:

- Funds have clearly defined objectives and strategies, which are detailed in the fund's prospectus.
- Shareholders receive periodic reports reviewing the fund's results and performance.
- Funds are managed by full-time professionals.

• Fund families allow investors to allocate investment dollars among a combination of funds with varying objectives.

Diversification also means not tying up all your funds in long-term investments. You'll need to keep a certain amount easily accessible – that is, in money-market accounts, savings accounts or short-term certificates of deposit (CDs) – for ongoing expenses, emergency needs, and short-term goals such as saving to buy a car or pay taxes. And through dollar-cost averaging, a process of buying stocks and bonds from time to time instead of all at once, you can spread the risk over both good and bad markets. Using this investment method involves continuous investment in securities regardless of fluctuating price levels of securities. Therefore, investors should consider their financial ability to continue purchasing through periods of low price levels. Diversification is also important

*Diversification, continued on page 16*

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because CDs are FDIC-insured and typically offer a fixed rate of return while investments such as stocks and bonds are not FDIC-insured and their value will fluctuate with current market conditions.

**Sample Portfolio.** Your specific investment decisions will depend on several factors: your age, tax bracket, risk tolerance, liquidity

needs, investment time horizon and investment goals. In general, however, a well-diversified portfolio might include:

- Cash Reserves for short-term needs – checking accounts, money-market accounts, savings accounts and shorter-term CDs.
- Longer-term, taxable investments that are relatively liquid, such as:

- a) Stocks – common or preferred
- b) Bonds – U.S. Government, corporate
- c) Mutual Funds – bond funds, growth funds, balanced funds, international funds
- Tax-advantaged investments, such as:
  - a) Annuities – fixed and variable

- b) Qualified Plans – 401(k), 403(b), IRAs, SEPs, SARSEPs
- c) Municipal bond funds
- Real estate – commercial, residential

• Tangible asset exposure through mutual funds – precious metals funds, natural resources funds

You may want to consult an advisor regarding designing a portfolio that is right for you and your risk tolerance.

#### **Diversify Beyond Investments.**

Diversification alone may not be sufficient to protect your investments. By taking a broader view, a financial planning strategy can put safeguards in place to help protect yourself and your family.

For instance, purchasing disability income insurance provides protection for your ability to earn a living. Life insurance is another form of protection. It can help preserve your estate assets and reduce the risk that a disaster could wipe out your family's standard of living. Life insurance can also provide the necessary cash for your survivors to pay estate taxes and other expenses, or to carry on a family-owned business.

A properly planned estate can also be a part of your overall strategy. Simply having a will may not be enough. You may need to coordinate your will with trusts for your children, life insurance and tax planning. Estate planning can help preserve and direct the distribution of your assets after your death.

A diversified financial planning strategy will not eliminate risk or guarantee success. But it does offer a sound approach to help protect your assets, reduce risk and potentially grow assets over time. Talk with a qualified professional about how to put an effective financial planning strategy in place.

*John M. Bussa is a registered representative of Lincoln Financial Advisors, a broker-dealer, and offers investment advisory service through Sagemark Consulting, a division of Lincoln Financial Advisors Corp., a registered investment advisor. The branch office is at 26555 Evergreen, suite #1600, Southfield MI. The phone number is (248) 948-6255. Insurance is offered through Lincoln affiliates and other fine companies*



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# United Wholesale Makes One-Stop Shopping for Retailers

By Kathy Blake

With over 80 years experience between them, in January, a group of Lansing business partners purchased the assets of Spartan's subsidiary, United Wholesale Grocery Company.

The company is a cash and carry convenience store distribution operation with 12 locations. It was formed by Spartan in 1950 and became a major supplier to the entire grocery and convenience store market.

The Lansing partners formed United Distribution Group LLC to make the purchase. The four principals are: Loui and Ron Boji, father and son; Hani Mio, Chief Operating Officer and Neb Mekani, President of the company. Mekani, who is an attorney by trade, handles the day-to-day administrative operations and Mio takes care of the buying, selling and managerial duties.

All the partners grew up in families that owned supermarkets, liquor stores and party stores. Mekani recalls, "I remember shopping at the United Wholesale in Redford with my dad when I was 10 years old."

His father owned 15-16 party and liquor stores through the years. "He sold his last store, Lindsay Food and Drug of Detroit, two and a half years ago," said Mekani. The Boji family had owned supermarkets in Detroit, Port Huron and Shelby township. The Mios owned and operated several convenience stores.

In addition to their grocery background, the partners bring a wealth of business experience to the company. They currently own hotels, office buildings and real estate. The Bojis have a separate office park construction project in Lansing.

United Wholesale is a full line supplier for mostly convenience, liquor and party stores and gas stations. Retailers can purchase everything from cigarettes to frozen foods to toilet paper. There are 11 centers in Michigan and one in Toledo, Ohio. The Michigan locations are in Grand Rapids,

Lansing, Redford, Bloomfield Hills, Warren, Dearborn, Kalamazoo, Bay City, Muskegon, Flushing and Harrison. "We're hoping to add eight more branches in Michigan and Ohio over the next two to three years," said Mekani.

They recently remodeled their Redford outlet. For the most part, Mekani says the centers all look the same: steel buildings with beige siding.

Hani Mio's two-minute drill for United Wholesale goes something like this: "United Wholesale centers are 24,000-square-feet of aisles which are full of grocery, dairy, frozen food, lunchmeat, cigarettes and candy items. We sell half and full cases and supply 20,000-30,000 products. We have close to 12,000 customers, state-wide. We are the primary supplier for some and the secondary supplier for others, and we serve all AFD members."

When the partners purchased United Wholesale, they tried to make as smooth a transition as possible for the employees and customers. They retained the employees and even kept the same benefits for them. They have many plans for improving the stores and are slowly putting them into place.

The partners are currently working to integrate the POS system for all locations and the headquarters. Once they get that in place and running smoothly, they plan to begin renovating the stores starting with the Bloomfield Hills location. The assistant manager, John Burnell said they probably won't start that until fall, after the busy season for customers. Mike Aziz of Shell Plaza in Brownstown shops at this location. He says, "The prices are pretty good. I like the convenience of having everything under one roof. The people are always smiling and helpful."

As for plans for the future "We're also looking to become a full-service wholesaler with delivery and distribution some day," said Mio.

Mio said they are pursuing better pricing to become even more competitive. "We want to buy for less so we can sell for less. The number one thing that customers

want are low prices because it's a very competitive world out there."

For more information, call 517-267-9600. Retailers need only bring their tax ID number to start saving at United Wholesale.



Left, John Burnell (right) totals the order of Mike Aziz of Shell Plaza in Brownstown.

Below, United Wholesale Partners (l to r), Neb Mekani, Hani Mio, Loui Boji and Ron Boji.

Bottom, United Wholesale's Bloomfield Hills location.





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The Little Penguin wines are for social drinkers that pick up "something fun" for parties or get-togethers. Like our core brands which are positioned appropriately and overdeliver to their target audiences, the Little Penguin was designed to be a fun, attractive addition that expands the appeal of our portfolio. The bright packaging was designed to attract new consumers that are not necessarily obsessed with terrior, but simply enjoy a glass of good wine. They are delicious wines at a great price.

Why a little penguin? Good question, thanks for asking. While penguins don't always come to mind when thinking about Australia, the Little Penguin is actually found around the coast of Southern Australia, with a habitat that frames the best wine growing regions in Australia. The empathetic little creature on the colorful label is intended to establish an emotional connection with the consumer. And, little penguins are very sociable creatures. Australia's little penguins often gather to forage for delicacies. We invite you to do the same with the great new wines from the Little Penguin.

Four flavors: Cab-Sauvignon, Shiraz, Chardonnay, and Merlot

Two Sizes: 750ml, 1.5lt

### WINE STYLE

The style of the Little Penguin wine is straightforward with lush fruit flavors dominating, a bit of residual sugar and a nice clean finish. Southcorp Wine Educator, Matt Lane, share these tasting notes:

**CHARDONNAY:** the Little Penguin Chardonnay shows starlight brightness, with light straw color hues. The nose displays fresh, tropical fruits with hints of melon and Hawaiian pineapple, leading into a zippy fresh chardonnay fruit. Lovely balance and elegance, will match perfectly with seafood, poultry and soft cheeses.

**SHIRAZ:** the Little Penguin Shiraz leads you with dense bright magenta hues, the nose is splashes of chocolate, spice and juicy strawberries, the palate has equally impressive dark sweet fruit, closing with an impressive length and persistency. Will combine wonderfully with hard cheeses, red meats, BBQ and blackened fish.





## Convenience Stores are a Force to be Reckoned With

According to a recent article in the Washington Post, "A few years ago, you almost never heard anyone in the mainstream retail industry worry about competition from convenience stores. Now, when executives at supermarkets, drug stores and discounters fret about the various formats that lure away customers, the lowly convenience store ranks right up there with other rival retail channels. Why is this once overlooked, much-maligned industry all of sudden getting so much respect?"

The Post said it comes down to convenience and food. While most convenience stores have mastered these two important components, many other retail formats are still struggling to marry these aspects with their own concepts.

NACS Director of Communications Jeff Lenard told the Post, "For a while, convenience stores took the best from other retail channels. Now you're seeing other

channels taking the best ideas from convenience stores and making it work for them."

The Post said that although this is the message the industry wants to promote – it also happens to be true, stating, "Just about every drug-store and supermarket chain is looking at ways to put more fast-moving items toward the front of the store and facilitate quick trips in and out for customers. Some are even experimenting with their own convenience store formats, and

several major chains are jumping into the gasoline retailing business."

However, the article noted that as more retail channels try to grab a piece of the convenience store pie, convenience retailers must expand their offerings to maintain their competitive edge.

One way retailers are boosting business is via foodservice.

According to the Post, "Led by such innovative chains as Wawa and Sheetz...the convenience store

industry has ventured far beyond the familiar triangle-shaped boxed ham sandwiches into gourmet wraps, freshly prepared hot food and tiny co-branded outlets run by fast-food operators."

"Of course, it's hard to make prepared foods both good and profitable," wrote the Post. "But in a head-to-head battle for prepared food dollars, the convenience store industry has an inherent advantage: It's just plain fast." –NACS

## Convenience Stores Add DVDs to Play List

Patrons of Diamond Shamrock stores in the San Antonio-area can now get their favorite DVD along with a cup of coffee. Last month, the convenience stores began carrying ez-Ds, a 48-hour no-return digital video disc, according to the San Antonio Express-News.

The DVD, from Disney's Buena Vista Home Entertainment, erases

itself after two days of being opened. Disney began testing the DVDs last September in four cities, and in May, the company announced expansion into San Antonio, Orlando, Fla., Denver and Phoenix.

Consumers have reacted positively to the ez-Ds, said Alan Blaustein, CEO of New York-based ez-D maker Flexplay Technology. While

the movies haven't sold well in grocery stores, the disposable films have found a niche in convenience stores and pizza delivery chains, such as Papa John's.

The major selling point for ez-Ds is convenience and no late fees, retailers say. More than 50 titles are available for as little as \$5.99 each.

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## Retired Police Officer Thanks His Neighborhood Convenience Store



Dear AFD

I want to tell you how my neighborhood convenience store, Fenkell Super Foods, has taken care of me. I am a retired Detroit Police officer and due to my health condition, I am a semi-shut-in.

I don't know what I'd do if it wasn't for the guys at Fenkell Super Foods; Sam, Lou and Haus Bashi and Ray Hassano. They check up on

me every day and ask me if I need anything, bringing the food items I need. Lou goes to the bank for me when he does the store's banking. They'll even stop and get a McDonald's meal or heat up something at the store for me. They go out of their way to help me.

When I was on the police force, we used to have a saying about people who didn't help. "That so & so's a real John R. person," meaning they didn't help anyone but themselves like a one-way street. But that's not how the guys at Fenkell are. They really go the extra mile to help.

Their store at the corner of St. Mary's and Fenkell Avenue, has been open since the late 1980s. It's a good store and has never been in any trouble. They get along well with the people in the neighborhood. I have lived on St. Mary's Street since 1981 and have stopped in at

Fenkell Super Foods regularly so I became friends with the guys. Since I retired in 1990, my health has declined. I have osteoarthritis with total deterioration of cartilage in my right hip, making it very painful to walk. I also have knee problems and deterioration of my lower spine and tailbone which all together, makes it really hard to go anywhere.

I had a van, but had to get rid of it because I couldn't afford to maintain and insure it with my income. I'm living on a partial pension because I didn't put in the full 25 years.

I am very thankful to the guys at Fenkell Super Foods. They are real lifesavers. They've really stepped in and helped me.

Sincerely,  
Michael Reed  
Retired Detroit Police Officer

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# Food for Thought: Tracking Consumers' Eating Habits

When it comes to food, consumers have always had a hunger for contradiction. Although they say they want healthier food choices, consumers often opt for taste over nutrition.

A new survey by the Consumer Business Practice of Deloitte & Touche USA LLP shows that consumers' eating habits remain a study in conflicts. The survey found that roughly 76 percent of consumers say they have healthy eating habits; however, 57 percent of respondents consider themselves to be overweight. According to Deloitte & Touche, this conflicting mindset raises a host of issues for the food industry as it works to address public concerns about obesity, food safety, portion size and product ingredients.

Deloitte recently surveyed nearly 4,000 consumers online about healthy eating, eating out, in-store

food options, consumer responsibility and food purchasing. Several key findings of the survey include:

- \* Seventy-four percent of respondents strongly disagree that lawsuits should be allowed against fast-food chains.

- \* More than half of consumers think that portion sizes at fast-food establishments are too large. A hefty 83 percent believe that more healthy food choices should be offered at these eateries.

- \* Although 54 percent believe that the individual, not the corporation, is solely responsible for healthy eating, 45 percent believe it's a combination of personal and corporate responsibility.

- \* Three out of five respondents say the issue of country-of-origin labels on perishables is extremely to somewhat important to them. Two-

thirds are extremely to somewhat concerned about eating genetically modified foods.

"Survey respondents mostly claim they try to eat healthy, read nutritional labels and that they would like to see more healthy food menu items, but given that 57 percent of the respondents also said they were overweight, it appears to be a struggle for most of us," said Tara Weiner, national managing partner of Deloitte's Consumer Business Practice. "The survey shows that the food industry has a lot of different issues to deal with, many of which directly contradict one another, making this such a challenging time for the industry."

Weiner added, "Food corporations that are quick to understand and respond to consumers' call for help and provide more healthy menus may position themselves to achieve

a greater hold in maintaining market share and solidify brand loyalty with their customers."

## Stocking the store shelves

Consumers also are watchful of the foods they purchase in stores. Nearly 60 percent of all respondents would like to see more low-calorie, high-fiber or low-carbohydrate food products available for sale. Sixty-four percent of overweight respondents wanted to see more low-calorie foods, but 52 percent of non-overweight consumers also expressed an interest in them.

This might suggest that many consumers understand the numerous obesity issues impacting society as a whole, even if they themselves are not on diets.

*See Food for Thought, continued on page 31.*


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# Michigan Lottery Daily 4 Players Break the Bank for Second Time in Two Months



By Commissioner Gary C. Peters

For the second time in less than two months, Michigan Lottery Daily 4 game players have broken the bank!

On Saturday, May 29, 2004, the number 1-1-0-1 was drawn in the Daily 4 game midday drawing, with 2,416 winning tickets splitting a record-setting \$4,787,650 prize pool. That amounts to a prize payout of 1,422 percent of sales for that drawing.

This is the highest midday prize payout for the Daily 4 in the games history. The last midday record was set June 27, 1998. The number 1-0-2-1 was drawn for a \$2,510,496 prize payout. We more than doubled the record.

On Thursday, April 15, the number 1-0-1-0 was drawn in the Daily 4 game evening drawing, with 5,269 winning tickets splitting a \$13,965,844 prize pool – which amounted to a prize payout of 2,600 percent of sales for that drawing – a record for the Daily 4 game.

The Daily 3 and Daily 4 drawings are held daily at 12:59 p.m. and 7:28 p.m. and broadcast live on stations across the state. The prize for matching a number combination straight (in the exact order drawn) on a \$1 wager in the Daily 4 game is \$5,000.

On April 25, the Michigan Lottery launched the "Daily 3 & 4 Daily Double" offering players a chance to win instantly on their regular Daily 3 & 4 tickets. It's like a

drawing right in the store. "Daily Double" plays just like the regular Daily games, but Daily Double prizes are an average of 20 percent more than those paid out for the regular Daily Games.

**Million-Dollar Retailers.** I am proud to announce that the following Michigan Lottery retailers met or exceeded \$1 million in Lottery sales in calendar 2003:

- Abbey Wine & Liquor Shop, Southfield
- Angelo's Food Specialties, Benton Harbor
- Boulevard Food Center, Detroit
- Cherry Belt Party Store, Inkster
- Greenfield Party Shoppe, Southfield
- Glass Bottle Shoppe, Detroit
- In N Out Food Store #31, Detroit
- Joe's Liquor & Wine Shop, Detroit
- Levan Wine & Deli Shoppe, Livonia
- Light House Liquor, Oak Park
- Livemore McGraw Party Store, Detroit
- Mario's Market, Lansing
- Meijer #20, Grand Rapids
- Meijer #23, Lansing
- Meijer #28, Flint
- Meijer #29, Burton
- Meijer #123, Southgate
- Meijer #145, Fraser
- MGM Food Center, Detroit
- New Northend Market, Oak Park
- New Super Fair Foods, Detroit
- Oak Liquor and Wine, Oak Park
- Oakland Liquor Party Shoppe, Southfield
- Sax Discount, Taylor
- Scotia Stop Food Store, Oak Park
- Shoppers Market, Center Line
- Shoppers Market, Warren
- Smokers Best Buy, Oak Park
- Stop N Shop, Saginaw
- Toma Foods, Dearborn
- Treasure Island, Southfield

Our retail partners help us accomplish our mission to generate maximum revenue for the state School Aid Fund, which supports K-12 public education in Michigan. In fiscal 2003, the Lottery transferred

\$586 million to the fund.

Congratulations to all of you on a job well-done!

**Holiday Closings.** Michigan Lottery offices will be closed Monday, July 4 in observance of the Independence Day holiday.

**New Instant Games for July.** This month, the Michigan Lottery will unveil three new games. Two games will make their debut on July 6 - the \$1 "Greenbacks," with a \$3,000 top prize and the \$2 "Silver & Gold," with a \$14,000 top prize. July 19 will have Lottery players wild with excitement with the new \$10 instant game - "\$1,000,000 Bonus" featuring a \$1,000,000 top prize – goes on sale.

*Cigarette Tax, continued from Front Page*


concurrent with the Senate version with 55 yes votes - the minimum number required for final passage.

The quickly-reached agreement came on a Democratic proposal to devote all of the cigarette tax revenue to the financially troubled Medicaid program, but leave 25 percent of the revenue in the general fund in following years.

Republicans, who had wanted to split the money, quickly snapped up the offer.

Senate Majority Leader Ken Sikkema (R-Wyoming) said the agreement "breaks the logjam we've had for several weeks on raising the cigarette tax."

Governor Jennifer Granholm, who made the cigarette tax increase a centerpiece of her budget-balancing package, had previously held out for putting all funds into Medicaid, which she said has some of the biggest problems in the budget. The tax increase is estimated to raise about \$90 million this year and \$250 million on a full-year basis.



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**Tax Overhaul**  
Continued from page 3.

I am not proposing a net state sales tax increase, especially in a fragile economy. But as the state rate is lowered, we should give voters in Michigan regions the option to levy a regional sales tax.

This option should be limited to collaborative efforts by local municipalities to address regionally the growing backlog of infrastructure needs such as road, public transit and water and sewer systems maintenance and expansion.

At low rates, such voter-approved taxes could provide the critical difference between a crumbling infrastructure and one capable of supporting a growing economy.

• A long-term public investment strategy. Michigan's transition from a manufacturing- to service-dominated economy is no less an upheaval than the 20th century shift from the agrarian to industrial eras. What will be the next big ideas and who will be the new entrepreneurs who drive job growth?

Government cannot create these economic drivers, but it should plan and invest strategically in activities that seed new ideas and innovators. One of Michigan's greatest social and economic assets is its university system.

For every \$1 the state invests in public higher education, there is a \$26 return. Much of that return is realized by the average college graduate who will yield lifetime earnings of \$1 million more than the person who receives only a high school diploma.

Michigan ranks consistently near the bottom of the 50 states on its return of federal tax dollars sent to Washington, D.C., but our universities in 2002 placed ninth in the receipt of federal research money. It is such research that holds a key to Michigan's place in a knowledge-based economy.

And yet the lack of a state investment strategy threatens this resource. Efforts to close the structural deficit have reduced state life sciences research funds from \$50 million to \$25 million annually. Thirty years ago, for every \$1 university students paid for tuition, the state contributed \$3 to higher education. Today, for every \$1 the student pays, the state pays 70 cents. Our representatives in Lansing

may have different ideas about what priorities should make up our public investment strategy, but we need to start thinking longer term than the year-to-year budget struggles caused by our state's structural deficit.

Because we all have a stake in the health of our statewide community, we should encourage our representatives to begin this dialogue on tax restructuring in earnest.

**Food for Thought,**  
Continued from page 28.

**To market, to market**

Respondents said they purchased food across a variety of outlets. Nearly all respondents (98 percent) purchase food at a local supermarket, but about 60 percent also food shop at convenience stores or warehouse clubs, and 71 percent shop at large supercenters. Approximately 30 to 40 percent of respondents shop at dollar stores,

organic food stores or drug stores.

The biggest draw for warehouse clubs was price, while for supermarkets and convenience stores, it was their convenient locations. Despite the high percentage of consumers who shop at supermarkets, other studies have shown that the supermarket share of total food spending continues to shrink as a result of channel blurring, where food items are becoming available in a wide range of outlets. —NACS

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Rep. Farrah, continued from page 4

and Trenton. Farrah describes the cities as bedroom communities which are similar to each other, yet each has its own style. Wyandotte, Riverview and Trenton are situated along the Detroit River and have dealt with water pollution issues together. "These cities are used to working with each other, it was real easy for me to come in and work with them."

There are approximately 90,000 residents. Many people moved there originally to work in auto manufacturing. Representative Farrah said, "I see a lot of that changing. My dad was a steel worker. Those jobs just aren't there anymore." She added that her district is a nice area. People who grew up there, want to stay, like she did.

Her family moved from Dearborn

to Southgate after she was born. She has two sisters and two brothers. Both of her brothers work for the City of Southgate: one is a policeman and the other's a fireman. She credits her Lebanese father and Irish mother for instilling her core beliefs in community involvement and civic duty. "My parents were involved with the church and our community and my dad was a union member."

Rep. Farrah is very family oriented and is a member of St. Pius Catholic Church. She says she's glad to have a close-knit family and plans to start her own someday. She enjoys spending time with her family and friends and she likes to go boating.

Farrah graduated from Southgate Anderson High School and earned a Bachelor's degree in Political Science from the University of Michigan. She worked for Wayne County Department of Environment in public relations and community outreach. During her eight years there, she worked a lot on the Rouge River Cleanup. "We saw much improvement while I was there," she happily reported. "The river really has come back."

She is the former president of the Southgate Democratic Club, former chair of the Southgate Planning Commission and former vice-chair of the Southgate Tax Increment Finance Authority, (TIFA).

To reach Rep. Farrah, call (517) 373-0845, email [barbarafarah@house.mi.gov](mailto:barbarafarah@house.mi.gov) or write The Honorable Barbara Farrah, State Representative, State Capitol, PO Box 30014, Lansing, Michigan, 48909-7514.

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*Independents Day  
Continued from Front Page*

AFD we have our own celebration. It's called "Independent's Day." We salute the independent grocery stores, supermarkets, and "party stores" that work hard, day after day, to preserve the American spirit in Michigan. And in July especially, these stores do a fine job keeping us well stocked with "pop" and potato chips so we can hop in our beloved cars and head "Up North" to the lakes.

This issue is packed with information for and about the independent retailer. On page 10, read about MGM Market's successful Lottery sales. A retired police officer writes a note of thanks to his local party store on page 26. The New York Post calls convenience stores "A force to be reckoned with" on page 24 and our News Notes section is stocked full of information that is relevant to the independent retailer.

So read on! And have a safe and prosperous Independent's Day and Independence Day!



# Cigarette Tax Increase Will Affect Businesses and Customers Alike

By Paige Chittaro

On Wednesday, May 26, store owners from across Detroit held a news conference at Park Lane Cork and Bottle Shoppe in Detroit to discuss the negative consequences of the pending cigarette tax increase.

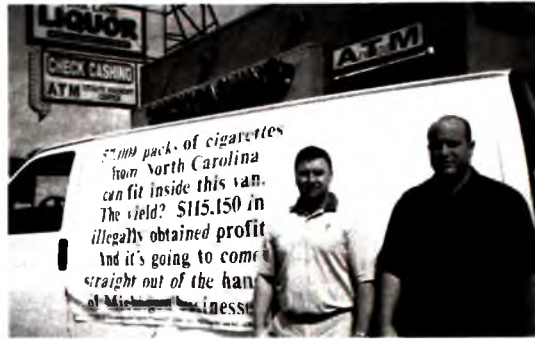
Bob Shepard, spokesperson for the Michigan Business Alliance for Fair Taxes said that just 20 months ago Governor John Engler raised the tax 50 cents per pack, and the potential increase of 75 cents per pack will punish small businesses and retailers even more. He added that Michigan already has the highest excise tax in the Midwest. Customers from lower income areas are the most adversely affected. It is often the case that money is taken out of their food budgets to support their smoking habits.

Supporters of the cigarette tax increase argue that the increase could be a good incentive for all people in Michigan to quit smoking, but in all reality without help this is not easy and sometimes not possible, Shepard added.

Smoking rates went up when the tax was tripled in 1994, driving people to the black market, the internet, and out-of-state retailers. Thus this encourages border crossing to purchase cigarettes. Customers flee our state to buy tobacco products from neighboring states with cheaper taxes such as Indiana.

According to Mike Sarafa, AFD president, this will be devastating to Michigan stores at the state's border, and he fears that a number of businesses will be closed, and thousands of Michigan jobs could be lost. "Raising sin taxes does not address long-term deficits, and can

be considered an easy way out to raise revenue. Tobacco taxes are an unstable revenue source on which to balance the budget and the unintended consequences are too risky," Sarafa added.

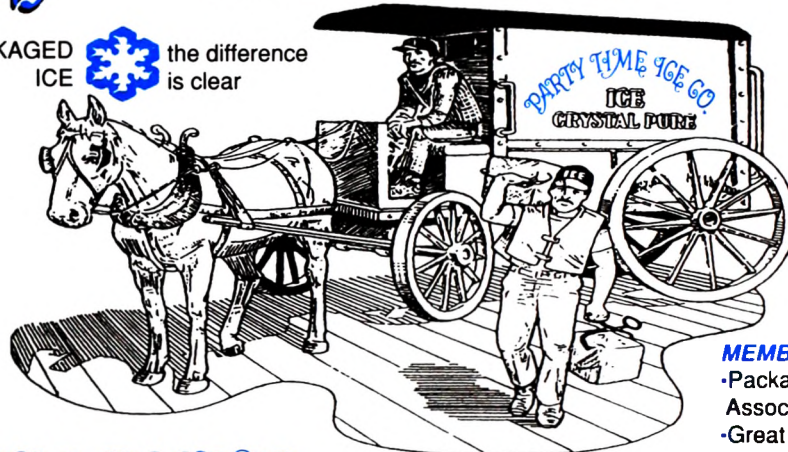


Kase Manna (left) and Johnathan Toma stand in front of van that demonstrates that cigarettes are easy to smuggle into Michigan.

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## Kmart Sues Almost 500 Governments Over Property Taxes

Kmart has filed suit against the city of Detroit and hundreds of other local governments, alleging the retailer was overcharged for property taxes. The company is seeking a total of \$8.6 million in property tax reductions nationwide.

—The Detroit News



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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. (313) 841-7400  
 Detroit Produce Terminal (248) 359-6080  
 AON Risk Services (630) 420-9662  
 Ayers Business Systems (313) 882-1100  
 Bellanca, Beattie, DeLisle (248) 540-7350  
 Binno & Binno Investment Co. (517) 485-1732  
 BMC Grocery Systems Specialists (517) 485-1732  
 Business Machines Co. (BMC) (586) 206-9000  
 C-21 Trains/Real Estate (810) 387-3975  
 C. Roy & Sons (616) 785-2180  
 Canteen Services (760) 707-1265  
 Catertronic, Inc. (517) 546-8217  
 Cateraid, Inc. (313) 864-8900  
 Central Alarm Signal (231) 775-3473  
 Check Alert (517) 669-4264  
 Cherry Marketing Institute (248) 968-4290  
 Clear Rate Communications (248) 682-6400  
 Closed Circuit Communications (248) 789-4943  
 Copper Mug Vending (248) 457-7000  
 Cox, Hodgman & Giarmarco, P.C. (800) 781-5316  
 D.J. King & Associates (989) 872-4018  
 Deford Distributing (313) 237-9225  
 Detroit Edison Company (313) 491-1500  
 Detroit Warehouse (248) 331-2222  
 Diamond Financial Products (248) 770-5184  
 Digital Security Technologies (517) 456-7424  
 Eden Foods (586) 294-7055  
 Elite Pest Management (248) 541-6744  
 Financial & Marketing Ent. (615) 294-4055  
 FMS Accounting & Payroll Providers (248) 355-1040  
 Folmer, Rudzewicz & Co CPA (248) 399-6904  
 Freedom Systems Midwest, Inc. (800) 263-3784  
 Gadaleto, Ramsby & Assoc. (248) 353-5033  
 Go's Inventory Service (248) 356-4100  
 Great Lakes Data systems (248) 233-1645  
 Guardian Alarm (248) 249-6666  
 Kamsacker (517) 482-5000  
 Karoub Associates (248) 552-0500  
 Law Offices-Garmo & Garmo (248) 349-6438  
 Market Pros (989) 235-5775  
 Marketplace Solutions (248) 625-0700  
 Metro Media Associates (248) 540-7900  
 National Processing Services, LLC (734) 973-7700  
 Nordic Electric, L.L.C. (248) 398-7285  
 Paul Meyer Real Estate (248) 689-4608  
 POS Systems Management Preferred Merchant (616) 794-3271  
 Credit Resources (866) 348-7605  
 Premier Energy Marketing (586) 777-9700  
 Prepaid Legal Services (989) 386-9666  
 REA Marketing (248) 948-5124  
 Sagemark Consulting, Inc. (313) 551-7740  
 SBC Payphones (248) 851-7900  
 Shimoun, Yaldo & Associates, P.C. (248) 349-1474  
 Salm Abraham, Broker (586) 758-7221  
 Secure Checks (248) 304-1900  
 Security Express (202) 452-1252  
 Smokeless Tobacco Council, Inc. (248) 569-8080  
 Southfield Funeral Home (313) 381-2266  
 T & L Acquisition (248) 280-4400  
 T.D. Rowe Corp. (248) 354-5000  
 TeleCheck Michigan, Inc.

Travelers ExpressMoney Gram (248) 584-0844  
 Varatee Wireless (248) 658-5000  
 Verizon Wireless (248) 763-1563 or (517) 896-7000  
 Western Union Financial Services (513) 248-0800  
 Westside Cold Storage (313) 961-4783  
 Whitley's Concessions (313) 278-5202

## STORE SUPPLIES/EQUIPMENT:

Alarm-Medic (248) 349-9144  
 Belmont Paper & Bag Supply (313) 491-6558  
 Brehm Broaster Sales (989) 427-5888  
 Bunzl USA (810) 714-1488  
 Culinary Products (989) 754-2457  
 DCI Food Equipment (313) 369-1088  
 Envelops (248) 471-4770  
 Four Seasons Beverage & Equip. (734) 254-0888  
 Hobart Corporation (734) 642-3070  
 Martin Snyder Product Sales (313) 272-4608  
 MSI/Bocar (248) 399-2058  
 National Food Equipment & Supplies (248) 960-7282  
 Taylor Freezer (734) 525-2536  
 TOMRA Michigan 1-800-610-4888

## WHOLESALE/FOOD DISTRIBUTORS:

Ambassador Service Group (248) 879-7704  
 Ammend Corp. (734) 242-2411  
 Brownwood Acres (231) 599-3101  
 Calverlee Supply (586) 979-1370  
 Capital Distributors (800) 447-8180  
 Central Foods Wholesale (313) 862-5000  
 Chef Foods (248) 789-5318  
 Consumer Egg Packing Co. (313) 871-5008  
 CS & T Wholesalers (248) 582-0885  
 D&B Grocers (313) 928-5801  
 Dearborn Sausage (313) 842-2375  
 Decanter Imports (248) 446-4500  
 Deli Style Jerky (734) 453-6328  
 EBY-Brown, Co. 1-800-532-9278  
 Economy Wholesale (313) 922-0001  
 Elegance Distributors (517) 663-8152  
 Energy Brands (231) 223-9451  
 Epstein Distributing Co. (248) 646-3508  
 Fleming Company (330) 879-5881  
 Food Services Resources (248) 738-6778  
 Great North Foods (989) 356-2281  
 Hamilton Quality Foods (313) 728-1800  
 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 (248) 567-6046  
 L&L Liroch/J.F. Walker (517) 787-9880  
 L.B. Enterprises (517) 546-2867  
 Liberty Wholesale (586) 755-3628  
 Lupan Foods 1-586-447-3500  
 Metro D Sales (734) 416-8969  
 Mexico Wholesale (313) 554-0310  
 Michigan Quality Sales (313) 255-7333  
 MJC Distributors (248) 360-1005  
 Nash Finch (989) 777-1891  
 Nat Sherman (248) 202-7339  
 Nikhitas Distributors (Cabana) (248) 582-8830  
 Norquick Distributing Co. (734) 254-1000  
 Potok Packing (313) 893-4228  
 Preferred Brands (313) 381-8700  
 Robert D. Arnold & Assoc. (810) 635-8411  
 Roundy's (419) 228-3141  
 S. Abraham & Sons (616) 453-6358  
 Schul Coffee Co. (616) 956-6815  
 Shaw-Ross International Importers (313) 873-7677  
 Sherwood Foods Distributors (313) 366-3100  
 Spartan Stores, Inc. (734) 455-1400  
 Suburban News: Southfield (248) 945-9000  
 Flint (810) 785-4200  
 SuperValu Central Region (937) 374-7874  
 Tiseo's Frozen Pizza Dough (586) 566-5710  
 Tom Macdon & Son, Inc. (313) 568-0557  
 Tony's Pizza Service (616) 795-0220  
 U.S. Ice Corp. (313) 862-3344  
 United Wholesale Group (517) 267-9600  
 Value Wholesale (248) 967-2935  
 Weeks Food Corp. (586) 727-3535  
 Wine Institute (313) 882-7830

## ASSOCIATES:

American Synergistics (313) 427-4444  
 Canadian Consulate General (313) 567-2208  
 Livemore-Davison Florist (248) 352-0081  
 Minnich's Breads & Motors (810) 748-3400  
 Welden & Associates (248) 588-2358  
 Wolverine Golf Club, Inc. (586) 781-5544



A C E L E B R A T I O N   O F   D I V E R S I T Y

# Arab and Chaldean American Night



**Friday August 20 - Tigers vs Mariners 7:05**

**Celebrating Arab and Chaldean American Culture -**

Please join the Detroit Tigers for a special pre-game ceremony as we commemorate and honor Arab and Chaldean American achievements in a celebration of diversity with the Metro Detroit Arab and Chaldean communities.

**Friday Night Fireworks -**

(post-game, weather permitting)

**compliments of Pepsi and Farmer Jack**



We're thinking fresh.

Pre-game activities begin at 6:45 p.m.

**For more information call Interlink Media at 248 932-9160.**

**Receive a \$20 ticket for only \$10!**

For tickets call Jim Pollard at 313 471-2256.





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## At Spartan, your success is our business.

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*"As an independent retailer, we value our long-standing relationship with Spartan Stores who provides us with distribution leverage coupled with marketing and merchandising support."*

— VG's Food Centers  
"Where People Make the Difference"  
Fenton, MI

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

— Steve DeYoung's Big Top Market, Inc.  
Plainwell, MI

*"Although technology plays a key role in just about everything we do, the supermarket business is still about people, and thankfully Spartan Stores continues to be committed to keeping people on the front line."*

— Plumb's Valu-Rite Foods  
Muskegon, MI



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