Nash Finch Buys Two Roundy's Dist. Centers

Nash Finch Co. announced that it has signed a deal to acquire for $225 million, two of Roundy's retail stores - in Tinley Park and Van Wert, Ohio. The two divisions are said to generate about $1 billion in annual sales, servicing more than 500 retail customers in Indiana, Illinois, Ohio and Michigan.

Nash Finch CEO Ron Marshall said in a prepared statement: "We have long admired the outstanding customers and dedicated associates of these divisions and are excited for them to join our organization. Customers of both Nash Finch and these Divisions will benefit from our ability to buy product much more efficiently as a combined organization, improving their ability to win in an increasingly competitive market."

AFD Debuts West Michigan Holiday Trade Show

On September 20, AFD will debut a new Holiday Trade Show to its members on the west side of Michigan. Called the AFD West Michigan Holiday Beverage Show, it will be held at the beautiful new DeVos Place in downtown Grand Rapids.

"The new AFD West Michigan Holiday Beverage Show will be an abbreviated version of AFD's popular Holiday Beverage Show, which is held each September in the Metro Detroit area," said Mike Sarafa, AFD president.

"Knowing which products will fly off the shelves and which ones will collect dust can make or break a retail store's most important season - the holidays," he added. "We are providing this new trade show as a service to our members in Western and Northern Michigan, to make it easier for them to see and sample new products and take advantage of show specials."

For the past seven years, AFD has hosted its premier Holiday Beverage Show for two days in September. This year that show will take place September 21 and 22 in Metro Detroit. The new AFD West Michigan Holiday Beverage Show will be held the day preceding, on Tuesday, September 20.

U.S. C-Store Count: 138,205

The number of U.S. convenience stores now stands at 138,205, according to the new National Association of Convenience Stores (NACS)/TDLinx Official Industry Store Count that tallied all stores as of Dec. 31, 2004.

The new figure is a 5.8% increase over the 130,659 stores identified in 2003. Some 10 years ago, the official c-store count stood at 98,200; 20 years ago there were 85,300 stores.

The strong increase in the number of stores is mainly a reflection of the evolution of existing non-c-stores that were reclassified or remodeled and now meet the definition of a c-store—a broad merchandise mix and a minimum of 500 SKUs.

"While the increase partly is attributable to the opening of new convenience stores, the increase largely came from better visibility to independents and from existing stores that now meet our convenience store definition," said Scott Taylor, TDLinx executive vice president and general manager.

Every region in the United States saw an increase in the number of stores. led by the Mid-Atlantic region (New Jersey, New York and Pennsylvania), which saw a 9.8% increase, and the East South Central region (Alabama, Kentucky, Mississippi and Tennessee), which saw a 9.7% increase.

Meanwhile, the South Atlantic region (Delaware, Florida, Georgia, Maryland, and the Carolinas) saw the smallest increase, at 5.4%.

NACS releases annual update

AFD provides free admission to both shows for its members. There will be an admission fee for non-members. Discount coupons are available through beer, wine and liquor distributors. For more information please call Cathy Wilzon at AFD (248) 671-9600.

An Elegant Evening Aboard the S.S. AFD!

Over 1,000 industry leaders in tuxedos and gowns crossed the gang plank to board the S.S. AFD for the Captain's Dinner and a night celebrating the food and beverage industry. On Friday, February 11, Perma's of Sterling was transformed into the S.S. AFD for this special event.

Please see pages 24 and 27 for details and more photos.
AFD analyzes proposed Single Business Tax Reform

By Ronnie Jamil
AFD Chairman

Recently, AFD was invited to participate in a roundtable discussion with the State Treasurer regarding the Governor’s single business tax reform proposal. Scott Madford, a single business tax expert from UHY Advisors, attended on behalf of the Associated Food Dealers of Michigan. Below is a summary from his report and some additional analysis. As the proposal develops, AFD will continue to monitor it and will engage with the policy makers as the details of the proposal and its impact on our membership become clearer.

Summary of Single Business Tax Reform Roundtable Discussion
The Treasurer’s office presented an analysis using 2001 single business tax returns. They indicated that approximately 70% of the taxpayers in the State of Michigan would benefit by this proposal leaving the other 30% to show their burden of tax to make the proposal revenue neutral. The accuracy and completeness of the analysis was difficult to gauge.
We’ve done some preliminary analysis of actual single business tax returns prepared for party stores and for supermarkets based upon the proposed legislation. During the meeting, there was some discussion about some intricacies that were not clear in the initial release of the proposal. Some of the examples looked at would have a higher tax burden under this proposal although there is a small savings for many small volume stores. Clearly, the savings in hard dollars for those receiving less of a burden is much smaller than the increased burden on those that will end up paying higher taxes. One could argue that larger stores are better equipped to handle the increase. I could make some comment on other taxpayers and the effect on their single business tax returns but the focus of this memo will be the result of the AFD membership.
In general, based upon my computations, it appears AFD members, in general, will pay more in tax, not less, as a result of these proposals. It was apparent in the discussions in the meeting that there are many unanswered questions and some of the proposed legislation is still unclear and may change before it gets to final form. The Michigan Manufacturers Association has taken a strong position in favor of the proposal as their members stand to benefit the most and the Michigan State Chamber of Commerce has taken a position against the proposal.

The Grocery Zone
By David Coverly

YOU THOUGHT B.Y.O.B. MEANT WHAT?

We’re gearing up for the 21st Annual Trade Show
AFD is planning 10 full hours of buying, along with fun and fantastic prizes.
Plan now to be the biggest winner with all the savings at the 21st Annual Trade Show.
April 19 & 20, 2005 at Burton Manor in Livonia. For more information call Cathy at (248) 671-9600.
Representative David Law goes to Lansing as a friend to small business

By Kathy Blake

Newly-elected State Representative David Law (R-Commerce), plans to support legislation that is supportive to small business. "I know I'll be a friend to the small business community," he said adding, "we must be more business-friendly, especially for small business." He strongly supports the idea of low taxes for small business to stimulate the economy and create jobs. Having low taxes will spur investment and economic activity," he said.

Rep. Law replaces former State Representative Marc Shulman who finished his third and final term serving the 39th District. Law was appointed Vice-Chair of the Transportation Committee. He also was named to the Commerce, Insurance and Judiciary committees. As vice-chair of the Transportation Committee, Rep. Law plans to do whatever he can to help improve roads and reduce congestion. "We need to be proactive. A growing economy needs healthy roads to move goods and people around. Better roads will decrease the cost of items we buy at the store," he said.

Rep. Law said his committee will be looking at other states to see what has worked for them and what's been tried. "Road projects should look at long-term solutions instead of short-term fixes, so that orange barrels are not slowing us, and our economy, down every summer. State and county governments need to better coordinate their road efforts. As a state, we need to be more aggressive in obtaining federal road funds," he said.

According to Rep. Law, the lack of money in the state coffers has been a problem for several years now. There are 17 road congestion relief projects across the state that were put on hold in 2003 due to lack of funds. Even with the recent announcement by Granholm that part of the $800 million Jobs Today Initiative would be used on those projects, Rep. Law still believes the state should prioritize spending.

He says this is true for all components of the budget. "The budget should not be balanced on the backs of individual taxpayers and businesses."

Growing up in a political family left an impression on David Law's young mind. His mother, Thomas Law, served as Chair of the Bloomfield Township Clerk, marking her 16th year. His father, Thomas Law, served as Chair of the Oakland County Board of Commissioners. Thomas now works in the Oakland County Executive's office as Manager of the Brownfield Redevelopment Division. Two of Rep. David Law's uncles have served in past years as state representatives: Robert Law of Livonia and Gerry Law of Plymouth. The new Rep. Law recalls family dinners when his uncles and parents would get together. "I always looked forward to those dinners and discussions of what was wrong and how to make things better." Rep. Law said those memories were fresh in his mind when he decided to run for state representative. "It's a nice job to be able to help people."

Helping society is what drew Rep. Law to become an attorney. He earned his undergraduate degree in Business Administration from the University of Notre Dame in 1991. He graduated from the Detroit College of Law with a Juris Doctorate in 1995.

After graduating, he started his career as a sole practitioner working on criminal law and probate matters. He then joined the firm of Sills, Caplan & Robert & Charbonneau, P.C., where his area of focus was insurance defense and domestic relations.

He was appointed to serve as an assistant prosecuting attorney for Oakland County where he handled over 2,000 felony cases and 50 felony trials during his six years at the office. "It was an opportunity for me to use my law degree while helping society. It was satisfying to help put bad guys behind bars," he said. He also lectured statewide on law enforcement issues for the Oakland County Police Academy, the Paralegal Program at Oakland Community College, and the Prosecuting Attorneys Association of Michigan. He serves as a judge for the Prosecutor's Teen Court Program and a student mentor as well.

Law is an active member of the Oakland County Republican party. He is a former precinct delegate and has attended Republican State Conventions as a delegate.

He is a member of the West Bloomfield Chamber of Commerce, the Michigan Humane Society, Mothers Against Drunk Drivers and several professional associations.

Rep. Law is a Red Wings Hockey fan, and enjoys watching football, especially when his alma mater Notre Dame is playing. He also enjoys playing golf and travelling. To contact State Representative David Law, call toll-free 1-888-496-4968, email to davidlaw@house.mi.gov or write The Honorable David Law, State Representative, State Capitol, PO Box 30014, Lansing, Michigan, 48909-7514.
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Kar's Nuts moves to new Madison Heights location

By Kathy Blake

To many Metro Detroiters, Kar's Nuts is both a local staple and a provider of delicious healthy snacks. Starting out in the Karpe family kitchen in 1933, the company has come a long way from the Detroit home where they began roasting nuts in their kitchen for sale across the street at Tiger Stadium. The cry, "Nuts to You," could be heard over the din of cheers at games.

Kar's, a.k.a. Kar's Nuts or Kar Nut Products Co., recently moved into a 131,000 square-foot production facility in Madison Heights. Kar's new and improved location is over two times larger than its previous location in Ferndale, which had been the headquarters since 1946. Bud Nicolay purchased the business in 1967. His son, Nick Nicolay took over as president and CEO in 1995, when Bud retired. Since that time, business has grown from processing three million pounds of product to 20 million pounds annually.

"After almost 60 years in our Ferndale location, we knew that the company had outgrown the building," said Nicolay. "We are excited about the new facility because it will allow us to serve our clients and the community more effectively." Kar's moved its 150 employees into the Madison Heights facility in December.

Located at 1200 E. 14 Mile, the new facility allows Kar's the opportunity to provide a behind-the-scenes look at what they do with scheduled plant tours available to the public, beginning this spring.

Sennett Steel formerly occupied the building for nearly 30 years. The building was vacant for almost two years before Kar's moved in. The company is receiving a 10-year tax abatement.

Nicolay said the new headquarters is in a great location for highway access by the company's 22 local delivery trucks. The larger and more modern facility is better equipped with new mixing and roasting machines. There are two new oil roasters and mixing equipment that maintains consistent ingredient proportions for each mix.

"We've had double-digit growth in the last several years," said Nicolay. Kar's currently processes nearly 20 million pounds of product annually, which equates to about $40 million in annual revenue and about 100 million packages sold.

He believes one of the reasons for such growth is the low-carb and high protein diets that so many people are on. Another reason for their success is their direct store delivery program. In today's tight labor market, store owners benefit from having the racks stocked with pre-priced items by the distributor. Kar's products are sold by the individual package and guaranteed to sell. If not, Kar's picks up and replaces with different products that are more likely to move. By focusing on providing full service with good client response, Kar's Nuts has found success.

Kar's Nut, continued on page 22.
For a limited time,

GO BACK IN TIME!

Say hello to some old friends from a long time ago... Smiling Charlie and the commemorative Budweiser Eagle Claw can. The Eagle Claw was the very first can design for THE BUDWEISER. Filled with America's #1 full-bodied premium beer, it's available for a limited time wherever you see Smiling Charlie, the ambassador of good taste and good times since 1936.

Budweiser

THE BEER BY WHICH everything SHOULD BE JUDGED
Expansion & remodeling bring big dividends to Serra’s Market

By Michele MacWilliams

When Fred Dally bought Serra’s Market in 1998, it was a small, nondescript, 2,000 square-foot convenience store on 10 Mile just east of Mound in Warren. Next door was a vacant retail space, the same size. Dally purchased the entire building but at first just operated the convenience store and kept the other side vacant.

“I wasn’t quite sure what I wanted to do with the vacant side. I thought that the parking lot was too small to accommodate two retail stores and I didn’t have much luck in finding a tenant that didn’t need much parking,” Dally said.

The right side stayed vacant for six years as Fred and his sons David, Jason and Ziad operated the small store, as well as their Detroit store, Medicine Chest.

In 2005 they decided to use the vacant side to expand Serra’s, knocking down the interior wall that separated the two retail units.

Changes were huge. They put in all new modular shelving, coolers, tile flooring, and granite countertops. To create the illusion of even more space, they knocked out the ceiling to expose the pipes and ductwork. They then painted it all black. The front wall is primarily windows, bringing in light and opening the space up even more. To give the store a clean, sophisticated look, they ran the floor tile up the walls.

Ziad is the store manager, which keeps him pretty busy. Once renovations were complete, Serra’s Market began keeping longer hours, staying open on Sundays and holidays and until 11:00 p.m. most nights. The small Serra’s closed at 9:00, but the Dallys found that once the new exterior lighting was installed, customers were drawn to the store later into the night.

“I have customers come in and tell us that we’re glad that we opened a store here. They didn’t notice the store before we renovated,” says Fred.

Ziad says that about 90 percent of Serra’s business comes from the employees of nearby factories. To cater to them, Serra’s offers lottery terminals, Western Union, bill payment, check cashing, money orders, prepaid phone cards, ATM machine, cellular phones, and just about any other service they might need. “We are a Diamond Financial agent for prepaid credit cards too,” adds Fred.

On interior aisles, they stock a small assortment of groceries, cleaning supplies and other basic necessities. Plus, they have a limited selection of clothing, including men’s underwear (boxers and briefs), socks and hats. “The clothes were my dad’s idea and they’ve gone over really well,” grins Ziad.

With the renovation, they also added a row of premium wines, Champagne and a cigar humidor.

“We have a banquet hall next door and one down the street. People going to events, like bachelor parties, come in looking for cigars. Now we can offer them a good selection.” adds Ziad.

One of the store’s major draws is its liquor selection. Gift sets are displayed on shelves that the customers can access easily. The bulk of Serra’s liquor is stocked on modular units that reach to the 12-foot ceiling behind the registers. A ladder on tracks provides access to bottles on the highest shelves.

With all three of the Dally sons also attending college, Fred says the only regret he has is that he didn’t renovate earlier. “We spent a lot of money on this store, but it was money well spent. Already we are experiencing a huge increase in business. I wish that we had done this six years ago.” Fred adds that he expects to recoup his investment in just a couple of years.

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“People that come in here appreciate the new look, the selection and the atmosphere,” beams Fred. “They come back because it’s a nice place to shop.”
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How to structure your business

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


Proprietorships and Partnerships. A sole proprietorship is a simple and inexpensive way to begin operating a business. Unless you operate the business under a name other than your own, generally no legal documents or forms need to be filed other than any licenses or permits required by your state or local government. As the sole proprietor, you have complete control over the business. However, a sole proprietorship is limited to one owner. So, if you have multiple owners, a sole proprietorship isn’t right for you.

Business income is reported on your personal federal income-tax return and taxed at personal income-tax rates rather than corporate rates. The greatest disadvantage of a sole proprietorship or partnership is that, as the owner or general partner, you are personally liable for all obligations of the business. Creditors of the business can go after your personal assets if the business assets are not sufficient to cover the business’ debt liabilities.

Corporate Forms. Incorporating your business limits your personal liability for business obligations, but generally involves greater start-up and operating expenses, as well as added paperwork. A corporation is a distinct legal entity that is responsible for paying its own debts and obligations. Shareholders risk only the loss of the funds they have invested.

C Corporations. A C corporation is taxed separately from its owners at corporate tax rates. This can result in double taxation. Corporate income may be taxed once to the corporation and again to the shareholders when it is paid out as dividends or the corporation liquidates. The corporation cannot deduct these dividend payments. However, it can deduct reasonable compensation paid to you and other owners. So, small corporations often pay out all or most of their net income to the owners as compensation, especially if the owners’ top personal tax rate is lower than the corporation’s rate. (The top federal personal rate is 38.6% in 2002, while the highest corporate rate generally is 35%.)

S Corporations. With an S corporation, income, losses, deductions, and credits pass through to you and other owners to be reported on your federal tax returns just as they do with a partnership. Thus, S corporation income generally is taxed only once. Businesses operating as S corporations must meet several special requirements. For example, an S corporation cannot have more than one class of stock outstanding nor more than 75 shareholders. (A husband and wife are considered one shareholder.) Also, unlike other business forms, it cannot selectively allocate income and deductions.

Limited Liability Company. As an alternative to incorporation, consider operating your business as a limited liability company (LLC). For the most part, forming an LLC is simpler and involves less paperwork than incorporating your business. Like a corporation, an LLC provides owners with protection from personal liability for business debts and obligations.

However, most LLC owners can choose to have their businesses treated as partnerships for federal income-tax purposes. Partnership treatment means that income, losses, deductions, and credits pass through to the individual owners (called "members") to be reported on their individual income-tax returns, so LLC income is not subject to double taxation. Partnership tax treatment also permits an LLC to specially allocate income and expenses among its owners to the same extent that a partnership can.

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

Michael J. LoGrasso CLU, ChFC and John M. Bussa
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Montana mulls big-box retailer tax
Montana lawmakers are considering levying a special tax on retailers that post more than $20 million in sales to help fund benefits for citizens on welfare. The retailers contend it is unfair to single them out, with one Wal-Mart official saying the store has added millions to the state’s economy and has supported local suppliers. —CNN Money

Calcium tends to settle in soy, rice drinks
Since calcium is added to soy and rice beverages, and does not occur naturally as it does in cow’s milk, consumers need to shake the container, especially a non-refrigerated one, before serving to get the calcium in the glass, a new study finds. The study also found calcium carbonate is better absorbed by the body than tricalcium phosphate, which is more commonly used. —USA Today

We give little thought to dinner
Market research firm NPD Group reports in a new study that more than 33 percent of American consumers don’t decide what to eat for dinner until the last minute, that more than half of consumers want something requiring little effort, and that about half eat dinner in front of the television set. Only six percent of respondents said that they choose foods based on nutritional value.

Coke repackages Powerade
Newly designed bottles of Powerade will hit store shelves this month with tighter fitting labels and easier to grip sides, Coca-Cola said. One analyst also reported a new version of Powerade is in the works, but Coke had no comment about that possibility. —Journal and Constitution

C-store Count, continued from front page.
North Carolina, South Carolina, Virginia, West Virginia and the District of Columbia continues to be the region with the most c-stores (31,855), nearly one-quarter of all U.S. c-stores.

“There’s no question that consumer demand for convenience continues to increase, and this demand is leading to more stores fitting the definition of convenience stores,” said Teri Richman, NACS senior vice president of research and public affairs. “As competition for the convenience customer continues to intensify, it is clear that stores are increasingly looking to meet the demand.”

Texas alone is home to one-tenth of all U.S. c-stores (13,726). The rest of the top 10 states in terms of total stores are California (9,222), Florida (9,040), New York (7,324), North Carolina (8,106), Georgia (5,995), Ohio (4,895), Michigan (4,589), Virginia (4,338) and Illinois (4,254). The order of the top 10 remains the same as in 2003.

The c-store industry continues to be dominated by small, “independent” operators—stores that are owned and operated as a one-store business or franchise. The number of one-store owners leaped 11.5% to 84,770 stores, 61.3% of all U.S. stores. Also, roughly two-thirds of all U.S. stores (99,576 stores total) are operated by a chain of 10 or fewer stores. At the other end of the scale, stores owned and operated by companies owning 500 or more stores dropped 6.6% to a total of 16,171 stores, 11.7% of all c-stores.

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The small print about aging eyes
The Associated Press reports that book publishers are looking for ways to revive paperback sales, which have been in decline of late in part because aging baby boomers have trouble reading the small print.

One possible solution—a new paperback format that will be larger and more expensive than traditional paperbacks, smaller and cheaper than the large size “trade paperbacks” seen on bookshelves. However, the greater size will be about a half-inch in height, with no change in width, which will allow the new format to fit into existing store racks.

12 | AFD Food & Beverage REPORT
Pepsi hopes to juice sales with lime

PepsiCo plans to introduce Pepsi and Diet Pepsi flavored with lime later this year. Rival Coca-Cola already offers Coke and Diet Coke with Lime. Pepsi believes its lime-flavored soda will pair well with the lime-flavored chips offered under its Frito-Lay brand. - Journal and Constitution

Sugar industry to launch pro-sugar campaign

The Sugar Association plans to spend up to $5 million on new ads touting the natural and healthful benefits of real sugar, such as having just 15 calories per teaspoon. Some sweetened drink makers, such as Utmost Brands and Dublin Dr Pepper Bottling Co., insist there is consumer demand for the use of real sugar. - Journal and Constitution

Finding trans fat replacement no simple task

Finding a substitute for trans fat, also known as partially hydrogenated oil, "is more daunting and considerably more expensive than food companies first imagined," the New York Times reports. "That is because it is the perfect fat for modern food manufacturers. Produced by pumping liquid vegetable oil full of hydrogen with a metal catalyst at high heat, the fat stays solid at room temperature - an essential trait for mass-produced baked goods like crackers or cakes. But that is the very process that creates the dangerous trans fat."

There's also another problem. "So far, only the most health conscious consumers are shopping to avoid trans fat," the NYT writes. "But food companies are betting that will change when the labeling law takes effect, and they have already spent tens of millions of dollars trying to get rid of trans fat without changing the taste of America's favorite processed and fast foods."

Some companies are already making progress. As the NYT notes, "PepsiCo has already scrubbed trans fats from its Frito-Lay brand chips. Health-oriented grocery stores like Whole Foods and Wild Oats refuse to sell any processed food that contains it. Last month, Gorton's removed trans fat from its fish sticks, and Tyson Foods introduced frozen fried chicken products without it. Executives at Kraft Foods, ConAgra, Kellogg and Campbell Soup want to get rid of trans fat without changing the taste of America's favorite processed and fast foods."

Vegetable and fiber diet matches effects of cholesterol drugs

A diet rich in vegetables and fiber, created by researchers to lower LDL cholesterol, succeeded in reducing levels of "bad" cholesterol by 30%, roughly matching the reduction achieved through use of statin drugs. - Los Angeles Times/Reuters

Starbucks introduces branded coffee liqueur

Building on research that says half its customers are liqueur drinkers, Starbucks teamed with Fortune Brands' Jim Beam to launch Starbucks Coffee Liqueur. The coffee-flavored liqueur will compete directly with Kahlua and will be sold in restaurants and liquor stores, but not Starbucks coffeehouse outlets. (Editor's note: guests at the AFD Annual Trade Dinner on February 11 were able to taste the new Starbucks Liqueur firsthand.)

NewsNOTES

Vegetable and fiber diet matches effects of cholesterol drugs

A diet rich in vegetables and fiber, created by researchers to lower LDL cholesterol, succeeded in reducing levels of "bad" cholesterol by 30%, roughly matching the reduction achieved through use of statin drugs. - Los Angeles Times/Reuters
A Brand New Look From A Trusted Name!

Quality is worth its weight in gold as we package our renowned dairy products in bright, bold new graphics and competitive imagery. Melody Farms already has a reputation for quality and freshness. Now your customers will see gold in our new packaging, window signs, fleet graphics and shelf talkers for your store.

Go for the gold.
"Thanks A Million."

Congratulations to this esteemed group of Michigan Lottery retailers for achieving $1,000,000 or more in total Lottery sales for 2004.

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AFD elects new directors

The Associated Food Dealers of Michigan recently welcomed three new members to its Board of Directors.

Mary Dechow, of Grand Rapids, is Director of Government & Regulatory Affairs for Spartan Stores, Inc. in Grand Rapids. Mary graduated from Western Michigan University and worked as a newspaper reporter and editor prior to joining the grocery industry. She was employed for five years with Meijer, Inc., working in advertising and marketing. For the past 20 years she has held many positions at Spartan, including her present accountability overseeing company government and regulatory activities.

Mary's industry involvement includes serving as current chair for Michigan Recycling Partnership. Mary has also served on the Government Relations advisory committees of the Food Marketing Institute and National Grocers Association.

Bobby Hesano, of West Bloomfield, is co-owner of D&B Grocers Wholesale in Livonia. He and his brother, Danny, started D&B in 1994, opening in Lincoln Park.

Bobby started working in the industry as a teenager at his parents’ grocery stores while in high school and college. He graduated from Western Michigan University with a Food Marketing degree. He then went to work at Fleming Foods in Houston, Texas, working his way up to director of merchandising. After eight years there, he moved back to Michigan to open D&B Grocers Wholesale. With his merchandising experience at Fleming and retail experience working in his family’s grocery stores, plus his formal education, Bobby knew how to supply for grocery and convenience stores. After 10 years, the brothers moved the business to a larger warehouse in Livonia in 2004. Their goal is to help independent retailers compete with larger chain stores.

Kristin Jonna, of Beverly Hills, Michigan, is the director of operations at Merchant’s Fine Wine in Dearborn. The store is owned by her family, which also has a second location with the same name in Grose Pointe Woods. Kristin started working at her father’s stores when she was a teenager. The family owned the Merchant of Vino chain and she worked at many of those while attending high school and college. After graduating from Michigan State University in 1998, she worked at Benziger Winery in California to study the wine industry first-hand. Then she returned to Michigan to take on full-time responsibilities at Merchant’s Fine Wine.

Kristin is active in community and trade associations. She is a director for the Dearborn Chamber of Commerce, Vice-President of the Detroit Wine Organization and a member of the Michigan Wine & Grape Council. She also serves on the St. Vincent and Sarah Fisher Center committee and volunteers for the Night for Sight charity, the Children’s Center, the Dearborn Animal Shelter, and the Center for Creative Studies.

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Dear AFD

Business owner calls upon AFD for solution to bottle bill

I write as a lifelong citizen of this wonderful state of Michigan. I am a businessman, selling products under the name of "Billy Bones BBQ." I have enjoyed being part of AFD, an organization that prides itself upon helping folks needing a helping hand, be it providing turkeys or scholarships.

I think your suggestions for more evenly distributed food stamp payments is an idea way past time for our legislators to "get behind." Wine tasting is an accepted way of selling wines around the world...and my favorite way to choose a good wine from Napa to Tabor Hill. I have supported many ecologically-oriented organizations including "Trout Unlimited" which has its origins in this wonderful state.

No one was a more ardent supporter than I when the bottle law came into effect in this state. My roadsides and curbsides as well as back alleys and front lawns all became much more pleasurable to the eye and property values seemed to increase as well.

I would like the AFD to find a way to eliminate the bottle litter and party trash without imposing an expanded bottle return. I would support any suggestion anyone could come up with. I have many merchant friends as you might guess. I would like to ease their burden of being the state bottle trash disposers as much as anyone. But I do not want to step back from responsibility.

I would like the AFD to find a solution to this problem and then "proudly" stand before our citizens and proclaim our leadership role in helping to eliminate or at least reduce an obvious liability to us all. I promise to write letters in support and do whatever I can to influence legislators to back "our position." I know the AFD has risen to many challenges in the past. I know I’m not asking for an easy solution. Rather than waste resources trying to fight the snowball...let’s step in front and help push a snowball the right way and garner some respect from inside and outside our organization as an organization willing to tackle problems and solve problems for the greater good.

I am in stores of this organization every day and I see organic and hydroponic and natural and filtered and organic wines and low carb beers and healthy beverages...it’s our time to really become the leaders of our own industry. We can develop legislation and stimulate respect for our well thought out positions within the greater community of merchants and proud businessmen that make up this organization.

Most of the world understands that it is now time to take responsibility for our own products and actions. The time of crying unfair does not reflect well upon a good organization such as the AFD. Leadership is needed and much respected. I want to be part of a business group that leads in tough times and easily shoulders responsibility and finds solutions. If my "little" company cried unfair each time someone stepped on my toes, I would soon lose respect in the business world as well as among my family. I find that when someone steps on my toes, it is a direct challenge for me to do better.

I want through better products or innovation, and it is a direct challenge to my entrepreneurial spirit.

Nuff said...looking forward to a great year for the AFD, Mike Sarafa and Billy Bones BBQ.

Sincerely,

Bill Wall, Billy Bones BBQ of Sanford, Michigan
Dear AFD

Saying Goodbye...

It is with great regret that I have to announce that I will have to step down from the AFD Board of Directors due to being transferred out of state.

I want to thank you, the AFD staff and all of the AFD Board Members for your work for the progression of the independent markets in Michigan. AFD has done a great job to address issues that affect all members and I am proud to have been associated with a great organization.

As a supplier member of AFD, I was able to gain valuable insight into the independent market. Thanks again for everything!

Respectfully,

Jim Trischett
Michigan Sales Director
Anheuser-Busch, Inc.

Editor's note: these two letters are in response to an article in the Detroit News written by Judy Lin regarding excessive policing of retail establishments in the city of Detroit. This first letter is directed to Judy Lin of the Detroit News.

My name is Dennis Jaboro. I was reading your article and it makes me angry that these types of things continue to happen to honest, hard working store owners in the city of Detroit. My family owned party stores in the city of Detroit for 35 years. As of November 26, 2004 we sold our last store in the city because of the treatment and disrespect of the only people (Chaldeans) who stuck by the city when it was burned and left for dead. Some of the people interviewedy say they would like to shop in the black-owned stores in their community. Well, why don't they invest the money, time, and dedication it takes to run these stores? The majority of store owners in the city are like a family to the area they service, and help in times of need. For example, some customers have kids but lack the finances they need to buy the most basic necessity - food until the first of the month and receive credit from store owners so they can survive. A majority of store owners support local after school sports or activities because the schools lack the finances needed to fund them. There are plenty of stores for sale in the city, most of which are listed in the newspaper on Sundays in the business opportunity section. If the commentators you interviewed really want black-owned and operated businesses in Detroit, mention to them to check the local listings. I appreciate your writing about this in your paper and hope you continue so that people all over can see what the treatment of Chaldean city business owners is like. The only thing the mayor has accomplished is the racial negativity between the customers and the owners. My last comment is for the mayor of Detroit. If you don't like the way we operate in the city, buy us out "cause everything is for sale for the right price.

Thank you,

Dennis Jaboro

Excessive Policing of Retail Establishments

Editor's note: these two letters are in response to an article in the Detroit News written by Judy Lin regarding excessive policing of retail establishments in the city of Detroit. This first letter is directed to Judy Lin of the Detroit News.

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Thank you,

Dennis Jaboro
As proud members of AFD,

Sherwood Food Distributors
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Attend and book your MEMORIAL DAY NEEDS!

The law demands that you must be at least 21 years of age to attend this Trade Show.

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Pre-register with your Sherwood Foods Sales Representative or call for information: (313) 366-3100

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Retailer cancellation policy has been changed

Let me preface this explanation by noting that these changes are not intended as any sort of penalty, as less than 10 percent of Lottery retailers are over the cancellation limit. But we all know that ticket cancellations can be problematic, inconvenient, etc., and the new policies should streamline efforts to concentrate on selling tickets and earning a commission. We do not anticipate that the procedures will in any way be difficult for retailers to administer and follow, and district sales reps will be happy to assist should difficulties be encountered.

And as a business, the Lottery must operate efficiently and continue to meet its goal of maximizing revenue for the state School Aid Fund.

All Lottery retailers were notified of the changes via a letter sent in February, and I do not believe that most will be affected. However, a few minutes of review and instructions with employees will go a long way in keeping cancellations below the acceptable limit. Some suggestions:

- Use the cancel key for Daily games only when a player refuses to accept a ticket issued in error. Keno tickets can no longer be canceled.
- Encourage players to use bet slips, which can prevent errors.
- Train employees in operating the terminal and inform them of the importance of understanding the player's request before printing the tickets. Proper operation and understanding can further reduce the number of errors.
- Do not give canceled tickets back to players. Deface them by drawing a black line through the barcode and then dispose of them.

Canceled tickets presented for prize claims will be researched and retailers will be held responsible for payment of prize claims if proper canceled ticket procedures are not followed. Retailers over the limit will have their cancel abilities shut off for four weeks. This will be based on the number of tickets canceled over the previous two weeks in relation to total tickets sold, not on the dollar value of those tickets.

Again, because we realize this is a change for retailers, Lottery District Sales Reps will be available to assist with questions. Don't hesitate to call with questions or concerns about the new procedures.

New instant games: The Michigan Lottery is cashing in on the poker craze with the new instant game, Hold 'Em Poker. Hitting the stores last month, this $5 ticket has top prizes of $300,000, as well as second chance drawings for World Poker Tour merchandise and trips to Las Vegas.

By Commissioner Gary C. Peters
Now the fantasy’s bigger than ever!

Customers have a really big reason to play Fantasy 5 at your store.

It’s Big Screen Bonanza, the picture-perfect time to play for a chance to win a 50” plasma screen HDTV home theater system with DVD player and surround sound! All customers have to do is purchase a Fantasy 5 ticket worth $3 or more, and the terminal will automatically print an entry form. So encourage them to “buy up” for their chance to win. The Michigan Lottery will award 10 of these super big prizes each week for a total of 30 winners. So get ready — this is big!

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Customers can win the ultimate home theater system!
Kar's Nut, continued from page 6.

Kar's product line consists primarily of salted nuts, snack mixes, and trail mixes in flexible packages sold in three market segments. Kar's services retail outlets in Michigan, Ohio and Indiana with a Direct Store Delivery system utilizing company route sales personnel. That product line consists of both single serve and take home size packages. Business has continued to grow through the years. Kar's offers 100 products and is focusing on a healthy alternative to candy and chips. The Sweet 'N Salty Mix® contains nuts, raisins, sunflower kernels and chocolate. Kar's utilizes a variety of dried fruits and nuts that are packaged mainly in single serving sizes for sale across the country in convenience stores, vending machines and club stores. Sweet 'N Salty™ is the number one vending product nationally in its category, according to Automatic Merchandiser. Last fall, Kar's launched Troop Snacks for Iraq with the United Service Organizations (USO). Kar's began shipping Kar's Sweet 'N Salty Mix to 25,000 U.S. troops in Iraq. Nicolay said, "This is our way of supporting U.S. troops."

"We have always felt that nuts represent an excellent snack food choice. Recently the research available on nuts seems to support our belief. Although nuts were a four-letter word in the 90s because of their high fat content, they actually have no cholesterol," Nicolay said. "In addition, they have the right kind of fat, they're loaded with protein, and recent studies show that reasonable consumption does not lead to weight gain." Nicolay said.

Kar's is very active with the community and AFD. They've contributed and participated in AFD events including the AFD Scholarship Golf Outing.

For more information on Kar's Nuts please call John Zebari at 1-800-KARNUTS, (1-800-527-6887) or 248-588-1903.

Peanuts rival fruit as source of health-promoting antioxidants

Peanuts are often thought of as high-fat foods, but not only do peanuts contain the so-called "good" kind of fat, but University of Florida researchers have found they also are high in a wide variety of helpful antioxidants, rivaling the fruits often sought out by health-conscious consumers.

"When it comes to antioxidant content, peanuts are right up there with strawberries," said Steve Talcott, an assistant professor of food science and human nutrition at UF's Institute of Food and Agricultural Sciences. "We expected a fairly high antioxidant content in peanuts, but we were a bit shocked to find that they're as rich in antioxidants as many kinds of fruit."

Talcott and other UF researchers tested the antioxidant content of a dozen different peanut varieties in a study published recently in an issue of the journal Food Chemistry. Antioxidants are chemicals that block the aging effects of free radicals - unstable molecules naturally occurring in the human body that damage living cells. The damage caused by free radicals has been linked to heart disease, stroke, certain cancers and macular degeneration of the eyes.

The growing reputation of antioxidants has led an increasing number of people to include more fruits in their diets, particularly those that are orange or red in color, because such foods have been found to be rich in the health-promoting chemicals. Vitamins A, C, and E are recognized as antioxidants, and
Grey Goose Vodka
50ml = 8487-3
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750ml = 9193-0
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375ml = 8682-0
750ml = 9625-0
1000ml = 9652-0
1750ml = 148-2

Grey Goose LaVanille
50ml = 122-1
375ml = 122-2
750ml = 115-9
1000ml = 122-3
1750ml = 148-5

Grey Goose Le Citron
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375ml = 16-7
750ml = 16-6
1000ml = 16-8
1750ml = 148-4

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All aboard the S.S. AFD

On Friday, February 11, over 1000 industry executives boarded the S.S. AFD for the Captain’s Dinner. This was the 89th Annual Trade Dinner and Ball for the Associated Food Dealers of Michigan at Penna’s of Sterling. A capacity crowd enjoyed a multimedia presentation, a wonderful dinner, and great conversation. After dinner we enjoyed a special Captain’s Premium Scotch, Cognac and Liqueur Bar, hand-rolled cigars and dancing to the great sounds of Endless Summer. More photos on page 27.

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FOR SALE—foot deli self-server, front doors, $1,500 or best offer. Call 313-274-1426.

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CHARLEVOIX BUSINESS FOR SALE—Established Grocery Store in Northern Michigan known for its custom meats, fine wines, and frozen pop machine, coffee equipment, deli slicers, scales, deli cases, prep tables and lots more. Only 1 year old. Cell phone 313-492-3392.

PALLET—Let us pick up your 48x40 unwanted pallets each week or two and pay you cash. We'll keep your back rooms clean. Phone 313-491-1500. WE NEED—Outdated, close dated and discontinued products—food, candy, pies, etc. $$$ Phone 313-491-1500. 100% tax write-off also available.

FOR SALE—Liquor store, approx. 3800 sq. ft. 18 doors of cooler space. Lenawee County. Call 517-496-7249 for details.

FOR SALE—Liquor, Lotto, Deli, Pizza 10 miles west of Flint, buy 4-lane highway. Doing over $6,000,000. Excellent Lotto sales. Building and business for sale. Large parking lot! Owner retired. This is a well-established business (50 years at that location) Price $345,000. Call 810-671-3603.


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FOR SALE—C store with bakery, ice cream & general merchandise. Good gross also BP Gas with brand new clawson 10,000 gal. petro tank and above ground piping. Located downtown Rosecommon MI. Call 989-275-6246 for more information. Buy business and property or just business and lease property.


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Everything was Ship Shape at the AFD Captain's Dinner!

Jim Bellanca III, left, with his Dad, AFD Attorney Jim Bellanca, Jr.

Jill and Jim Samulski, Sharon and Curt Nicholas, and Bobby and May Hesano.

Jim and Sharon Connelly of DTE.

Jim and Cheryl Chuck of Frito-Lay.

Nida Samona, Chair of MLCC, Paul Rizza of Shenandoah C.C. and Mariann Sarafa, wife of AFD President Mike Sarafa.

The AFD Board was resplendent in full formal wear at the AFD Captain’s Trade Dinner 2005.

Martin Duffy, Johnny Walker’s Master of Scotch.
Does Your Distribution Company Offer Over 200 Services?

Hardly Small Potatoes.

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