



# Food & Beverage **REPORT**

The official publication of the Associated Food Dealers of Michigan

MARCH 2004

## Just In

### AFD supports Livonia stores to block Costco liquor sales

You can get just about anything you want at the two Livonia Costco stores...except liquor. Things will stay that way if AFD and a group of Livonia retailers are successful.

The Livonia Planning Commission recently rejected the bulk retailer's request to sell liquor at its stores on Middle Belt and Haggerty roads. A city ordinance requires liquor to be sold behind a counter.

However, Costco officials are appealing to the Livonia City

*Costco, continued on page 29*

## Inside



**Jerry Yono is honored at AFD's Annual Ball. More photos from the special evening begin on page ... 24**

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

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## AFD Fights Proposed Tax Increases

By Mike Sarafa, AFD President



Alcohol and tobacco are increasingly viewed as safe targets for tax increases. In recent years smokers have been hit particularly hard, since it is easy to tax

something that is viewed as a health risk. Still, what the Governor's office doesn't see, is that an increase in these taxes is a big blow to small business, the backbone of our state's economy.

The proposal to increase liquor taxes is particularly frustrating, since it does not provide relief to retailers in the way of a liquor discount increase. AFD has campaigned for a

liquor discount increase for over a year and we see this version of the liquor tax proposal as completely outside of all discussions that have taken place between the industry, legislative leaders and the Governor's office.

### Cigarettes hit, too

The 75-cent per pack cigarette tax increase proposed by the Governor comes on the heels of a 50-cent per pack increase just 18 months ago. In his last year in office, Governor John Engler and the legislature agreed to the 50-cent increase.

Raising sin taxes is an easy,



"This tax could kill my business," says Kase Manna of Smokers Outlet who opposes the proposed tax increase.

oversimplified way to raise revenue that doesn't address long-term or structural deficits that are built into the system. Michigan's budget woes belong to all of its citizens. It is unfair to ask that only its smokers, drinkers and the businesses that sell tobacco and liquor take more responsibility for the shortfall than the rest of the population. We cannot continue to attempt to balance the budget on the backs of small businesses. AFD will mobilize its membership against these proposed tax increases.

## Power Deregulation Revisited

*Editor's Note: Public Act 141 took effect back in 2000, and was designed to deregulate the electric power industry. The Act has come under much scrutiny recently, because the way that it was structured actually has caused an unfair playing field and subsequently higher electric bills for residents and small businesses.*

*On February 10, AFD President Mike*

*Sarafa spoke at a press conference for Clear Coalition, a group that wants to level the electric energy playing field. Here are his comments regarding Public Act 141:*

I am here today on behalf of AFD's nearly 3,000 members statewide to support taking another look at Public Act 141.

AFD members are entrepreneurs and – as a matter of principle – embrace free markets and competition. Some of our members are currently benefiting from electric choice and are enjoying savings on a monthly basis. But our experience with the choice market is mixed and the reality is that the vast majority of AFD members remain DTE customers.

Thus, AFD's 27 member Board believes that our members will be

*Deregulation, continued on page 7*

### NEW! NEW! NEW!

#### AFD Trade Show features Coupon Book

Mark your calendars for the 20th Anniversary AFD Trade Show, April 20 & 21 at Burton Manor in Livonia.

For the first time you will receive a coupon book at the entrance of the show with show-only specials. Save money, sample new products and learn about the latest industry trends. Trade Show hours: Tuesday, April 20, 2004 from 5 p.m. – 10 p.m. & Wednesday, April 21, 2004 from 4 p.m. – 9 p.m. Call Cathy for more information at 248-557-9600 or [cwillson@afd.org](mailto:cwillson@afd.org).

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## Chairman's MESSAGE

## February Was a Busy Month

**From an evening in Casablanca, to lobbying for recycling and energy reform, while beginning my training for a marathon, February was fast and furious at AFD.**

By Michael G. Sarafa  
AFD President

On February 6, we held our 88th Annual Trade Dinner with a record turnout, Governor Granholm in attendance and a special tribute to Jerry Yono for his 37 years of service on the AFD Board. On February 11, we hosted Mayor Kilpatrick at the Southfield Manor for a discussion of issues that affect Detroit stores. In Lansing, we took the lead with DTE Energy by asking the Michigan legislature to re-examine the pros and cons of our state's three year experience with energy deregulation. Then, in the midst of all this, we had to mobilize quickly after the Governor's surprise proposal to raise taxes on liquor and tobacco.

Other industry leaders and I met with the editorial boards of the Detroit News and the Observer/Eccentric publications to discuss our efforts to encourage greater recycling in Michigan and the negative impact of Michigan's bottle bill on retailers. I also had an informative and positive meeting with the leadership of Farmer Jack who find themselves in the same competitive crunch as many independent retailers.

We signed a lease for a new AFD Headquarters beginning May 1, which is located at 30419 W. Thirteen Mile Road in Farmington Hills. We also finalized a purchase agreement to sell our existing building. Now, we're beginning to take inventory, choose colors and prepare for our move.

Finally, I began in earnest my training for this year's Detroit Free Press Flagstar Bank Marathon by running 12 to 15 miles each week, three to four days a week. As you read last month, I will use this marathon not only to get in shape but to raise funds for the AFD Foundation! Mayor Kwame Kilpatrick led the way with a \$1,000

pledge to the Foundation if I finish the race. (I made a similar pledge to a charity of his choice if he finishes the race.)

But I also think it's important to recognize our industry's obligation in the public health arena. A great deal of media attention has been given to health, diet and exercise issues and much has been made from the fact that Michigan—and the Detroit area in particular—do not fare well nationally in terms of average weight. We need to do more to help create a health-conscious society which can improve everything from our family lives to the bottom line of our businesses.



Sarafa prepares for Marathon...but can he make it?

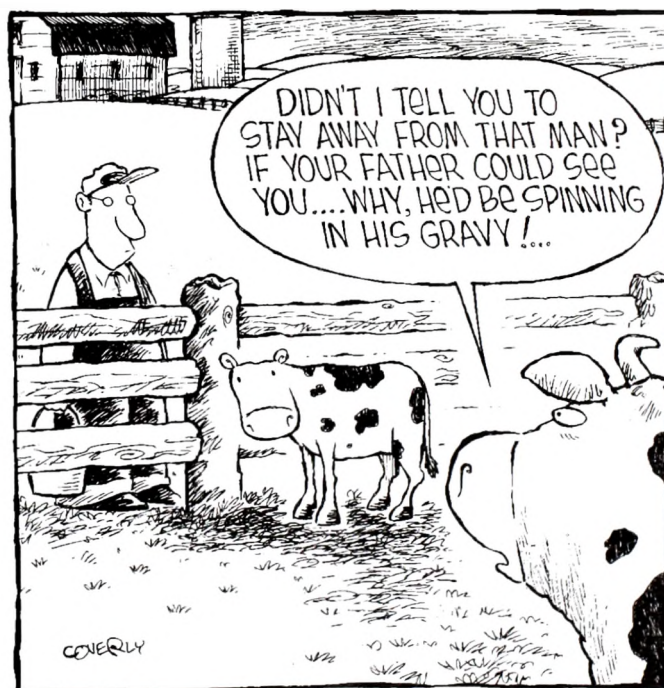
38th birthday and am beginning to take my health more seriously as I watch my three children (4 years and younger) grow up quickly and as tuition bills begin to pile up. This fact, along with the experience we had with my parents' debilitating and ultimately fatal illnesses from a stroke and cancer served as a wake-up call for me.

So this October 3, I will run the 26 miles through the streets of Detroit and Windsor for myself, the AFD Foundation—and maybe in the process—inspire someone else to take their health seriously as well.

I will be training with my good friend John Kello from Landmark Realty who will also be running the Marathon and raising money for the Chaldean Community Cultural Center. We hope that we can count on your support!

## The Grocery Zone

By David Coverly



# AFD Welcomes New Chairman and Three New Retail Directors

The Associated Food Dealers of Michigan (AFD) recently elected **Ronnie Jamil** of Farmington Hills, as the new chairman of the board of directors.

**Ronnie Jamil** is co-owner of Mug & Jug Liquor Stores in Berkley and Farmington Hills. He was previously vice-chairman of membership and has been a board member for 13 years.

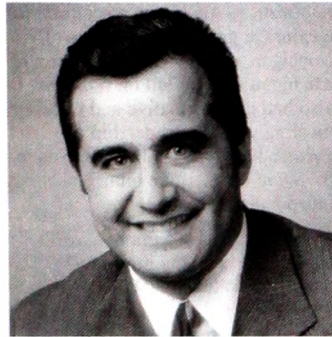
Jamil studied accounting and finance for four years at Lawrence Technical Institute in Southfield. He has chaired the AFD Annual Turkey Drive in metro Detroit and has volunteered his time and energy to numerous AFD committees and endeavors.

He and his two brothers opened the first Mug & Jug Liquor Store in Berkley in 1982. Sixteen years later, they opened the second Mug & Jug Liquor Store in Farmington Hills.

The following officers were elected by the AFD board to the following positions: **Fred Dally**, owner of Medicine Chest in Detroit, is vice chairman of membership; **Thom Welch**, of Hollywood Supermarkets, Inc. in Troy, is the new vice chairman of legislation; **Gary Davis**, of Tom Davis & Sons in Oak Park, is vice chairman of long range planning; **Chris Zebari**, of New Hudson Food Market in New Hudson takes the position of vice chairman of community relations; **Al Chittaro** of Faygo Beverages Inc., in Detroit takes the position of treasurer and **Jim Garmo** of Shopper's Valley Market in Wyandotte, is the new secretary.

AFD also elected three new retail directors to its board:

**Joe Bellino, Jr.** of Monroe, owner of Broadway Market, in Monroe, is a new Retail Director for the board. Joe purchased Broadway Market from his cousin six years ago and joined AFD shortly afterward. The store has been in the family since 1952.



Ronnie Jamil



Joe Bellino



John Denha



Mike Shina

Beer and wine sales have been the family business for three generations. Joe's grandfather started selling beer and wine after the repeal of prohibition. Joe worked at the family business, Bellino's Quality Beverage for 11 years. Last year, the family sold the distributorship to J. Lewis Cooper.

Joe Jr. graduated from Monroe County Community College and now serves on the Board of Trustees for the college.

**John Denha**, of West Bloomfield, is co-owner and manager of 8 Mile Foodland in Southfield. He, his two brothers-Jeffrey and Chris, and their father Mike purchased the store in 1989. They have been members of AFD for 15 years. John attended Oakland University in Rochester studying business management and participated in the manager training program for Great Scott Supermarkets.

John was appointed twice by Governor Engler to the Arab American Advisory Council. He is also a founding member and board member for the Chaldean Chamber of Commerce. John also holds a real estate license.

**Mike Shina**, of Farmington Hills, is co-owner of seven grocery stores: Krown Supermarket, Imperial Supermarket, Banner Supermarket, and Apollo Market, all in Detroit and Ferndale Foods in Ferndale, Sheena's Market in Romeo and Vegas Foodcenter in Harper Woods.

He co-owns the stores with his four brothers. His family co-founded the Chaldean Chamber of Commerce.

Mike started working at his Uncle Jimmy's store, Hometown Market, as a teenager. Later he managed his family's liquor store in Detroit for nine years. He graduated from Oak Park High School.

## 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

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AFD works closely with the following associations:





# Cigarette & Liquor Tax Increases Hurt Michigan

After reading a letter to the editor in the Monroe Evening News, February 16, I realized how raising taxes in Michigan is hurting our state's economy. The economic impact of tax increases that put Michigan businesses at a competitive disadvantage to neighboring states effects more than just the people along the borders. If a person 20 minutes away from Toledo will make a weekly drive, as written in the letter, what about the other thousands of people who live inbetween? The southern city limits of Detroit are only a 45 minute drive to Ohio. What about the thousands more Downriver residents that would even occasionally make the trek down? Not to mention the Ohioans who would stop shopping

in Michigan when the prices are higher. Not only are cigarette taxes causing harm but a larger tax on liquor would be even more devastating. Some of the highest volume liquor stores in the state are right here in Monroe County. They

need to realize that every dollar not spent in Michigan is tax money taken out of the state coffers. Maybe, instead of increasing taxes to balance the budget, you could convince these politicians to cut taxes so as to spur economic growth.

"Balance the budget on the backs of the Buckeyes!" might be a good slogan.

Thank you,  
Bill Zeiler  
Zeiler's Farm Market  
Temperance, Michigan

## P&G to introduce revolutionary coffee maker

Procter & Gamble will begin mass marketing its Home Cafe system in May, a pressurized, single-serve coffee-making system that the company is betting will replace conventional drip coffee systems. Black & Decker created the technology, and it's being licensed to Mr. Coffee, Krups and Hamilton Beach.

—USA TODAY

## Regular aspirin use could cut Hodgkin's disease risk

Researchers said they found aspirin not only calms inflammation, which is linked to the disease, but also may turn off a protein key to the survival of Hodgkin's disease cells. The scientists said the importance of the discovery is not so much the benefits of aspirin but that the discovery gives them more insight into how this cancer forms, which could create improved treatments.

—ABC

## Are expiration dates necessary for bottled water?

Bottled water often includes two-year expiration dates, but there is no evidence that drinking water beyond the expiration date has any health impact. In fact, the Food and Drug Administration considers bottled water to have an indefinite shelf life. Companies that bottle water say the practice is not health-based; rather, it's to maintain quality.

—The Detroit News

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# University Foods is Bustling Downtown Gem

*Editor's note: Last month we began featuring Detroit stores that do a particularly good job of serving their community and the city. We're continuing our feature of "Detroit's Gems" with this profile of University Foods.*

By Kathy Blake

Just like the busy city surrounding it, University Foods is a bustling grocery center for downtown residents. It's a flurry of activity as shoppers continually stream in knowing they can depend on University Foods to have what they need.

Not only is the store reliably well-stocked with fresh produce, meats and groceries, it is also a model of cleanliness. The floors are kept spotless and waxed so well you can see your reflection.

Shoppers can find everything on their shopping list plus do their banking, pick up prescriptions, mail their bills, have a key made and order a freshly baked pizza.

Located at the corner of West Warren and John C. Lodge, across from the Wayne State University campus, University Foods is one of Detroit's hidden gems, providing the surrounding community with groceries and more.

University Foods is owned by the Yaldoo family. "We have a very strong commitment to the community. We're involved in many community charitable events pertaining to schools, churches and the 3rd precinct police department," said Norman Yaldoo, store co-owner and manager. They attend community events and meetings and donate food to charities.

He says that one of the reasons that big grocery store chains find it difficult to survive in the city is that smaller independents work harder to know their customers and their needs. Although University Foods has approximately 1,500 customers per day, the staff and frequent

shoppers know each other by name. "Customers are loyal to us because we treat customers like family," said Norman.

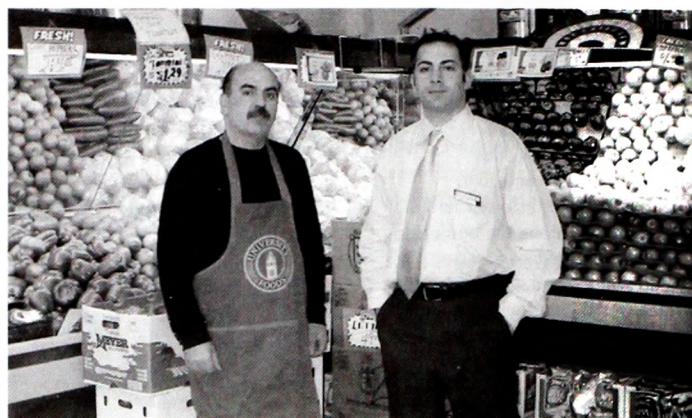
Mark Marsaleno is the produce manager, Sam Kassab is the meat manager, Frank Youkhanna is the grocery manager and buyer.

Norman and his father Edward own the store and lease space inside for Flagstar Bank, Value Pizzeria & Deli, Knight Drugs Pharmacy and University Business Center. The business center includes a U.S. Postal Center with bill payment, mailboxes, passport services and UPS and FedEx shipping. Other services include faxing, copying and desktop computer publishing.

University Foods is a complete Spartan grocery store providing good quality groceries, fresh sushi, produce and meats, and well-stocked shelves with a good selection of staples and organic milks and cereals.

Edward has owned several stores in the Detroit area through the years. The most recent was the old University Food Center on Trumbull Avenue. The father and son team sold the 8,000 square-foot building and built the nearly 30,000 square-foot store six years ago. Norman is the general manager of the store while Edward oversees the operations. The store is open Monday through Saturday, 8 am-8 pm and Sunday, 8 am-6 pm. Norman can be found patrolling the store aisles helping customers and staff keeping an ever-watchful eye attending to the details.

"Our clientele here is diverse with international students and the surrounding community. People come here from the suburbs. We have a large array of international and organic specialty foods," said



Above, Mark Marsaleno, produce manager and Norman Yaldoo, co-owner and manager.



Left, Father and son, Edward and Norman Yaldoo.

Below left, Toni Beresford finds everything she needs while waiting for a prescription to be filled.



Norman. There is a full-time sushi chef making fresh sushi every day.

Shoppers know they can count on University Foods. One shopper, Toni Beresford said she's been shopping there ever since it opened. "It's convenient, close to my home, and has a good selection of meats. I know all the people that work here, it's a very friendly store," she said.

Another shopper, Patricia Henderson Johnson said, "They have a good variety of food, and a clean store. Eddie and Norman will help you out. They're good people, they help out in the community."

As one of Detroit's Gems, University Foods is more than a grocery store, it is the heart of the community.



#### Deregulation, continued from front page

negatively impacted when it comes time to pay for the savings being reaped by Michigan's larger electricity customers.

If the projections hold true, DTE will have no choice but to request and the PSC will have no option but to grant – large rate increases. AFD is concerned that these rate increases will fall disproportionately on not just residences but small businesses as well.

#### U.S. prescription drug sales rose 11.5% last year to \$216.4 billion

Anti-psychotic medicines and seizure treatments led other types of prescription drugs last year with sales up 22.1% and 24.4% respectively, said IMS Health, which collects data on prescriptions and drug sales. The top-selling pharmaceuticals remain cholesterol reducers, which brought in \$13.9 billion, with Pfizer's Lipitor staying the top-seller. –Reuters

#### Tuna industry braces for impact

The U.S. tuna industry is concerned a proposed revision to the FDA's advisory on the health impact of eating tuna, which mentions the potential for mercury harm, could lead to unfounded negative publicity. Critics of the current advisory say the FDA is not adequately addressing the issue, and the U.S. Tuna Foundation says critics are taking the issue "out of context" and a person can eat more than 1,000 cans of tuna in a year with no risk of mercury contamination. –San Diego Union-Tribune

#### Learning the Language of Success

"You are only one conversation away from getting anything you want," says NACStech 2004 opening general session speaker Ted Buffington, CEO of Achievement By Design and self-proclaimed "conversational designer." "Language is the only tool you have for gaining clarity, capturing control and managing change. If you want to make a change, change the way you speak about yourself, your company or your industry. The one thing that is always inside your control, regardless of the situation, is your conversation about it."

NACStech 2004—taking place May 17-19 in Grapevine, Texas, (near DFW airport) – will offer more than just the nuts and bolts of the technology solutions available to the convenience store and petroleum-marketing industry. This year's event also provides a forum for retailers to learn how to effectively communicate to achieve their goals.

For more information, visit  
[www.NACStech.com](http://www.NACStech.com).

We are also concerned that sizable electric rate increases will mean that the families who shop in our stores will have less discretionary income. That will translate into fewer sales and less revenue for our members.

Those of you who cover the Capitol on a regular basis will recall the small market health insurance reform that was adopted last year. We had a situation where the regulated provider – BCBS – is mandated to

cover everyone. Other providers would come in and provide coverage based on health and actuarial data thus cherry picking only the most profitable customers. From 1999 to 2003, BCBS rates increased by over 100% which prompted the legislation last year. We do not want a repeat of that scenario in the electric industry.

Just as important as rates are to small businesses, our members are

concerned equally with the consistency, reliability and timeliness of electric service. In today's economy, these factors are critical and arguably more important than 8-10% monthly savings. If the agency charged by law to provide this service cannot sustain itself, P.A. 141 will have failed. AFD supports reasonable modifications that will prevent that fate and make P.A. 141 workable for all.



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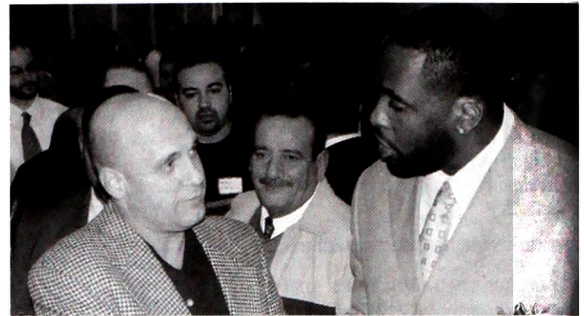
# AFD Members Meet Head-On With Detroit Mayor

On February 11, AFD President Mike Sarafa addressed Detroit's Mayor Kwame Kilpatrick and over 300 AFD and Chaldean Chamber of Commerce members at Southfield Manor. The group was gathered to address the Mayor's accusations of dirty, unkempt convenience stores and his subsequent police raids.

According to the Mayor, the raids were to look for sales of alcohol and tobacco to minors and drug paraphernalia to their customers.

The group at Southfield Manor was polite, but to the point. Sarafa pointed out that there were 400 licensed liquor storeowners and dozens of independent grocers who have invested over \$10 million in expansion, renovation and new construction. These are entrepreneurs that have invested and stayed in the city when others left. Sarafa presented a PowerPoint presentation that showed the Goals and Results of the Mayor's raids, and asked for a response. The mayor said he wants to work with AFD. The meeting opened the door and set the stage for further talks.

As of this printing, the City of Detroit has agreed to suspend Detroit Police Vice Squad store inspections, but will continue to target the sale of drug paraphernalia and alcohol to minors. In exchange, AFD has agreed to work with the city on a volunteer sign reduction campaign and will also continue its long-standing program to help educate store owners about state law and city ordinances.



AFD Board Member Chris Zebari (l) with Mayor Kilpatrick.




AFD's Fred Dally with the Mayor

## Important points of AFD's PowerPoint presentation:

Mayor's Goal	Results
<ul style="list-style-type: none"> <li>• Prevent sale of alcohol and tobacco to minors</li> <li>• Prevent sale of drug paraphernalia</li> <li>• Reduce gaudy signs</li> <li>• Reduce blight</li> </ul>	<ul style="list-style-type: none"> <li>• Harassment of small business owners</li> <li>• Trivial tickets for expiration dates</li> <li>• Legally questionable food handling permit citations</li> <li>• Inconsistent, unreasonable &amp; unsupported code enforcement</li> </ul>


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## NewsNotes

### Ephedra Ban Takes Effect in April

Sales of the weight-loss dietary supplement ephedra must cease on April 12.

The Food and Drug Administration (FDA) issued a regulation in preparation for the ban. After the regulation was published in February, there was a required 60-day phase-in period, reports CNN.

Ephedra, also known as ma huang, has come under increased scrutiny in the past few years. The American Medical Association (AMA) has long advocated a ban of the dietary supplement. According to the AMA, ephedra speeds up metabolism – which is why it is marketed as a weight-loss supplement – but this effect can also lead to heart-rhythm defects.

In January 2003, 7-Eleven announced that it would no longer sell products containing the herbal stimulant. Other companies, such as Eckerd and CVS, followed suit. Some ephedra manufacturers also stopped selling the supplement.

Retailers may continue to sell ephedra products until the April 12 deadline, but those who continue to sell the supplement after that date could face harsh penalties, according to Reuters.

### Indiana City Council Considers Banning Alcohol Sales at Convenience Stores

The Evansville, Ind., City Council is slated to consider a proposal to ban alcohol sales at convenience stores.

Council President Steve Bagbey will introduce the nonbinding resolution calling for state and local alcohol boards to prohibit convenience stores and gas stations from selling alcohol.

Currently, Indiana convenience stores are able to sell wine and warm beer, while only

liquor stores are allowed to sell liquor and cold beer.

Bagbey said that he is especially worried about convenience stores' ability to enforce drinking-age laws. Customers must be 21 years old to enter a liquor store, but they do not have to be 21 to enter a convenience store that sells alcohol. In addition, Bagbey said that the employees at convenience stores are not required to be 21, unlike liquor store workers. -NACS

### Tennessee Tracking Down Bogus Lottery Tickets

Just two weeks after Tennessee kicked off its state lottery, counterfeit lottery tickets have begun circulating.

Tennessee's state lottery started on January 20, three weeks earlier than planned. By moving up the launch date from February 10, the additional ticket sales were expected to garner "millions more" in college scholarships, said Tennessee Education Lottery Corporation (TELC) CEO Rebecca Paul.

The TELC became aware of the problem

when victims of the counterfeit-ticket scam contacted the agency seeking refunds, reports the Lottery Post.

"They look like a lottery ticket, they scratch like a lottery ticket, but they are a phone card," said Paul.

Apparently, when some people requested lottery tickets from certain retailers, they were instead sold illegal phone cards. Paul said that these retailers have not been approved to sell lottery tickets. -NACS

### Budweiser Scores Touchdown With Super Bowl Ads

Two out of every five people who watch the Super Bowl tune in for the commercials, according to an Insight Express survey. For true fans of Super Bowl ads, Budweiser was the king of commercials this year.

Budweiser's "Donkey Dream" commercial was voted America's favorite commercial during the championship football game this year, according to ADBOWL.

During the Super Bowl, viewers could log on to [www.adbowl.com](http://www.adbowl.com) and rate the commercials on a scale between 1 and 5, with 5 being a "Touchdown," 4 a "Field Goal," 3 a "First Down," 2 a "Punt" and 1 a "Fumble."

According to ADBOWL, America's top-five favorite Super Bowl ads were:

1. Budweiser "Donkey Dream"
2. Bud Light "Dog Fetch"
3. Bud Light "Sleigh Ride"
4. Frito-Lay "Dentures"
5. Chevrolet "New Chevy Pick-up (Soap)"



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March



# Representative Huizenga Works to Keep Jobs in Michigan

By Kathy Blake

State Representative Bill Huizenga (R-Zeeland) has been working to help stop the loss of manufacturing jobs in Michigan. Manufacturers in and around his district have been struggling. He believes the Governor has an ambitious agenda for putting emphasis on job creation and economic revitalization but it doesn't go far enough. Huizenga said, "In West Michigan and across the state, the loss of manufacturing jobs has hurt families and communities. It is essential that we do all we can to improve Michigan's business climate."

The House introduced a jobs package in December for which Huizenga voted approval. He introduced an amendment which establishes tax credits for distressed businesses that have resorted to major layoffs during tough economic times. Qualifying businesses would receive up to a 25-percent credit on their unemployment insurance liability for current employees, and 50-percent of the liability incurred for re-hiring laid-off employees. The credits are good for 10 years and have a minimal fiscal impact, according to the House Fiscal Agency.

"Economic growth is on everybody's agenda. Our highest priority has to be attracting and retaining companies in Michigan." He explained that Michigan must create a tax and regulatory atmosphere that will bring and keep business here.

The jobs package includes creation of up to 20 tool-and-die renaissance recovery zones which gives tax breaks to qualified shops. One of the bills in the jobs package was aimed at creating training credits dealing with apprenticeships. The jobs package gives skilled trade associations access to school facilities to provide information on

their apprenticeship programs.

The jobs package also creates a venture capital investment incentive by offering income and Single Business Tax breaks to venture capital investors that lose money investing in Michigan startup businesses and re authorized the Michigan Economic Growth Authority for another six years.

Huizenga is part of a bipartisan group of lawmakers travelling to Toronto to promote job creation through a pilot program involving state/local partnerships and increased trade with Ontario. "We need to re-establish relationships. Half of our legislature is new and we have a new governor," said Huizenga. Also, Ontario has a new prime minister and Toronto has a new mayor for its five million people. "Michigan and Ontario trade is vital to my district," he added.

Rep. Huizenga is a freshman Republican. His district includes the cities of Holland, Zeeland, Hudsonville and the townships of



Holland, Zeeland, Jamestown and Blendon. The demographics of his district is diverse. "Holland is a manufacturing, tourism and college town all wrapped up into one," he said. The district has everything from agriculture to industry. The agriculture economy is mostly cash crops, blueberries, dairy farms and nursery bedding plants. Northeast of Holland is Hudsonville, which is known as the "salad bowl city" because there are many celery, onion, carrot and radish fields.

His colleagues elected him Assistant Majority Floor Leader, a position in which he helps manage day-to-day operations of the State House. Speaker Rick Johnson appointed Huizenga vice-chair of the House Energy & Technology Committee, and also named him to the Commerce, Transportation and Employment Relations Committees.

The representative's father was a city councilman and commissioner. "I grew up in a family where public service was an important component of community life," he said. "The

dinner conversation at home was often about politics, though we were not always agreeing," Huizenga chuckled. The representative volunteered for political campaigns as a teenager. He graduated from Holland Christian High School in 1987. He earned a Bachelor of Arts in political science from Calvin College in Grand Rapids soon after. He went on to become a realtor staying active in Holland area Republican politics.

He then went to work for U.S. Representative Peter Hoekstra, R-Holland for six years, where he was director of public policy. He was also Hoekstra's campaign manager since 1997.

Huizenga served as an alternate delegate at the Republican National Convention in 2000. He has actively served in numerous organizations, including Right to Life of Michigan, the Michigan Rural Health Association, Habitat for Humanity and Compass Arts. The west Michigan chapter of the Alzheimers Association presented him with its "Advocate of the Year" award in 2000, and he served on the board of directors for the VanderBilt Public School Academy. He has been actively involved in real estate development and was a board member of the Holland Board of Realtors. The Representative is co-owner of Huizenga Gravel Co. in Jenison.

Huizenga and his wife have four children and live in Zeeland. The Representative enjoys time with family, hunting, traveling and reading.

To reach the rep., call 1-866-90TH-DIS, email [billhuizenga@house.mi.gov](mailto:billhuizenga@house.mi.gov) or write The Honorable Bill Huizenga, State Representative, State Capitol, PO Box 30014, Lansing, MI 48909-7514.



## Former Surgeons General Seek Cigarette-Tax Increase

A \$2 increase in the per-pack federal tax on cigarettes would result in some 5 million smokers quitting the habit, according to four former surgeons general.

The group unveiled its tax-increase idea on February 3. The plan also calls for the creation of a nationwide counseling and support line for people who want to quit

smoking – a suggestion that found favor with Secretary of Health and Human Services Tommy Thompson, reports the New York Times.

Thompson said that the government would invest in excess of \$25 million to establish a toll-free national "quitline" by the end of 2004. In addition, the states would be given

money to help them start their own support lines.

The group of former surgeons general – which includes Dr. David Satcher, Dr. C. Everett Koop, Dr. Julius Richmond and Dr. Jesse Steinfeld – also wants additional research conducted on the health risks associated with tobacco use, more in-depth

training for physicians and a media campaign highlighting the harmful effects of smoking.

The cigarette excise tax now stands at 39 cents per pack. The surgeons general propose using half of the \$28 billion collected from an increased cigarette tax to help fund their plan. -NACS

### Coffee, Coffee and More Coffee

Coffee is second only to oil in terms of dollars traded worldwide. The global coffee industry employs 20 million people. Rich in history, coffee has always been considered valuable. In 1683, one cup of coffee in New York was worth as much as four acres of land.

According to Mintel Consumer Intelligence, the number of coffeehouses in the United States now exceeds 17,000 – an 83 percent increase between 1998 and 2003.

Convenience stores are already catering to consumers' craving for specialty coffee. NACS Daily reported that 7-Eleven, Inc., now offers more than 1,300 different ways to personalize a cup of coffee.

"Our goal was to recreate a coffeehouse experience and selection with two key distinctions," said Kris Nelson, 7-Eleven's category manager for coffee. "First and foremost, customers can create their own personalized hot drink exactly like they like it with no waiting in line to order or for someone else to prepare it. Secondly, 7-Eleven offers a greater value, at around a dollar a cup versus typical coffeehouse prices of \$3 or \$4."

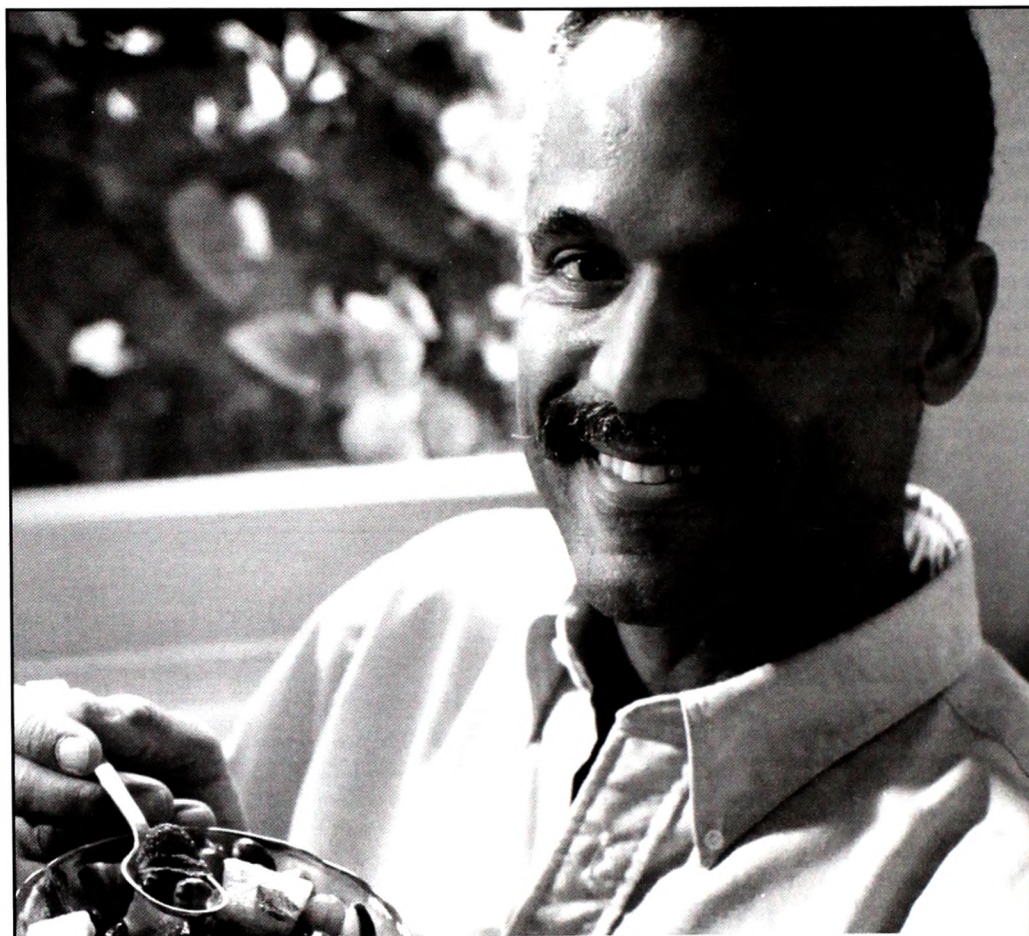
### Git-n-Go Files Chapter 11

Citing "substantial losses" during the last several quarters, Git-n-Go announced on January 30 that it had filed for Chapter 11 bankruptcy.

The company plans to close 20 to 30 of the 114 convenience stores it operates in Oklahoma and Missouri, reports KOLR Channel 10.

A week prior, parent company Hale-Halsell Co. announced a work-force reduction. The loss of a key customer forced Hale-Halsell to cut 200 of its 300 warehouse workers.

Git-n-Go said it will keep 75 stores in operation through financing from F&M Bank and Trust Co. The shuttered stores will be sold or leased. -NACS



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# AFD Foundation Offers Academic Scholarship Program

Each year AFD is pleased to offer scholarships to AFD members. Those eligible to apply are high school seniors, college freshman, sophomores, and juniors. Below are the eligibility requirements and the information needed to apply.

## Merit Scholarship eligibility

- A student employed by an AFD member company for at least six months as of January 1, 2004.
- And/ or a student whose parent is a full or part-time employee of an AFD members company for at least one year as of January 1, 2004.

## Minority scholarship eligibility

- Preferential consideration is given to applicants with an AFD membership affiliation, although membership is not required.
- Applicants must belong to one of the following ethnic groups to qualify for minority status: African-American, Hispanic, Asian, Native American, or Arab/Chaldean American.

## Special rules:

The awards are not based on

financial need. The funds must be applied to college expenses at an accredited college or university in the United States. Applicants are eligible to win and receive a scholarship a maximum of two times. Only one scholarship will be awarded per AFD member company. At least 10 Merit as well as at least 10 minority Scholarships will be awarded.

## Application procedure

Applications are accepted each year from Jan. 15 through Mar. 31. Posters are hanging in AFD member stores and applications and descriptive brochures are sent to students upon request.

## Selection of winners

The selection criteria includes past academic performance, leadership and participation in school and community activities and college grades are considered. To insure complete impartiality in the selection of winners, this scholarship program is administered by Scholarship Program Administrators, Inc., a firm that specializes in the administration of sponsored

scholarship programs.

## Responsibilities of recipients

Awards are for undergraduate full-time students only and can only be used in the academic year they are awarded barring illness, emergency or military service. Scholarship recipients are responsible for making certain that their scholarships are delivered to their college.

## Payment of scholarship funds

The awards are a one time, non-renewable grant in the amount of \$1,000 each. Checks will be mailed to each recipient's home address and will be made payable to the college or university the recipient is attending.

Applications can be obtained by calling the AFD Office at (248) 557-9600 or online at [www.afdom.org](http://www.afdom.org).

## Low-Carb Devotees Gather in Colorado

The nation's first business summit on low-carb eating was held recently in Denver.

The LowCarbiz Summit took place January 22-23 at the Adam's Mark hotel. Manufacturers, retailers, distributors and health professionals gathered to present their low-carb products, explore emerging trends and network.

Summit companies represented included Blimpie International, Keto Foods, Low Carb Lifestyle Distributors, New Hope Natural Media, Castus Low Carb Superstores and The Valen Group, among others.

According to *Low Carb Living News*, an estimated 64 percent of Americans are obese, some 77 million Americans say they are trying to control their weight and an estimated 35 million American adults are following some kind of low-carb diet.

Low-carb products are indeed hot. Americans spent an estimated 1.4 billion on low-carb products in 2003, and that spending could double this year, reported *Low Carb Living News*, which participated in the Summit.  
-NACS



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## VerMints Launches Three New Flavors

VerMints, all-natural mints and pastilles made with organic and natural ingredients, recently introduced three new flavors, as well as new packaging and merchandising displays.

In addition to the original flavors of Peppermint and Wintermint, VerMints are now offered in Gingermint – a fiery ginger flavor

that comes from natural ground ginger root; Chai – infused with black tea and spices; and Café Express – flavored with Fair Trade coffee from Green Mountain Coffee Roasters.

"These new flavors were developed in direct response to consumer demand for a greater variety of natural flavors," said James Bonerb,

vice president of sales for VerMints. "Our unique positioning as the all-natural alternative is a real opportunity for retailers to increase business in their premium mint sales."

As well as adding new flavors, VerMints now come with new packaging and point-of-sale displays. The new tins are adorned



with illustrations in a vibrant color palette. The look was created by HarveySeverance Studio, with illustrations by Lyn Severance, whose design work was integral to the success of Ben & Jerry's Ice Cream.

VerMints are currently being distributed in the New England, Southern California and East Coast markets, with plans to expand nationwide by year-end.

For more information, or to place an order, call 800-367-4442, ext. 115.

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### U.S. prescription drug sales rose 11.5% last year to \$216.4 billion

Anti-psychotic medicines and seizure treatments led other types of prescription drugs last year with sales up 22.1% and 24.4% respectively, said IMS Health, which collects data on prescriptions and drug sales. The top-selling pharmaceuticals remain cholesterol reducers, which brought in \$13.9 billion, with Pfizer's Lipitor staying the top-seller. —Reuters

### Fastop Store Sales Approved

Judge Larry Larsen of the Federal Bankruptcy Court approved new owners for all 17 Fastop convenience store locations. In a February 3 ruling, Judge Larsen gave the new owners 30 days to close on the transaction.

Fastop, Inc., former owner of 17 Midwest-based convenience stores, filed Chapter 11 in the Central Illinois Bankruptcy Court in September 2003. At its peak, the 22-year-old chain employed 150 people and generated \$25 million in annual sales.

For information regarding the sites, contact The Energy Exchange at (866) 906-7499 or [www.energy-xchange.com](http://www.energy-xchange.com). —NACS



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# Why Michigan's electric deregulation law is bad for us and bad for you.

We've been responsible to the people of Michigan for over a hundred years. And in all that time we've never cried wolf. But now the wolf is at the door. Because of flaws in the electric deregulation law, Public Act 141, out-of-state companies are coming in, snatching up the biggest electricity customers and leaving the rest of us to pay the price to keep the entire system running.

These outside companies don't care about homeowners or small businesses. There's not enough profit there. In fact, the law says out-of-state suppliers don't have to

serve low-income customers or senior citizens or first-time home buyers or people out in rural areas. We do serve them, of course, we always have.

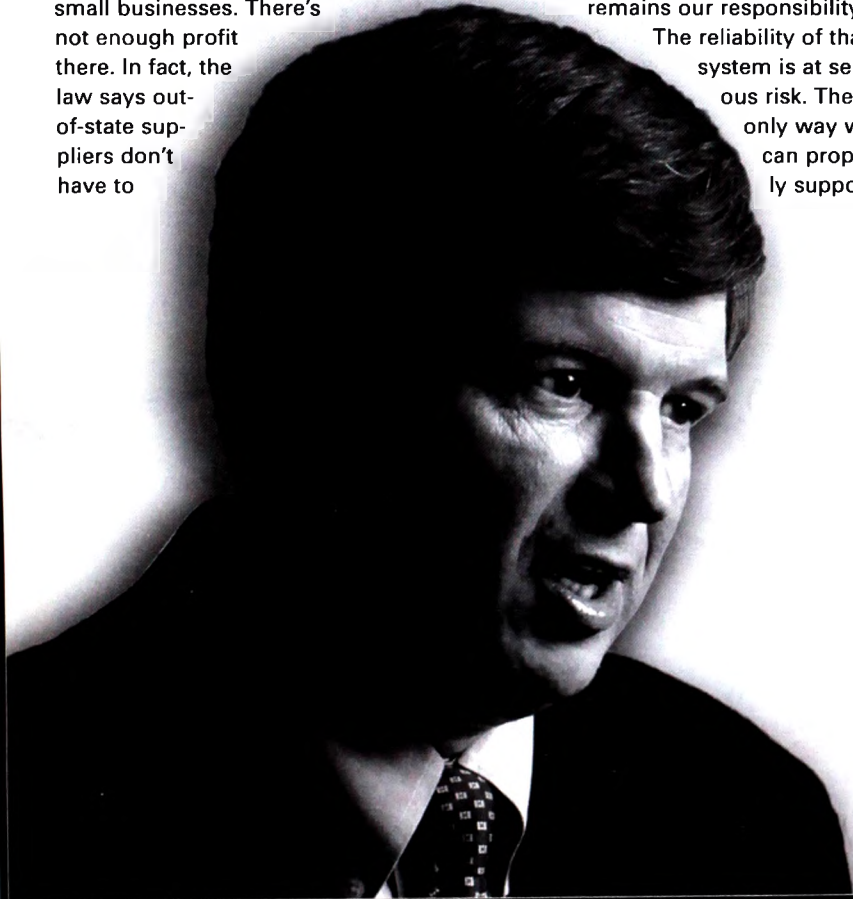
PA 141 says we must cover the entire cost of the electric system—all the power plants, a million utility poles, 42,000 miles of power lines—and all the people who make it work. The out-of-town suppliers don't contribute fairly to the maintenance and upgrading of the system. That remains our responsibility.

The reliability of that system is at serious risk. The only way we can properly support

and sustain the electric system is to make up for the loss of revenue by increasing rates to homeowners and small businesses. We're talking about rate hikes of up to 30%. Is that fair to you? No. But our hands are tied. It could come to a rate increase or a very real energy crisis.

Michigan's electric deregulation law was meant to stimulate competition, give everyone a choice and keep electricity affordable. It's done none of those things.

As the law stands, it just isn't fair, not to you and not to us. It needs to be fixed. Help us change a law that simply doesn't work. Log on to [dteenergy.com](http://dteenergy.com) and find out how you can help keep energy reliable and affordable for everyone.



*Anthony F. Earley, Jr.*

**Anthony F. Earley, Jr.**  
Chairman and CEO  
DTE Energy and Detroit Edison

**Detroit Edison**



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## Good things come **BACK** in pairs.

### The Daily 4 Back Pair Payout – March 1 through March 21!

Last September's Front Pair Payout was a huge success:

- Generated almost one-half million dollars in additional prizes
- Produced 48,000 additional winners
- Daily sales increases as high as 9% and an overall increase of 5.2% for the entire promotion

So we're bringing it "back." From March 1 through March 21, Daily 4 players win \$10 when their \$1 straight bet matches the LAST two numbers drawn. With all of the extra \$10 winners that will be produced, you should expect another spike in Daily 4 sales.

You'll definitely be glad that this limited time promotion is BACK!

Remember – Back Pair Payout is March 1-21 with both midday and evening drawings, so let your customers know it's for a limited time and to make the most of this opportunity. With Back Pair Payout, the Daily 4 is better than ever!



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

# Daily 4 "Back Pair Payout" Promotion Returns



By Commissioner Gary Peters

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

The Michigan Lottery ran its first pairs promotion in April 2001 and it was an enormous hit with players all across the state. Beginning March 1, and running through March 21,

2004, Daily 4 players whose \$1 straight bets match the last two numbers drawn will receive a \$10 payout. The odds of matching the back pair are a mere 1 in 101, which is easier to win than any other Daily 4 prize! Daily 4 winning numbers are drawn twice a day – midday (12:59 p.m.) and evening (7:29 p.m.) – and this great new promotion applies to both drawings.

With all of these extra \$10 winners coming to your stores to collect their prizes, you can look forward to increased sales as many players will want to try their luck again. Just like any other prize cashed in-store, retailers will also receive the two-percent redemption commission on every valid back pair match paid.

**"\$2,000,000 Fortune" Grand Prize.** The Michigan Lottery added a bit of excitement to a recent Detroit Pistons game by holding the grand-prize drawing for its "\$2,000,000 Fortune" instant game at the Palace of Auburn Hills on January 16, 2004.

Five finalists were chosen out of more than 900 qualified entries – all players who won \$1,000 prizes in the "\$2,000,000 Fortune" instant game. These five finalists participated in an on-court event held during halftime of the Detroit Pistons vs. Washington Wizards game.

On the night of the grand-prize drawing, the five finalists had the opportunity to run onto the court at the Palace of Auburn Hills just like the NBA players do. The Pistons' Automotion dance team formed a tunnel in which each finalist ran through to get to center court. Once at center court, balls were drawn from a giant tumbler and finalists were eliminated one-by-one until Muskegon native William Schad was the last finalist standing.

"The whole experience was unbelievable," Schad said. "The drawing was going by so fast and when it got down to just the two of us left, I was standing there in shock! When the announcer yelled

out my name as the winner I couldn't believe it!"

As he made his way up through the stands of The Palace following the drawing, Schad was greeted with cheers and "high-fives" from audience members. While he felt like a star, Schad was thrilled to get back to his wife, Lori. As soon as he saw her, Schad ran to Lori and hugged her, as they celebrated becoming instant multi-millionaires!

The 57-year-old Schad said he plans to use part of his winnings to pay bills, go back to college and make a donation to his church. He added that he has not yet decided what he will do with the rest of his winnings. Schad, who said he enjoys fishing, golfing and spending time with his dog, Rusty, in his free time, purchased the \$1,000 winning ticket that entered him into the finalist drawing at Wesco #49, 1675 E. Apple Ave., in Muskegon.

The \$2,000,000 grand prize is set up

*Lottery, continued on next page*



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Lottery, continued from previous page

to be awarded in the form of an annuity payment over 20 years, but the grand-prize winner has the option of claiming the \$2,000,000 prize as a one-time, lump-sum payment of \$1,308,532 – the present cash value of the game's \$2,000,000 top prize, before taxes. Schad chose to take his winnings in annual installments of \$100,000 (before taxes) over the next 20 years.

"Casino Millions," which went on sale December 4, is the Lottery's newest \$20 instant ticket offering more than 1,000 prizes of \$1,000 that, when claimed before the deadline, automatically enter each winner into a \$2,000,000 grand-prize drawing! The grand-prize drawing for "Casino Millions" will be held in the summer of 2004.

**Thanks A Million!** The Michigan Lottery would like to extend its heartiest congratulations and thanks to an outstanding group of retailers. The following retailers achieved \$1,000,000 or more in total Lottery sales during 2003. I want to thank you for your hard work in helping us achieve our goal of generating revenue for the state School Aid Fund, which supports K-12 public education in the state of Michigan.

Abbey Wine & Liquor Shop,  
Southfield

Angelo's Food Specialties, Benton  
Harbor

Boulevard Food Center, Detroit  
Cherry Belt Party Store, Inkster  
Glass Bottle Shoppe, Detroit  
Greenfield Party Shoppe, Southfield  
In N Out Food Store #31, Detroit  
Joe's Liquor & Wine Shop, Detroit  
Levan Wine & Deli Shoppe, Livonia  
Light House Liquor, Oak Park  
Livernois 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

## Spartan Consolidates Retail Banners

Spartan Stores announced that it will consolidate its retail stores from five banners to two, believing that the move will allow it to achieve greater efficiency in its marketing efforts and improve sales and profitability.

The company will change the name of its six Ashcraft's Markets, three Great Day Food Centers, and eight

Prevo's Family Markets to either the Family Fare Supermarkets or Glen's Markets banners. Spartan already operates 13 Family Fare stores and 23 Glen's Markets, and says that these are its best-known banners.

According to a statement released by the company, "This marketing effort will allow Spartan to develop a more

consistent and effective consumer message, and result in higher product, service, value and quality standards across its entire retail grocery store base. Operational efficiencies will be realized primarily through more streamlined and focused retail marketing and advertising functions."

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](http://www.kansmacker.com)

# KANSMACKER

## BRAND REVERSE VENDING MACHINES

**IT'S THE  
3-IN-1  
MACHINE!**

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

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

### 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!

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

**800-379-8666 or 248-249-6666**

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**HIGH VOLUME LIQUOR MARKET**—In great suburban area. Business and buidng. 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 Butch.

**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-SOM 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 48826.

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

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

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

**FOR SALE**—Lozier and Hallmark fixtures. Wall units, gondolas and base drawers plus many accessories. Please call 313-613-6226 for more information.

**FOR SALE**—Commercial building, Eastern Market area. Three large coolers. 4,000 sq. ft. 313-832-1600.

## Identity Theft Shield

### Pre-Paid Legal Services Announces a Joint Venture with Kroll

The FTC estimated 700,000 identity theft victims in 2002. According to Joe Marcinkowski of Pre-Paid Legal Services, this number is off by one thousand percent. The actual number, says Marcinkowski, was 9.9 million! Identity theft is the fastest growing crime in America.

Pre-Paid Legal Services recently joined with Kroll, a security services company, to offer

identity theft protection services.

Kroll is one of the top companies in the world for security with over 2,000 employees, many of whom are ex FBI and CIA agents.

Kroll offers these services:

- Credit Report Analysis
- Continuous Monitoring of Credit Activities
- Identity Theft Restoration

• Restoration Reimbursement Benefits (Up to \$25,000)

• Kroll's experts will work with the credit repositories, creditors collection agencies, law enforcement, Secretary of State, and other organizations to resolve and restore your identity theft issues.

For more information, call Joe Marcinkowski, (248) 515-1055, or Chris Kittides, Jr. (248) 320-9849.

## THE 39TH ANNUAL WESTERN MICHIGAN UNIVERSITY FOOD MARKETING CONFERENCE March 29 - 30, 2004

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#### Featured Speakers



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Chairman & CEO  
PepsiCo Beverages & Foods,  
North America



**Greg Josefowicz**  
Chairman & CEO  
Borders Books



**Ken Stevens**  
President  
Bath & Bodyworks



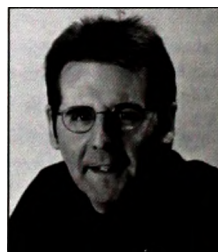
**Phil Lempert**  
Food Editor  
NBC Today Show



**Bob Mariano**  
Chairman & CEO  
Roundy's, Inc.



**Janet Langford Kelly**  
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Administrative Officer  
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**Jon Baldoni**  
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### Plus... Workshops Which Address Today's Industry Issues

The Western Michigan University Food Marketing Conference and the Network of Executive Women (NEW) are teaming up for the first time. NEW is traveling to the Midwest to discuss current trends related to diversity, leadership guidance and business development.



For More Information Call the Conference Hot Line at 269-387-2132

or Visit Our Website at [www.hcob.wmich.edu/fmk](http://www.hcob.wmich.edu/fmk)





# Galaxy Wine Brings Wines of the World to Detroit

By Kathy Blake

Galaxy Wine Distributors is bringing wines from all over the world to store shelves in the metro Detroit area. From as far away as New Zealand to the California vineyards, Galaxy Wine supplies a multitude of vintners and varietals, with every region in the known wine-making universe represented.

The owners, Sam Kallabat and Roni Sheena, started up Galaxy Wine in August. The two friends have managed stores most of their careers. They bring a combined total of 36 years experience to Galaxy Wine. Sam owned and managed a gourmet wine shop for 22 years, and Roni was the owner/manager of a wine and deli shop for 14 years. The two men share an interest in wine, as retailers and as consumers. They made several trips to California, France and Italy over the years to sample wines. When asked what his favorite wine is, Sam replied California Cabernets and French Burgundys. Then he went on to add a long list of favorites until finally settling with, "I like wine."

Sam and Roni shared their experience and resources to build their fast growing distributorship. "Business has been every bit as good as expected," said Sam. Galaxy Wine owes part of its success to its two owner's knowledge of the industry and their connections with

people, by being a member of the Associated Food Dealers. "We've made a lot of contacts over the years," Sam affirmed.

His wife came up with the name for the distributor, and they agreed that it represented their goal to bring wines of the world to Michigan. "We've handpicked most of these wines ourselves," said Sam.

Among the selections are Italy's Pinot Grigio, Chianti and Prosecco from Candoni; Umberto Fiore Moscato d' Asti, also from Italy; Australia's Wallaby Creek; Quinta do Alqueve from Portugal; Lynskeys from New Zealand, Prado Rey from Spain and Reverie from the Diamond Mountain region in California and Fess Parker winery of Santa Barbara county, among many others.

"All our wines are getting great reviews from wine magazines. We supply shelf talkers that have a description of the wine and their ratings," said Sam.

They sell exclusively in Michigan for Robert Katcher wines from France. Sam said, "We sell most of our wines exclusively for the whole state." The wines they carry cost anywhere from \$50 to \$2,000 per case.

With seven going on eight employees, business is brisk. Sam said he and Roni pitch in for every responsibility, even though they



Above, Liz Weyher, secretary, owners Roni Sheena and Sam Kalabat, and Vince Sencich, salesman.



Left, A sample of their offerings.



Owners Roni Sheena and Sam Kalabat

have a secretary, two drivers and three salesmen. When there's a truck to unload, the owners are right beside the driver, moving boxes of wine. "We do it all." From loading trucks to sales, inventory and phone calls.

Their warehouse and office are located in Commerce, off of Haggerty Road with close access to M-59, I-275 and I-96 freeways. They supply wine shops, convenience and party stores, restaurants and fruit markets. They serve mainly the tri-county area, Oakland, Wayne and Macomb with customers in Washtenaw and Livingston as well. In addition to wines, they also sell drink mixes.

With Sam and Roni's background in

retail, they know first hand what it's like to be a retailer. "Our main goal is providing good service. We've been on the other side and know what retailers expect. We want to give them as much service as we can, as much as they expect," said Sam.

They want to make it easier and more affordable for retailers. "We don't charge a split case like most distributors," said Sam. If a retailer wants just six bottles from a case, they are not charged an extra per-bottle fee.

"We'll also bring new wines to taste for retailers. Our staff is very knowledgeable," said Sam.

For more information, call Galaxy Wine at 248-363-5300.



# AFD Spent a Wild and Wonderful Night in "Casablanca!"

A record crowd of over 1,000 industry leaders converged on February 6 at Penna's in Sterling Heights for AFD's 88th annual trade dinner, this year themed "Casablanca."

Our special guest of the evening was Governor Jennifer Granholm. She mingled with the crowd in the hors d'oeuvre room and spoke during our evening program.

Co-hosts Wendy Acho and John Pardington welcomed the large, happy

crowd and kept the program on track. A big thanks goes to this pair for all their hard work!

During the evening's program, Jerry Yono was honored for his 37 years of service on AFD's Board. A video presentation paid tribute and Governor Granholm was on stage to award Jerry with a crystal trophy.

Ferns and fans adorned the dining room, dance floor and hors d'oeuvre room. Photos from our photo booth

had Casablanca-inspired frames around them and a baby grand player piano played Casablanca music in the hors d'oeuvre room. Special back lit signs further tied in the Casablanca theme and thanked sponsors.

A surprise awaited each woman at the dinner. In the dining room, around each centerpiece were five silk pouches, each containing a pearl bracelet! For the men, after dinner "Rick's American Café featured

Scotch, Cognac and cigars.

After the evening's speeches, diners were treated to chocolate cups filled with Bailey's Irish Cream, as swing dancers shook up the dance floor. Then, Kaleidoscope played hit songs from the '30s to today.

Big thanks go to the dinner's sponsors (see page 29). Without the support of our industry, we could never have such a fabulous evening!



AFD President Mike Sarafa, Ed Mullins of Prairie Farms Dairy, Gov. Jennifer Granholm and Gary Davis of Tom Davis and Sons Dairy



Karen & John Berardi and Jaqueline & Avis Karim of Peoples State Bank



Ernesto Ostheimer of Sherwood Foods and Alaa Naimi of Thrifty Scot



Sam Yono and Gov. Jennifer Granholm



Mr. & Mrs. Sam Dallo



Mr. & Mrs. Dabish and Mr. & Mrs. Mesiak



Yvette Pierce, Cindy Bork & Dennis Bork of Coca-Cola



Larry & Yvette Pierce of Coca-Cola



*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](mailto: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.*



## AFD Annual Trade Dinner



Mr. & Mrs. John Pardington with the First Couple (center)



Mr. & Mrs. Ron Kohler of Oak Ridge Markets



AFD's Beautiful Board!



Co-Chairs Wendy Acho and John Pardington listen to Mike Sarafa address Trade Dinner attendees



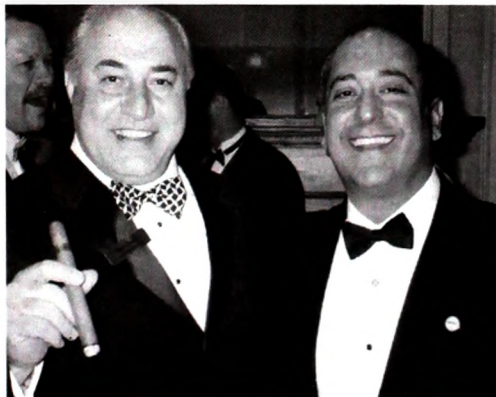
Thomas Welch of Hollywood Supermarkets gave the invocation



Jerry Yono receives award



Nida Samona of Michigan Liquor Control Commission, Angelo Binno and Gov. Granholm



AFD Board members Sam Dallo and Brian Yaldeo



Mr. & Mrs. Nabby Yono





**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**



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will be given for those who  
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**SPECIAL SHOW PRICING!**  
Learn what new products are  
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Every booth will have samples  
you can taste, so  
**COME HUNGRY!!!**



Attend and book your  
**MEMORIAL DAY NEEDS!**

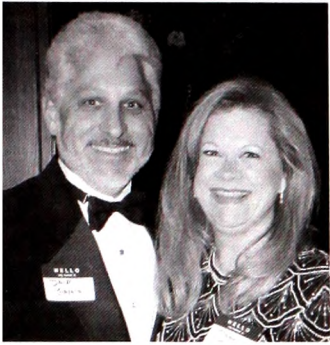


**YOU CAN'T SAVE UNLESS YOU ATTEND!**  
Pre-Register with your Sherwood Foods Sales  
Representative or Call for Information:

**(313) 366-3100**



## AFD Annual Trade Dinner



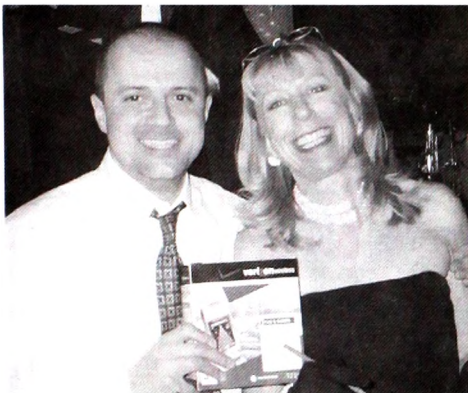
Dave & Shelley Gagnon of  
Authorized Cellular



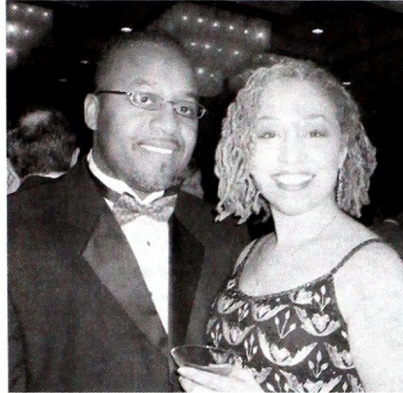
Co Chairs Wendy Acho and John Pardington



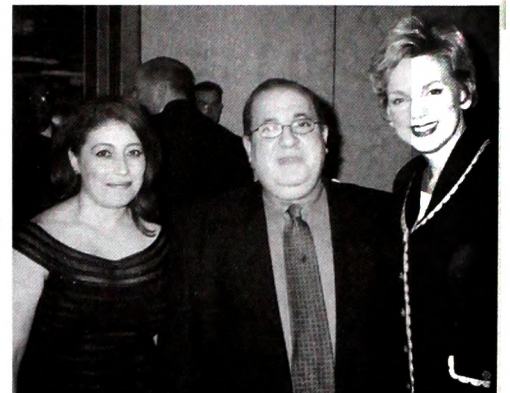
Wendy Acho & John Pardington. Trade Dinner Co-Chairs direct their  
attention to retiring chair Terry Farida and incoming Ronnie Jamil.



Authorized Cellular color screen mobile phone winner  
John Zebari of Kar Nut with AFD's Michele MacWilliams



Deirdre Scott of Blue Cross Blue Shield of Michigan  
with Eric Brumfield



Vickie & Mike Yono with Gov. Jennifer Granholm



Mr. & Mrs. Farida with Gov. Granholm &  
First Gentleman Dan Mulhern



Troy Mayor Matt Pryor, State Representative Lisa Wojno of the 28th  
District with Paul Wojno, Former State Rep.



Tri-County Beverage had a great time in  
"Casablanca".



Dancing to Kaleidoscope



Frank & Dawn Bodi of Pernod Ricard & Sharon Davis  
of Tom Davis & Sons Dairy



Kristie Lozano was the winner  
of a bottle of Louis XIII  
Cognac, value: \$1,600!



Three Beautiful Board Members!



# A huge thanks to our Trade Dinner sponsors!

## Platinum Sponsors

Blue Cross Blue Shield of Michigan  
Pepsi Bottling Group

## Gold Sponsors

Anheuser-Busch, Inc.  
Coca-Cola Bottling Company  
DTE Energy  
Michigan Lottery  
Miller Brewing Company  
North Pointe Insurance Company  
Philip Morris U.S.A./Altria  
Standard Federal Bank

## Silver Sponsors

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SUPERVALU

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Gadaleto, Ramsby & Assoc.  
National Processing Services LLC  
Peoples State Bank  
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Strategic Planning Concepts/Sagemark Consulting, Inc.

Tom Davis & Sons Dairy

## Also a special thanks to the Trade Dinner Committee

Co-Chairs  
Wendy Acho, Standard Federal Bank  
John Pardington, Holiday Market

Tom Amyot  
Lamia Arcori  
Jim Avery  
Stephanie Beau  
Jim Chuck  
Jim O'Shea  
Rudy Patros  
Art Robbie  
Costas Sambanis  
Mark Sarafa  
Deidre Scott  
Don Symonds  
Bill Viviano

## AFD supports Livonia stores to block Costco liquor sales

*Costco, continued from front page*

Council to reverse the decision, saying liquor sales would be a great convenience to its shoppers.

According to AFD attorney Jim Bellanca, Costco suggested at one point that it anticipates annual sales of approximately \$1 million per store. This may represent 30 to 40 percent of the total liquor sales in Livonia.

"The obvious result would be that some of our member businesses, which have contributed to the community for years, would be forced to close," said AFD President Mike Sarafa.

AFD's attorneys are developing a case for the Livonia retailers and Mike Sarafa will speak to the Livonia City Council on this issue.

"We are confident that the City Council will agree that longtime Livonia residents and store owners should not be put out of business by a big box retailer."

## Attention Food and Beverage Industry:



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

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

**Reach a group of 25,000\* of your best prospects each month by advertising in AFD's Food & Beverage Report!**

\*2.5 Pass Along Readership. 10,000 circulation includes every supermarket, drug store, convenience store and specialty food market... virtually the entire retail food industry in Michigan!

### 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

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## AUTHORIZED LIQUOR AGENTS:

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

## BAKERIES:

Ackroyd's Scotch Bakery & Sausage	(313) 532-1181
Archway Cookies	(616) 962-6205
Awrey Bakeries, Inc.	(313) 522-1100
Interstate Brands/ Wonder Bread/Hostess	(586) 792-7580
S & M Biscuit Dist. (Stella D'Oro)	(586) 757-4457
Taystee Bakeries	(248) 476-0201

## BANKS:

ATM of America	(248) 932-5400
ATM of Michigan	(248) 427-9830
Bank One—Business Banking	(313) 270-1835
Comerica Bank	(313) 222-4908
Diamond Financial Products	(248) 331-2222
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 Domecq Spirits USA	(248) 948-8913
American Bottling	(313) 937-3500
Anheuser-Busch Co.	(800) 414-2283
Bacardi Imports, Inc.	(248) 476-6400
Bellino Quality Beverages, Inc.	(734) 947-0920
Brown-Forman Beverage Co.	(734) 433-9989
Brownwood Acres	(231) 599-3101
Canandaigua Wine Co.	(586) 468-8650
Central Distributors	(734) 946-6250
Coca-Cola Bottlers of MI	
Auburn Hills	(248) 373-2653
Detroit	(313) 825-2700
Madison Heights	(248) 585-1248
Van Buren	(734) 397-2700
Port Huron	(810) 982-8501

Coffee Connection	(248) 583-1765
Coors Brewing Co.	(513) 412-5318
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
Hubert Distributors, Inc.	(248) 858-2340
Intrastate Distributing	(313) 892-3000
J. Lewis Cooper Co.	(313) 278-5400
Java Joe's	(734) 439-3280
Josulate Wines, Inc.	(313) 538-5609
Kings Orchards	(877) 937-5464
Leelanau Wine Cellars	(231) 386-5201
McCormick Distilling Co.	(586) 254-5650
Michigan Grape & Wine Industry Council	(517) 373-1104
Miller Brewing Company	(414) 259-9444
National Wine & Spirits	(888) 697-6424
(888) 642-4697	
Oak Distributing Company	(810) 239-8696
Pepsi-Cola Bottling Group	
— Detroit	1-800-368-9945
— Howell	1-800-878-8239
— Pontiac	(248) 334-3512
Pernod Ricard USA	(630) 922-6484
Petitpre, Inc.	(586) 468-1402
Schulz 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 Kale at North Valley	(248) 855-8777

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

## DAIRY PRODUCTS:

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

## ELECTRONIC AGE VERIFICATION

D.J. King & Associates	(800) 781-5316
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## EGGS & POULTRY:

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

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

## ICE PRODUCTS:

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

## INSURANCE:

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

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

## MEAT PRODUCERS/PACKERS:

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

## MEDIA:

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

## NON-FOOD DISTRIBUTORS:

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

## POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips	(313) 925-4774
Frito-Lay, Inc.	1-800-359-5914
Jay's Foods	(800) 752-5309
Kar Nut Products Company	(248) 541-7870
Mexico Wholesale	(313) 554-0310
Niklas 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
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
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.D. Rowe Corp.	(248) 280-4400
TeleCheck Michigan, Inc.	(248) 354-5000
Travelers Express/Money Gram	(248) 584-0644
Variate Wireless	(248) 658-5000
Venzon Wireless	(248) 763-1563
or (517) 896-7000	

Western Union Financial Services	(513) 248-4900
Westside Cold Storage	(313) 961-4783
Whitely's Concessions	(313) 278-5207

## STORE SUPPLIES/EQUIPMENT:

Alarm-Medic	(248) 349-9144
Belmont Paper & Bag Supply	(313) 491-6550

Brehm Broaster Sales	(989) 427-5858
Bunzl USA	(810) 714-1400
Culinary Products	(989) 754-2457
DCI Food Equipment	(313) 369-1666
Envipco	(248) 471-4770
Four Seasons Beverage & Equip.	(734) 254-0886
Hobart Corporation	(734) 697-3070
Marlin 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
Amend Corp.	(734) 242-2411
Brownwood Acres	(231) 599-3101
Calverlee Supply	(586) 979-1370
Capital Distributors	(800) 447-8180
Central Foods	(313) 862-5000
Chef 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
Deli Style Jerky	(734) 453-6328
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) 738-6579
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	(517) 787-9880
L B Enterprises	(517) 546-2867
Liberty Wholesale	(586) 755-3629
Lipari Foods	1-(586) 447-3500
Mexico Wholesale	(313) 554-0310
Michigan Quality Sales	(313) 255-7333
Nash Finch	(989) 777-1891
Niklas 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
Schulz Coffee Co.	(616) 956-6815
Sherwood Foods Distributors	(313) 366-3100
Spartan Stores, Inc.	(734) 455-1400
Suburban News: Southfield	(248) 945-9000
Flint	(810) 785-4200
SuperValu Central Region	(937) 374-7874



# Spartan Stores Provided Year Supply of Baby Products to the Van Houten Family

Spartan Stores through its neighborhood Family Fare Supermarkets provided Ben and Amy Van Houten and their newborn sextuplets a years supply of baby products and a \$1,000 gift card for any product at area Family Fare supermarkets.

The years supply of products for six babies adds up to quite a bundle:

- 28 cases of Spartan baby wipes
- 4 cases of Pharm baby shampoo
- 4 cases of Pharm baby lotion
- 4 cases of Pharm baby powder
- 25 cases of beginners applesauce
- 25 cases of beginners pears
- 25 cases of simple goodness green beans
- 25 cases of simple goodness peas
- 100 cases apple juice

The first installment of products and the gift cards was presented to Ben Van Houten on January 22 at Calvary Baptist Church in Holland.

Spartan Stores is also setting up gift card displays in all of their West Michigan stores so customers can make their contribution to the care of these babies.

"My family is blessed by this gift from Spartan and Family Fare," said Ben Van Houten, father of the sextuplets. "This is a wonderful gesture of support and we are very grateful. I can't even imagine how much apple juice and strained peas we're going to go through, so this is a great start for us."

"Spartan Stores congratulates the Van Houtens and wants to do what we can to help them with their new family," said Jeanne Norcross, corporate communications director for Spartan Stores. "We hope these baby products will help see them through their first year."

Grand Rapids, Michigan-based Spartan Stores (Nasdaq: SPTN) is the nations ninth largest grocery

distributor with warehouse facilities in Grand Rapids and Plymouth, Michigan. The Company distributes more than 40,000 private-label and national brand products to 330 independent grocery stores in Michigan. Spartan Stores also owns

and operates 54 retail supermarkets and 21 deep-discounted drug stores in Michigan and Ohio, including Ashcrafts Markets, Family Fare Supermarkets, Glens Markets, Great Day Food Centers, Prevos Family Markets and The Pharm.

## 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/ Detroit	(313) 226-4930
Food Stamps 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



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