



Food & Petroleum REPORT



17, No. 12

December 2006

Thanksgiving Turkey

For the AFDP's annual Turkey Drive in its 26th year AFDP and its members provide Thanksgiving turkeys to needy families across the Metro Detroit area. AFDP's Turkey Drive Committee has pledged to raise enough money to provide turkeys for 2,000 needy families. It's not too late to make a contribution. \$100 will provide two turkeys to needy families. For more information please turn page 22.



Get your calendar for the AFDP Dinner and Ball!

Get ready for the premiere evening of the year! Please plan to join your family and associates on February 9, 2007 at Penna's of Sterling for this festive event. See page 18 for details or contact Michele MacWilliams at 771-9600 for sponsorship opportunities.



Happy Holidays

Cool new beverages to keep holiday sales hot

By Michele MacWilliams

What will your customers look for during the holiday entertaining season? What are the hottest new cocktails? What wine will they choose with their holiday meals? AFDP's two Holiday Beverage shows provided the venue for retailers to find the answers. With a total of over 300 booths, there was so much to see and sample that it was difficult to visit every booth. Here, is a roundup of some of the new products that were showcased and our picks for what will be hot for the holidays:

Lindemans, the mammoth Australian winery, has now jumped continents to introduce Lindemans South Africa.



Originating in the Robertson Valley of Western Cape, South African wines have a 300-year winemaking history. Add the recognition of the Lindemans name, and the wines are bound to be a winner.

Richard Tiedemann, the National Sales Representative for Flora Springs Winery and Vineyards, flew in to Novi to meet Michigan's retailers. Flora Springs is a small family-owned winery in Napa Valley whose products are new to Michigan. Try their exceptional Trilogy, a blend of Cabernet, Merlot and Cabernet Franc.



Craig Kariban of General Wine recommends BV Costal, a line of seven varietals all priced at \$9.99 retail. "There's really something for everyone here," he explained.

Michigan's own Leelanau Cellars touted their Great Lakes Red wine and St. Julian Winery introduced Red Heron, a red wine that compliments the winery's popular Blue Heron white wine.

Henry Fox Sales was promoting a line of wines with



Holiday Beverages,
Continued on page 13.

INDEPENDENT DEALER



Visa interchange posting doesn't go far enough

The Merchants Payments Coalition (MPC), issued a statement in October responding to Visa USA's announcement that it has posted its interchange rates to its Web site and made the information available to all interested parties.

"This announcement by Visa begins to shed a much-needed spotlight on the excessive interchange rates merchants and consumers are forced to pay on virtually every credit or debit card transaction," said MPC Chairman Mallory Duncan, who is also senior

vice president and general counsel at the National Retail Federation.

Visa issued a press release, quoting Rhonda Bentz, vice president of Visa USA, who noted, "By posting our 'wholesale' rates, Visa USA is providing more clarity into the Visa system than is seen in any other retail environment."

Duncan noted that Visa's action to release its interchange rates "brings to light the need for further transparency," adding that the report "shows a bewildering array of rates for different cards, merchants and types of transactions, which emphasizes the opacity of interchange."

Meanwhile, without the operating rules that govern how these fees are applied, of which Visa has yet to

disclose, Duncan noted that Visa's recent announcement "falls far short of the disclosure that is required and that Visa promised in testimony before Congress this summer."

The MPC is working on behalf of merchants and consumers who are fighting for a more transparent credit card fee system in the United States.

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New Exciting Fun Runner Packages!



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for More Details

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President's Message

Retailers giving thanks



By Jane Shallal
AFPD President

I love Thanksgiving, it is one of my favorite holidays—no glitz, no presents to buy and a meaningful purpose—a time to reflect on the many things to appreciate in life. Here are some things maybe you can say “thank you” for:

- Thank you for healthy competition and its spur to greater achievement.
- Thank you for the entrepreneurial spirit that harnesses potential and transforms it into products and services that can improve our professional and personal lives.
- Thank you for the freedom to run a business as we see fit.
- Thank you for the clatter of cash registers in our ears and for cashiers who work so hard.
- Thank you to all our other employees. You put in such a great effort. You did not have to work through your lunch hour or bend over backwards to help that customer. You put up with my changing priorities, rushed deadlines and fussy directions and still manage to make us look good. Your loyalty means a lot to us and you add value to our business.
- Thank you sales people and vendors. You contribute to our success. You are a valued partner who

helps our business grow.

- Thank you supervisor or mentor for your good advice and guidance. You give us your time and interest, when there is little to spare.

- Thank you customers for your business, for without you buying our product or service, there is no business.

- Thanks to our legislators who strive to understand our business and enact legislation fair to the independent dealer.

- Thank you for the cell phones and emails that link us with home and office, no matter where we are.

- Thank you family. You put up with our crazy work hours—school plays or sports games we've missed, weekend hours, and our short tempers on hectic days. Thank you wife/husband and kids for understanding or at least appreciating how hard we work when we are not at home. And thank you family for working so hard at home while we are at the store/office. Neither is necessarily easy.

- Thank you to our parents and siblings, who encouraged us so much in life and helped us become the persons we are today. You taught us values of self-responsibility and hard work, and are always supportive of us in pursuing our goals and dreams. You shower us with love, kindness and care, and we are lucky to have been blessed with the family we have.

- Thank you to all our friends we have learned from and gotten so much help from, in good times and bad. You deserve our gratitude and thanks.

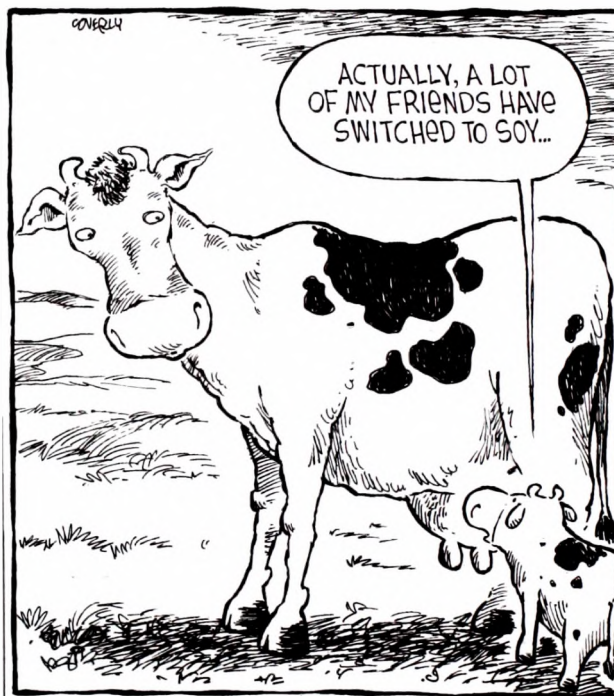
- Thanks to all of you—AFPD members—for your contributions that enrich our association and our lives as business men and women.

We live in an incredible world full of many opportunities and friendships. I sincerely hope that you and your families enjoy this Thanksgiving season and that you take the time to give thanks for all good things in your life.



The Grocery Zone

By David Coverly



Kroger adds no-sugar food line at select stores

Kroger has added a new line of no-sugar foods to select stores nationwide. The no sugar/no sugar alcohol products, created by Eat Well Be Well Foods, are designed for diabetics, pre-diabetics, and those struggling with their weight.

All nine Eat Well Be Well products, including cereal, oatmeal, cereal bars, and chocolate bars, are now available at Kroger stores.

Kroger already hosts free educational programs on diabetes, nutrition, and other health topics at supermarkets nationwide, and serves as a regular participant in the America's Walk for Diabetes.

As part of its own effort to educate consumers, Eat Well Be Well Foods said it works closely with members of the American Association of Diabetic Educators (AADE) and is a proud supporter of Juvenile Diabetes Research Foundation (JDRF), providing generous support for programs and services across the country.

Eat Well Be Well Foods said its line is also available in Albertson's, Cub Foods, H-E-B Grocery Co., Super Target, and Rite Aid. — *Progressive Grocer*

Yet another Alzheimer's Disease study

HealthDay News reports that a new study conducted by Columbia University Medical Center in New York suggests that a so-called "Mediterranean Diet" rich in fruits, vegetables, cereal, seafood and olive oil seems to be effective in creating a lower risk of developing Alzheimer's Disease.

"The diet could be helping avoid Alzheimer's disease by protection from oxidative stress or by reducing inflammation in the brain," says Dr. Nikolaos Scarmeas, an assistant professor of neurology at Columbia, who noted that the advantages of such a diet seem to be extensive. "Taking into account that this diet is protective for other conditions such as coronary heart disease, heart attack, high blood pressure, obesity and a series of cancers, it seems to make sense to follow this diet anyway, and the diet may also protect from Alzheimer's disease."

Over the past few months, a variety of medical studies have been released that determine that certain foods can reduce the chance of Alzheimer's disease. Pomegranate juice, marijuana, massive amounts of coffee and now a Mediterranean Diet seem to all fight or at least delay the onslaught of Alzheimer's disease.

Meijer caters to shoppers' hearts and stomachs

Meijer Inc. announced that as part of its Healthy Living nutrition outreach program, it has hired a third full-time registered dietitian "charged with providing expert nutrition and wellness information to Meijer customers." The addition, the company says, "allows the Healthy Living program to reach consumers in the Illinois and Indiana regions, along with adding her unique experience as a culinarian."

Ironically – but probably not coincidentally, the announcement came as the Kalamazoo Gazette reported on the retailer's aggressive moves to win the battle for the hearts, stomachs and pocketbooks of Michigan consumers, noting that during the last year it "unveiled a more sophisticated advertising campaign, began renovations of some stores and introduced weekly unadvertised, in-store specials on thousands of items."

Much of this activity has been prompted by Wal-Mart's entry into the Meijer marketplace. — *MorningNewsbeat.com*

The next generation of plastic bags

Retailers including Sainsbury's, Tesco and IKEA are encouraging their customers to reuse plastic bags, offering incentives from loyalty points to charging customers for bags. Plastic bags are becoming increasingly more expensive for retailers, but most are reluctant to get rid of them altogether. — *The Times*

Mars extends CocoaVia, functional foods line

Masterfoods' Mars will introduce its flavonol-rich chocolate line, CocoaVia, in single-serving sizes for sale in convenience stores to capitalize on the growth of the functional foods sector. CocoaVia Heart Healthy Snacks were first introduced last year in multipacks. — *FoodNavigator*

Lawmakers criticize Cocaine soft drink

A new soft drink called Cocaine got an unfriendly reception from New York City lawmakers who called for a boycott of the highly caffeinated beverage. The name, they said, glamorizes a deadly drug that has wreaked havoc on urban neighborhoods since the 1980s. — *The New York Times*

"General Store" retailer gets a little more specialized

The *Toledo Blade* reports that The Andersons Inc., which operates six 140,000 square foot hardware-and-groceries general stores in the Toledo area, plans to open a 30,000 square foot specialty food market that will have "produce, deli and bakery items, fresh meats, specialty and conventional dry goods, and wine and beer."

"We have seen growing success with our conventional and specialty food product offering in our existing stores and have chosen to expand that offering through this new store concept," Mike Anderson, president/CEO, said in a prepared statement. "We appreciate the support we continually receive from our customers and see this as an opportunity to provide a venue to further serve the needs of the greater Toledo area." — *MorningNewsBeat.com*

Merlot loses cachet for wine drinkers, growers

The *Northern California Press Democrat* writes that Merlot has turned into "an albatross, literally hanging - unsold and unpicked - in some North Coast vineyards."

According to the paper, Merlot – for a while the "in" red wine – has been overplanted, overproduced and overhyped – and now is receding from the public interest as drinkers focus on wines such as Pinot Noir and Cabernet Sauvignon.

As the paper notes, at least part of the problem can be traced to – and is illustrated by – the scene in the movie "Sideways" where the main character says, "I'm not drinking any (expletive deleted) Merlot."

Some jerky for your ride

Harley-Davidson and ConAgra Foods have partnered to sell beef jerky. The new line of snacks will be on shelves in January and will be available in three flavors. — *Denver Rocky Mountain News/Associated Press*

Credit card companies criticized on late fees

Consumers are paying an average of \$34 in late payment fees on their credit cards, compared to \$13 in 1995, according to a study by the Government Accountability Office. The study criticized credit card companies for not doing a better job of explaining their late fee policies to consumers and advised the Federal Reserve to revise rules on credit card disclosures. — *Progressive Grocer*

Calendar

November 16-17, 2006

AFPD Annual Turkey Drive
Metro Detroit, MI

Contact: Michele MacWilliams
(248) 671-9600

February 9, 2007

AFPD Trade Dinner and Ball
Penna's of Sterling
Sterling Heights, MI

Contact: Michele MacWilliams
(248) 671-9600

April 24 & 25, 2007

AFPD Annual Trade Show
Burton Manor
Livonia, MI

Contact: Cathy Willson
(248) 671-9600

December is...

Cookie Cutter Week

- California Kiwi fruit Month
- Gingerbread House Month



Statement of Ownership

The AFPD Food & Petroleum Report (USPS 082-970; ISSN 0894-3567) is published monthly by Metro Media Associates, Inc. (MMA) for the Associated Food & Petroleum Dealers (AFPD) at 30415 W. 13 Mile, Farmington Hills, MI 48334. Material contained within The AFPD Food & Petroleum Report may not be reproduced without written permission from AFPD.

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

POSTMASTER: Send address changes to AFPD Food & Beverage 30415 W. 13 Mile, Farmington Hills, MI 48334.

ADVERTISERS: For information on advertising rates and data, contact AFPD, Cathy Willson, 30415 W. 13 Mile, Farmington Hills, MI 48334, (248) 671-9600 or (989) 386-9666.

AFPD works closely with the following associations:



Petroleum News & Views

Information of interest to Petroleum Retailers, and Allied Trades



AFPD fights Michigan cigarette registration bill

Anyone who sells cigarettes in Michigan needs to respond to SB 1363, a bill that would require, among other elements, ALL cigarette retailers and wholesalers to be registered and licensed by the State of Michigan. This bill is portrayed as an aid to help stamp out black market cigarettes and illegal sales. But the burden of responsibility falls almost entirely upon the small cigarette retailer with many administrative compliance issues. Proof of financial responsibility, proof

of property ownership or leasehold interest, and detailed, redundant record maintenance are just a few of the new requirements that you will need to endure if this legislation is enacted.

What can you do? Express your opposition to this proposal to your Phillip Morris Sales Reps. Phillip Morris is spearheading the effort to enact this bill. Voice your complaints about SB 1363 to State Senator Thomas George, the sponsor of the bill, at 866-305-2120. Politely and

briefly express your displeasure with the proposed legislation and remind the Senator that this bill will hurt the very entities that provide most of the jobs here in Michigan, the small businesses.

Everyone's voice must be heard. It is important that each of you contact Senator George or your State Senator, and carry the message to them.

If you need any additional information, call the AFPD office at (248) 671-9600, we're here to help.



Getting back to business

By Ed Weglarz
AFPD Executive Vice President,
Petroleum

The election is over and it's time to get back to the business of doing business. Take advantage of the products and services offered by your association, as outlined in the October Special Edition of this magazine.

Get to know your newly elected officials at all levels of government and rekindle your relationships with those who continue to serve.

The AFPD will continue to monitor all legislative initiatives during the "lame duck" sessions of the legislatures. Unorthodox happenings often occur. Sometimes an opportunity is presented to move legislation forward during these last few months for many leaving legislators. We must be on guard for legislation that could be detrimental to our members.

Now is also the time and place to replenish our PAC funds. It's a fact of life that we need PAC funds to help support those legislators who understand our issues. Please consider contributing to your PAC funds with a personal check (No corporate checks can be accepted) that will enable us to continue our legislative initiatives.

As we move toward the end of the year, make it a priority to recruit a new member for the association. Keep in mind that we now represent a broader range of small businesses. Look up and down your street and visit a neighboring business. Ask the owner to join with us to secure the future of all small business. If you need help, call the AFPD office at (248) 671-9600, and we'll take it from there.

Lastly, be thankful for the many opportunities that have been afforded us in this country! Have a HAPPY THANKSGIVING!

Around the Buckeye State

By Paul R. Harvey

Ohio workers' comp group rating deadline reminder

Each year, all employers participating in a workers' compensation group-rating program must re-enroll. Members who are currently participating in the AFPD group-rating program should receive enrollment packets by the end of November.

To continue your group status, you must maintain your association membership and submit your application to The Frank Gates Service Company, our program administrator. Please send in your renewal materials by the deadline indicated in

your packet and include the AC-26 group application and the 2007 service fee. Frank Gates must submit all enrollment materials to the Ohio Bureau of Workers' Compensation by February 28, 2007.

If you are a current group member and did not receive a packet, please contact your Frank Gates' representative, Rich Elsea, at 800-777-4283, ext. 721 or via email at relsea@frankgates.com.

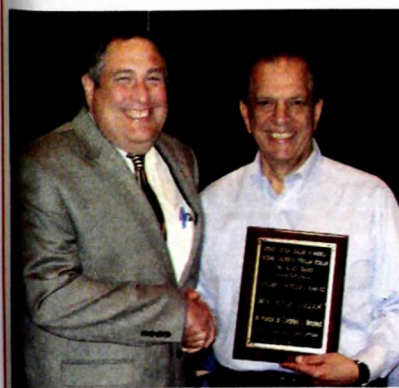
If you are not currently a member of the AFPD group rating program, it is not too late to request a free, no-obligation savings estimate. To see how much you can save, please call Frank Gates at 800-395-4119.

Ohio offering Drug-Free Workplace course

A good business owner is always searching for the best safety practices. Don't miss the Ohio Bureau of Workers' Compensation "Enhancing Safety Through a Drug-Free Workplace" training class to be held November 21, 2006 at Owens Community College, Center for Development and Training in Northwood. For more information, log on to bwclearningcenter.com, or call 800-OHIOBWC and listen to the options.

Buckeye State,

Continued on page 9.



Golden Nozzle presented to Maurice Helou

Maurice Helou, past-Chairman of the Great Lakes Petroleum Retailers and Allied Trades Association, was presented with the nationally recognized "Golden Nozzle Award" at the recent national convention of the Service Station Dealers Association/National Congress of Petroleum Retailers (SSDA/NCPR). This award is presented once annually to a gasoline retailer who has contributed his time and effort to the betterment of the retail segment of the dealer network. As a long-time retailer and decades long member of the association, Maurice has given freely of his time and talent in an effort to promote the best interests of the gasoline retailer. Presenting the award to Maurice is Dave Freitag, President of SSDA/NCPR. Dave and Maurice are also members of the board of directors of AFPD.

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Consumers are confused over 'Free Gas' offer

A Web site promising consumers up to \$100 in free gasoline "coupons" is leading consumers to believe specific retailers are affiliated with the program, putting those retailers in the difficult position of having to explain to their customers that they are not, in fact, eligible for free gasoline.

The site, freegasvouchers.com, a purported Tennessee company, tells consumers that it "gives you Free Gasoline Certificates/Checks to be used at participating gasoline centers for completing just ONE special offer from our partners."

Consumers who divulge with the required information receive a

black plastic card with a magnetic strip that is significantly smaller than that of other cards, making it unusable at card readers. But that's beside the point – the fueling outlets that are implied as sponsors are not participating in the program.

"We have not endorsed nor do we support this program," Speedway

SuperAmerica spokesperson Linda Casey told NACS Daily. "The only reason we even found out about it was through angry customers."

Speedway's logo is one of several posted on the site, implying endorsement. Others include Exxon, Shell, Fina, Texaco, BP, Sunoco, 76, Shamrock and Esso. – NACS

Ohio Legislators want to test octane levels

Ohio state legislators have proposed legislation to make sure customers are filling up with the right gasoline by giving county auditors authority to test octane levels at the pump for accuracy, reports the *Associated Press*.

"When you pump that 93 octane gas into your car, you have no way of knowing if it's 93, 92 or 87," Rep. William Healy II (D-Canton) told the news source, adding, "We need to make sure consumers are getting what they paid for."

Rep. Healy was joined by five Republicans and 15 Democrats of the Ohio State House to introduce the measure. He noted that nearly 6 billion gallons of gasoline are sold each year in the state.

The AP writes that Summit County is the only county in the state that gives an auditor the authority to check octane levels and shut down dispensers that register "low-quality fuel."

Franklin County Auditor Joe Testa told the news source he has

been testing fuel quality levels in the Columbus area since 2001. Since then, he says that failure rates have dropped from 15 percent in 2001 to about 3 percent to 5 percent each year since.

Testa says that if the bill becomes law, the cost to counties would likely be minimal because auditors already check dispensers for accuracy.

Meanwhile, Ohio Petroleum Marketers and Convenience Store Association General Counsel Jennifer Rhoads told the AP that the



proposed legislation is "unnecessary" because many oil companies already conduct their own checks on fuel octane levels and must adhere to strict federal fuel standards. –NACS

Customer Service

Convenience

Variety

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NACS show session helps retailers connect with teens

Beginning with a skit involving college students who personified reasons why teens shop – or don't shop – convenience stores, attendees at the National Association of Convenience Stores (NACS) show session "The Inside Track to Successfully Marketing to Teens," heard compelling reasons why retailers must target the teen customer to grow their businesses. Wawa CEO Howard Stoeckel commented that as the industry's lone customer retires, retailers "need to develop a new generation of consumers."

Stoeckel kicked off the session by sharing the findings and discussing the validation of the Convenience Teen study developed by the NACS/Coca-Cola Leadership Council. From Wawa's perspective, the company sought to validate the findings as to what would resonate with its customers. Among the findings: teens expect you to sell gasoline; freshness and visibility for food and its preparation are

paramount; and customers love no-fee ATMs. Interestingly, for cleanliness, there was a gender gap: males noticed dirtiness ("We don't like sticking to the floor") while women notice cleanliness.

The Parker Companies also sought to validate the study's findings with a focus group of college students from Georgia Southern University, several of whom appeared in the opening skit.

Many of the findings echoed those of Wawa, noted session speaker and NACS Board member Greg Parker, president of The Parker Companies in Savannah, Georgia. But there were other study findings of note.

Teens "love, love, love chewable ice," said Parker, adding that cleanliness is also important. However, he noted the irony: "Their cars are awful, their rooms are awful, but guess what – they're germophobic."

Echoing Sonja Hubbard's comments from the Tuesday session, "Industry Leaders Roundtable:

Presented by NACS Magazine," Parker stressed that you need to anticipate customer demand. "You want to arrive at the solution at the same time the customer arrives at their needs."

Takeaways abounded in the session, and they were neatly summarized by Travis Sheetz, vice president at Sheetz Inc. in Altoona, Pennsylvania, who presented a top 10 list, divided into categories, with numbers 10 through 6 applicable to all retailers, and the top five applicable only for the truly committed:

10. Make restrooms appealing.

9. Don't run out of regular items.

"They're not looking for any item; they're looking for their brand," said Sheetz.

8. Make it easy for teens to find things they're looking for. "They're multi-tasking – put it in their faces."

7. Maintain a steady stream of new products. "Teens are early adopters; don't underestimate their power on pop culture."

6. Treat teen customers like you want to keep them for a lifetime.

"This means be nice to them" and not treating them as a potential thief.

5. Give teens something for nothing. "They've grown up expecting rewards for participating, not winning."

4. Give teens control of their ordering. "The life of a teenager is customized" with ring tones, iPod mixes, etc. "Put the ordering in their control" and "provide a perfect mix of style and functionality."

3. Give teens something at your store to talk about. "They will tell their friends about good and bad experiences," both in person and online.

2. Set up product tastings at teen events and in their spaces. "We need to bring out brands to them."

1. Give teens a compelling reason to shop at your store. "Teens don't consider convenience stores the only place to get convenience," citing competition from drug stores and other channels. –NACS

Rocky State.

Continued from page 8

It's Go to Andiamo

Drivers are noticing a new chain of gas stations popping up at the former Clark locations. The new company, called Andiamo – Italian for "Let's go" – has purchased over 30 locations in 16 counties. The chain features up to 10 corporate-owned and about 22 leased locations. A small number of sites are still available. The Andiamo Food and Petroleum Dealers Association is a member and wishes success with their new operation. For more information regarding business opportunities with Andiamo, contact Terry Benworth at (330) 962-8395.

Whin in AFPD's Coupon Redemption Program

Isn't it nice to bundle up your growing list of manufacturer coupons, send them to the AFPD Coupon Redemption Program, and receive a check in the mail in six weeks? It's not a dream; it's the AFPD Coupon Redemption Program. Paul H. H. AFPD Director and Chairman of the AFPD Member Programs, reminds all members to take advantage of this free and easy-to-use program that eliminates the time-consuming

and costly chore of sorting, counting and mailing coupons to individual manufacturers. It also reduces the volume of accounting records a retailer must keep. To register, just clip out this article and call Harley Davis, AFPD Coupon Specialist, at (248) 671-9600.

Ohio Car Wash Tax Update

Last month we reported that Jerry Billman, owner of Billman's Shell at West Broad in Columbus was anxiously watching the calendar to see if Ohio would file another appeal regarding the sales tax status of coin-operated tunnel car washes. The state had 90 days to appeal after a panel decided to overturn an earlier decision that would have forced Billman and other tunnel car wash operators to pay large sums in uncollected sales tax. The 90 days passed with no reply from state attorneys. While the decision not to overturn the panel is a small victory, Billman and other owners here remain in a precarious position. "We have no idea if they will still try to collect from here on out," said Billman.

"We certainly have some bragging rights," said Member Services Director Ron Milburn. "However, the state is still considering the addition of sales tax on car washes that operate by putting coins or paper money into a mechanism."

Even if that bid is unsuccessful, many car wash owners could be forced to go through the slow and costly appeals process, according to Milburn. If you have concerns about your Ohio sales tax status, contact your AFPD representative or call the AFPD office for assistance.


News and Notes

An Ohio firm jumped into action to help repair BP's leaking pipeline at Prudhoe Bay, Alaska. The Pipe Line Development Company of Westlake (PLIDCO) worked overtime to complete and ship repair fittings by air to Alaska, according to a PLIDCO spokesperson.

Oak Hill Capital Partners L.P. has entered an agreement to purchase Ohio-based TravelCenters of America for about \$1.9 billion, according to CSNews Online. The company owns 162 locations, including 13 franchise outlets.

The Armada Oil & Gas Company of Michigan has purchased the Ohio c-store chain that started as Big Barney Auto Wash. Now called Barney's Convenience Mart, the chain has been a mainstay in the Toledo area since opening its first site in 1966. CSNews Online reported that the Barneys name would remain, while the gas outlets may change from CITGO to BP.

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It's been 40 years, Pat

Dealer cites loyalty and involvement for longevity

By Paul Harvey, Ohio Correspondent

When Pat LaVecchia opened the doors on his first service station in 1966, he believed that if he took care of his customers when they were in need, they would return the loyalty. This belief has served him well, as many customers, and now their children, have been with him for 40 years.

Pat started his petroleum and repair career as a Sohio dealer in Lakewood, Ohio, a suburb on the west side of Cleveland. Two years later, he moved the station to neighboring Rocky River. In 1977, after the BP/Sohio merger forced him to sell his location, he moved a half-mile down Detroit Road and established Pat's Sunoco.

Now flying the Citgo flag, downtown commuters and local shoppers enjoy the convenient spot. With its easy in-and-out location, folks stop for a tank of gas, excellent repair services and towing, a fast oil change, convenience store items, or just for a chat with Pat and his veteran crew. The station's manager, Leo Bajic, has worked with Pat for 35 years, since he was 16 years old. Head technician Brian McCullough has been there 20 years, arriving straight out of auto technician's school.

"He's a great guy to work for," said Bajic. The atmosphere is easy, funny and pleasant... that's probably why I've been here so long," he explained. McCullough agreed, adding, "Working here is always fun, which is half the battle in enjoying your job. Pat takes care of you

better than anyone in the business. Whatever you need, he's there for you."

"He has always known that owning your own business provides you with freedom, but also with all of the responsibility," said Pat's wife, JoAnn. She recalls one snowy Christmas Eve when Pat returned home far too late to join the family's festivities. "The station was so busy, he didn't want to close up at 6 p.m. as he had planned, and he didn't want to keep his employees late. Although he thought he would catch up with the family, customers old and new kept calling for help, so he spent the night plowing, digging customers' cars out of the snow and towing them in. He got home just in time to help me put the kids' gifts under the tree," said JoAnn.

Early on in his career, Pat decided that he would help control his own destiny in the turbulent petroleum industry. He jumped on board with the region's gasoline and repair dealers association, then called NOPRA (Northern Ohio Petroleum Retailers Association). After serving on several association committees and joining the board of directors in 1984, Pat facilitated the 1993 merger of NOPRA and central Ohio's ISSARA, forming the Ohio Petroleum Retailers and Repair Association (OPRRA).

Elected president of OPRRA in 1998, he realized that with many independents struggling and even more being forced out of business by mergers, underground tank concerns and historic rent increases,

a larger membership would be necessary to maintain a strong voice at the state and federal level. When his presidential term expired in 2002, he became a key player in forging the merger between OPRRA and the Service Station Dealers Association of Michigan (SSDA-MI). The new group, called the Great Lakes Petroleum Retailers and Allied Trades Association (GLPRATA) is the current petroleum/repair base for the most recent merger with the Associated Food Dealers of Michigan (AFD).

"No one is more dedicated and loyal to the independent gasoline retailer than Pat LaVecchia," said Associated Food and Petroleum Dealer's (AFPD) Executive Vice President of Petroleum, Ed Weglarz. While working at the state and regional level, Pat also served with distinction on the board of the Service Station Dealers of America, the industry's national association. "For those of you in business, you know that Pat sacrificed time, and financial gain to perform these tasks," added Weglarz.

Pat's hard work has not gone unnoticed. In 2003, after many years of service to Service Station Dealers of America and Allied Trades Association (SSDA-AT), he was named Golden Nozzle recipient, the highest honor bestowed by the group. The award is given annually to an individual who has been committed to the protection of SSDA-AT's members and the promotion of SSDA-AT as an institution.

A recent bout with health issues may have temporarily slowed the affable LaVecchia, but it certainly has not dampened his desire to fight for the rights of independent gasoline dealers. He now serves AFPD as Vice Chair of Government and Legislative Affairs. "My greatest frustration has been the changing nature of this business and the unfair pricing practices of the big oil companies," stated Pat. Ironically, this has also led to his



AFPD's Pat LaVecchia

greatest career satisfaction: That is, helping other dealers cope with their business challenges through his involvement in the state and national associations.

"Aside from pulling for his favorite sports teams, my father is most fervent about working, through the associations, with elected representatives to make laws that will protect small businesses," said his daughter, Gina LaVecchia-Ragone. Over the years, Pat has spearheaded or assisted with many successful legislative campaigns, including the recent "Right to Repair" bill victory.

"For everything he's done for his customers and our industry, we need to thank Pat LaVecchia and his family members for their dedicated support," said Weglarz. "Without active leaders like Pat, the independent dealer base in America may have disappeared years ago."

When he's not toiling in the petroleum trenches, Pat most loves spending time with wife JoAnn, daughter Gina and her husband Vito, son Pat and his wife Meredith, and of course his beloved grandchildren, Nicholas, Alex, Abby, Patrick and Grace.

When asked how he's survived and prospered for four decades, Pat sighed and said, "A lot of luck... and you have to change with the market conditions, always staying one step ahead of the problems. Most importantly, you've got to hire good help, and take care of them."



Pat LaVecchia and his family

Ohio's Petroleum Underground Storage Tank Release Compensation Board stays efficient, ready to help

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Holiday Beverages, Continued from front page.



the Galaxy Wine booth.

Lorraine Bracco, better known to most as Dr. M. M. Hannister Malfi, Tony Soprano's psychiatrist, is the latest celebrity turned winemaker. Check out her kosher selections, including a Bartenura, Moscato and Pino Grigio Rose.

Little Black Dress, a wine designed

a play on words. The selection starts with Seven Deadly Zins and moves on to Seven Heavenly Chards and wraps up with Sixth Sense Syrah.

Snacks that complement wine is the idea behind Chips for Sips, a new potato chip line that was featured in



to appeal to women, is available through Brown Forman and retails for \$8.99.

The West Michigan Holiday Show featured an array of Michigan beers, including a wonderful assortment from Founders of Grand Rapids. Their number one, Dirty Bastard, is a dark ruby beer brewed with ten varieties of imported malts. Bells of Kalamazoo,



another popular brewery, touted that their beer, "pierces your tongue without the nasty metal taste."

Moving on to spirits, Nash Abbo of National Wine was promoting Marcini's, a no-mixing-required chocolate martini.

Another hot new drink is Pama, a mixture of pomegranate juice, vodka and tequila, pre-mixed and ready to enjoy.



Tea lovers will enjoy Voyant Chai Cream Liqueur, a sumptuous after-dinner treat.

Pernod Ricard was promoting Hiram Walker's Pomegranate Schnapps – perfect to mix with vodka for a pomegranate martini.

For something unusual, try Tito's Handmade Vodka from Texas. It is pot distilled six times and is as smooth as Texas drawl!



Three Olives has just introduced grape-flavored vodka.

Already a popular name in flavored vodkas, Three Olives Grape rounds out the product line.

Attendees at the West Michigan Holiday Beverage Show also experienced a number of "spirits" seminars. Canadian Club, made in Windsor, provided a short course on blended whiskey while David Otis,



founder of Divine Vodka, gave guests a taste of North America's only ultra premium estate vodka. Best of all, it's produced in Michigan.

Zen Green Tea Liqueur, available through Trans Con Sales and Marketing, promises to be a hot new item. Mixed with Skyy Citrus vodka, it makes a mean "Zentini."

Lucky Holiday Show attendees were treated to Crown Royal XR. Retailing at \$150, XR is intended to celebrate "momentous occasions."



An interesting invention caught our attention at the UV booth. It is a UV Vodka Drink Machine. Designed by UV's John Albert, the machine is intended for use by bars and restaurants and is made to dispense the proper amount of UV Vodka drinks in a festive fashion.

So there you have it...our mini round-up of the new beverages and trends from the AFPD Holiday Beverage Shows. However, we have only scratched the surface. There was much, much more to see and sample. To get the real, full story, you must attend!

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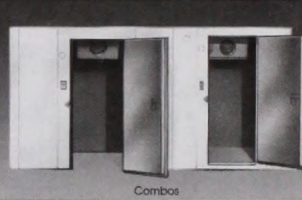
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Shake up your holiday sales

And that's exactly what these new holiday instants from the Michigan Lottery will do. In fact, this is the biggest instant game of the year, so make sure you're stocked and ready for the flurry of customers. Festive holiday themes and the chance to win \$500,000 make them great to give and get, and the perfect gift for almost everyone. Instant games. It's how holiday sales are made.

Michigan to launch Millionaire Raffle

Lottery players and retailers, get ready!



By Commissioner Gary Peters

The Michigan Lottery is about to launch a game that will make an unprecedented five lucky players millionaires in one drawing.

This is the Millionaire Raffle, a game that will go on sale November 12. For \$20 per ticket, Lottery

players will have a chance at five annuitized prizes of \$1 million, 10 prizes of \$100,000, and a whopping 750 prizes of \$1,000 each.

Great prizes, right?

But the biggest appeal for this drawing is that as a raffle, only a limited number of tickets will be sold. In this case, just 500,000 tickets will be available, which means this game offers the best odds ever – 1 in 100,000 – to win \$1 million.

The raffle drawing is set for January 3, 2007 and will mark the biggest one-day prize giveaway to such a large number of players in our Lottery's history. Certainly we've had single or several huge prize winners with games like Mega Millions and Classic Lotto 47, but never have we made five millionaires in one drawing.

While this is a new venture for Michigan, a few other states have

experienced great success with this ticket. In one state, as a result of the ticket selling out in less than two weeks, they conducted a second raffle drawing. We've actually had several emails from folks who've heard about the raffle game, asking if we were planning a similar game.

Point-of-sale materials were delivered to retailers in mid-October. We have instituted a major media outreach and advertising campaign for this game, but it is hard to predict how long tickets might be available. However, we do expect that it will sell out fairly rapidly, so retailers, be prepared.

Lots of new instants:

November kicked off the gift-giving season with Holiday Celebration, a \$10 ticket with a top instant win prize of \$500,000, plus another \$500,000 prize to be awarded through a second chance drawing on December 24 during a

Detroit Lions football game.

Other November holiday-themed games included \$250,000 Gift Box, at \$5 with a top prize of \$250,000; Golden Wishes, a \$2 ticket with a top prize of \$25,000; and Let it Dough, a \$1 ticket with a top prize of \$5,000, all went on sale November 13. Building Bucks, with a \$2 price tag and top prize of \$25,000, is on sale November 20, and Winner Snow, a \$2 ticket with a \$15,000 top prize will hit stores November 27.

Be sure to keep your shelves stocked as we approach one of the busiest seasons for our games!

All proceeds from the Lottery are contributed to the state School Aid Fund which supports kindergarten through 12th grade public education in Michigan. In fiscal year 2005, the contribution was \$667.6 million. For additional information, please visit the Lottery's Web site at www.michigan.gov/lottery.

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Source: Impact Databank, March 2006/November 2005

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Source: IRI Total US Food & Drug, 52 weeks ending Apr 23, 2006

- In our Baileys Flavors test market, total Baileys grew by +60%, and Baileys Original Irish Cream by +17%.

Source: Key Account Scan Data, Arizona Test Market, 26 weeks through Apr 23, 2006

- During the Baileys Flavors national limited-time offer, total Baileys grew on average +35% and Original Irish Cream +14%.

Source: IRI Total US Food & Drug, Top Participating Retailers, 8 weeks ending Apr 23, 2006

- Baileys Flavors are supported by a fully-integrated and incremental marketing campaign focused on media, visibility and sampling. Baileys \$16 million media spend is up +43% versus last year.



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Frank Arcori, former AFD Chairman, loses battle with cancer

On September 30, Frank G. Arcori - a successful entrepreneur, an exemplary leader, an avid golfer and a devoted family man - died at the age of 49. At the time he was receiving treatment at a Mississippi cancer center. He left behind his beloved wife Lamia and his children, Angela, Marisa, Frank Jr. and Leann.

Frank Arcori is best known in the retail food industry as a successful independent retailer who owned numerous grocery stores in the Metro Detroit area, including Vegas Markets and Save-A-Lot stores. He was an active member of AFD (now AFPD), serving as Chairman of the Board of AFD in 1992 and 1993. In addition to food stores, Frank also owned Pet Supplies Plus stores and was instrumental in the national expansion of Wireless Giant.

"He was one of the finest men I've had the honor and pleasure to know," said Joe Sarafa, who was the president of the Associated Food Dealers of Michigan (now the Associated Food & Petroleum Dealers) when Frank was its chairman. "He came to AFD as its chairman at a very difficult time for the association, but he got us through that, because people wanted to be a part of what Frank was doing. He looked at every challenge as an opportunity, wasn't afraid of failure and worked very hard. He will truly be missed," Sarafa added.



Frank G. Arcori was born on September 5, 1957 to Frank and Antoinette Arcori, of Detroit. Two other children, Joseph and John, followed. Young Frank attended St. Juliana Grade School and, later, Bishop Gallagher High School. He loved to play basketball, and was even known to show his school spirit by leading the fans in a cheer or two.

The Arcori family owned a grocery store in Detroit, aptly named Frank's Market. Young Frank grew up helping out in the store.

Following high school graduation, Frank enrolled in Wayne State University. However, after three years, a professor in one of his classes remarked that Frank could earn as much as \$17,000 a year once he graduated. That settled it for Frank: he dropped out of college because he was already making more than that!

In 1977, while attending college, Frank ventured into a business of his own, a small sandwich company called Little A's that he ran in the back of the family store. Little did he know it at the time, but that sandwich business shaped the direction of Frank's life.

This business success led to a meeting with a young woman named Lamia Seman, whose parents were also in the retail food business.

They were married on September 7, 1980. Eventually, the Chaldean

community came to adopt Frank, an Italian, as one of their own.

At first, the newlyweds lived in a condominium in Southfield then in 1983, with the impending arrival of their first child, Frank and Lamia purchased a home in Farmington Hills. By 1989 they had four children: Angela, Marisa, Frank Jr. and Leann.

Frank was a sensational father. Like everything else he did, he threw himself wholeheartedly into parenthood. He was totally devoted to his children, never missing their events and in particular, their sporting events. Frank was a leader who taught his children leadership by his example. He was very active in the parish life of St. Fabian Catholic Church, where the children attended grade school.

A born entrepreneur, Frank Arcori loved to try new things and was never afraid of taking risks. He and one of his brothers bought their parents' grocery store in 1980. In 1983, he opened the first of his own Vegas Food Centers. Then in 1994 he opened a Save-A-Lot grocery store. Later, he opened and operated numerous Pet Supplies Plus stores. Frank also delved into real estate investments and even into hotel development. He gained a reputation as an extremely loyal and savvy business partner.

Along with his brothers, Frank Arcori also joined his good friends in numerous business ventures. Frank's last business endeavor was to assist Wireless Giant in becoming a national entity. This, too, was a success.

Frank had a gift for making other's lives easier by helping them solve their problems. "I met Frank back in the 1980s, when I was working for a competing retail food association," says Harley Davis, coupon manager for the AFPD. "He introduced me to Joe Sarafa, who was president of AFD at the time and Frank suggested to Joe that he hire me to run the association's coupon program. I agreed to help them get things on track for a couple of years. Well,



that was 20 years ago and thanks to Frank, I'm still here!"

Harley wasn't the only person that Frank Arcori has gone out of his way to help. Countless people can recite stories of Frank's kindness and generosity. On the McCabe Funeral Home web site, guests were encouraged to tell their story about Frank. One of his employees, who signed his name only as Matthew, wrote: "I was in a horrible car accident this past December and was in the hospital for a while and then I had six months of therapy. I was in too bad of shape to work. This awesome and great guy helped me out and still paid me for a few months after my accident to ensure that I would be taken care of. The amount of compassion that he has for people in general says a lot. What he did for me I will never forget."

Frank was so charming and hardworking that people were just drawn to him. He was able to share his talents with many members of the community. It is said that if Frank actually took the time to sit down, he often fell right to sleep.

In addition to work, church and family life, Frank found time to volunteer his services to the organizations that he supported. He was on the board of directors

Frank Arcori,
Continued on page 19.

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Frank Arcori,
Continued from page 17.

of Rose Hill Center in Holly, a facility that provides treatment and rehabilitation services for adults with mental illness.

When Frank wasn't working, he was most likely on the links. He loved to play golf, especially with his son. However, Frank had many golfing buddies. Forty of them accompanied him to Cabo San Lucas for a golf tournament, which he won. Many of his vacations were geared toward this favorite pastime. Frank also liked to relax with a friendly game of spades. He collected Mont Blanc pens, a bobby that he referred to as his only vice. Frank liked to use a different pen for every occasion.

The Arcori family requests that in lieu of flowers, contributions can be made to Rose Hill Center, 5130 Rose Hill Blvd., Holly, MI 48442, or to the Chaldean American Ladies of Charity, Suite 238, 21711 W. 10 Mile, Southfield, MI 48075.

Faith, Hope and Love: Frank Arcori's final days



By Mike Sarafa

I had the opportunity to visit with Frank the night before he left for Mississippi. What follows is an account of our conversation. I was privileged to work with Frank at the Associated Food Dealers, Shenandoah Country Club and the Bank of Michigan. He was a friend, confidant and trusted advisor.

Greenwood, Mississippi seems an unlikely place—unlikely as the location of a last resort medical treatment for terminal cancer and

even more unlikely as the place where Frank Arcori and his family spent the last few days of his life.

In the early morning hours on September 27, Frank Arcori and his family loaded onto a private jet headed for central Mississippi. From there a car was to take them for an appointment with Doctor Ralph Arnold Smith, a specialist in

into their dream house only 10 months ago, a massive brick and stone colonial in Franklin Village. Cars lined both sides of the forked driveway as word had spread that the whole family was leaving the next morning. Their home this night resembled a command center: phones ringing for updates, laptops open to Frank's website, friends text

"What I got, brother, medicine alone can't fix."

Immunotherapy. Frank's brother Joe had discovered this innovative treatment in his non-stop research since Frank was first diagnosed with cancer. It was to be one last chance to reverse the damage that the cancer was causing to the liver and prolong Frank's life.

"I'm taking it one day at a time," he told me the night before they left for Mississippi. "You gotta have faith. What I got, brother, medicine alone can't fix," he said matter-of-factly.

Frank and his family moved

messaging the Arcori children to cheer them up, people in and out.

"It hasn't been like this everyday," Frank told me. "It's good for my family."

When I got there, he seemed anxious to talk. He slowly got up from his recliner chair with the cadence and posture of someone nearly twice his age.

"This is Grandma's room,"

Final Days,

Continued on page 20.



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Final Days,

Continued from page 19.

he muttered as we entered his mother's first floor master bedroom where the television was on. He lay in the bed in the room as I pulled up a chair next to the bed he asked me to hand him the remote control. He turned the sound down but left the TV on and

as we talked, his eyes stayed fixed on the screen while his attention was with me. Frank Arcori was a master at multi-tasking.

With the precision and logic that he was known for, Frank recited the chronology of events. "I finally went to see the Doctor on July 1. Everything checked out okay except my liver enzyme count. By August 2, I was diagnosed with inoperable, incurable cancer. It was cancer in my

stomach and it had metastasized to my liver". (Over the next few weeks), "multiple protocols of chemotherapy were rejected by my body," he recounted calmly.

To prepare for the worst, Frank had assembled a virtual dream team of advisors. Jim Bellanca, Gene Esshaki, Randy Denha and Pat Gregory were among them. For weeks they had been working with Frank and Lamia to make sure their

financial house was in order. While Frank was a man of faith, he was not a man of chance.

As he laid in bed, he was tossing and turning as we talked, seeking what seemed like a completely elusive comfort zone. He hectically scratched his own body. His skin had been badly dried out from the liver damage.

But Frank Arcori was known for razor-like focus and attention to detail. When he had a goal, he set out to accomplish it with steadfastness and objectivity. Right at this point in time, his task was to finish his talk with me. In all his pain and discomfort, he prompted me, "What else would you like to know, Mike?"

"You and your family seem so strong," I told him. "People come to comfort you but you end up comforting them."

His response was clear, concise and powerful for its truth and simplicity. "My family has God."

"Some people get angry with God during times like this," I asked, probing for any sense of doubt or frustration. "Not my family," he responded.

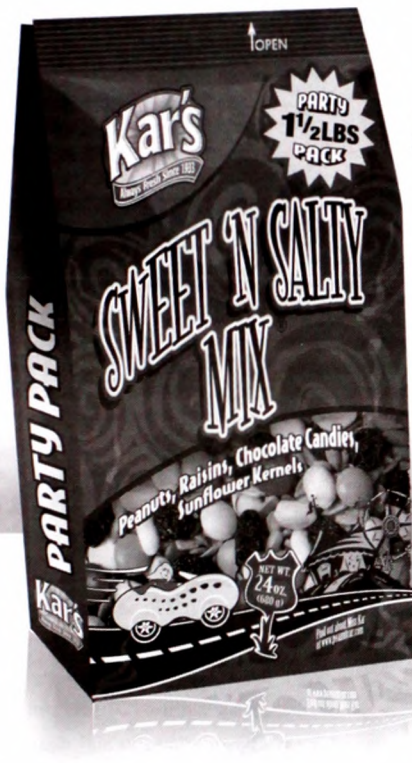
I asked him if he was worried about anything. His thoughts turned to his children. His eyes moistened and reddened and he paused. "I've tried to give them everything they need, to teach them values and give them a good education. But still...if there's no Dad..." He couldn't finish his sentence, and didn't need to.

He was tired. Short of a miracle. I knew that he knew his days were numbered.

The last note on my paper read "Regrets." Something told me not to ask. There are never any regrets if you live your whole life not having to look over your shoulder. Frank Arcori never looked back—in life or death—only forward. A man like Frank Arcori has no regrets.

On July 1, 2006 Frank went to the Doctor with a cough and some discomfort in his stomach. Something was wrong. Ninety days later, on September 30, surrounded by his family in an out-of-state hospital, he succumbed not to the stomach cancer but to heart failure related to complications from treatment. The miracle in Mississippi didn't come. But another miracle had—the miracle of Frank Arcori's life. For that, we are all grateful.

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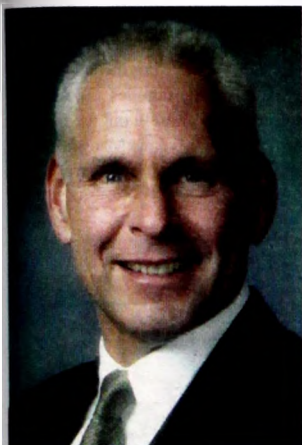
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Michigan's minimum hourly wage increase explained



By Douglas J. Kalinowski
Acting Deputy Director
Michigan Department of Labor &
Economic Growth

For the first time in nearly a decade, Michigan's minimum wage has increased. Last spring Governor Jennifer Granholm signed legislation that boosted the state's minimum wage to \$6.95 an hour, effective October 1, 2006.

The legislation also calls for further increases, boosting the minimum wage to \$7.15 an hour on July 1, 2007, and \$7.40 an hour on July 1, 2008.

There are about 90,000 workers in Michigan who are working at or below the minimum wage and most will now see a 35 percent increase in their hourly earnings.

In addition to increasing the minimum hourly wage, other changes to Michigan's minimum wage law:

- Create a minimum wage for youth under 18 years of age. Businesses can pay those under 18 a minimum wage that is 85 percent of the adult minimum wage (\$5.91 an hour);
 - Require that employers ensure that their "tipped employees" earn \$6.95 an hour through a combination of tips and the minimum hourly rate of \$2.65 for tipped workers;
 - Align Michigan law with most federal overtime provisions that have been in effect in the state.
- The change continues to exempt certain categories of workers from overtime coverage, such as truck drivers, television/radio announcers,

news editors, taxicab drivers, newspaper employees, live-in domestic workers, commissioned sales staff, nurses and computer analysts. Michigan law, however, has extended overtime coverage to some at-home health care and day care workers.

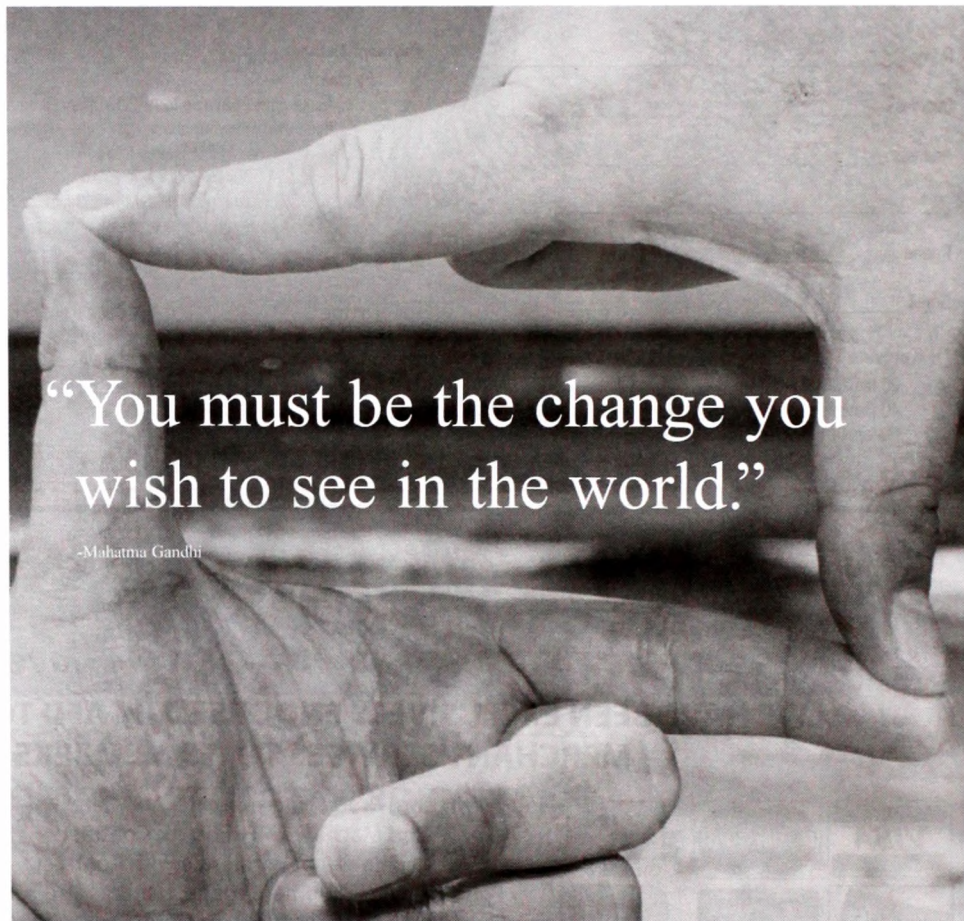
- Establish compensatory time

provisions that allow an employee to accrue and use compensatory time in lieu of overtime pay if certain conditions are met.

Agricultural workers continue to be covered by Michigan's minimum wage law.

More information about Michigan's minimum wage increase

and about other provisions in the state's minimum wage and overtime law is available on the Wage & Hour Division website (www.michigan.gov/wagehour) or by calling the Division at 517-335-0400 on weekdays between 8:00 a.m. and 5:00 p.m.



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AFPD Turkey Drive – 26 years of giving

As the holiday season approaches, the AFPD Turkey Drive Committee has pledged to put a turkey on the Thanksgiving table of 2,000 Metro Detroit families that may not otherwise enjoy this special meal.

This is an Associated Food &

Petroleum Dealers tradition that started 26 years ago and each year the list of charitable groups that ask for turkeys grows. There are many more requests than we could ever fill.

Thanksgiving is a time to reflect, give thanks and help those who have

less. We are asking you to pitch in. A \$200 donation to the AFPD Turkey Drive will provide turkeys for 20 families! When you consider that each turkey serves about 12, that's Thanksgiving turkey for 240 people! We need your help! It is truly

heartwarming to be a part of our annual Turkey Drive and to know that together, we have brightened the day for 2,000 needy families. To make a donation, please fill out the form below or call Michele MacWilliams at (248) 671-9600. Thank You.

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PepsiCo goes IZZE

PepsiCo, Inc. has acquired IZZE Beverage Company, maker of natural sparkling fruit juices.

Founded in 2002, IZZE Beverage Company has built its base of consumers through grassroots marketing and sales efforts.

PepsiCo said that IZZE will remain in Boulder and continue

to operate as a separate unit, reporting through Pepsi-Cola North America President and Chief Executive Officer Dawn Hudson.

"IZZE connects with people's interest in great-tasting, healthier beverages," said Hudson. "IZZE drinkers are young, healthy, active, and incredibly loyal. We'll give

IZZE the freedom and autonomy to preserve its identity while we develop the brand and help it grow."

IZZE's current distribution system will remain unchanged. PepsiCo will drive consumer awareness of the brand through increased marketing efforts.

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PARTY STORE FOR SALE—Business and building. Beer, wine and lottery. City of Warren. Call Sal (586) 709-1013.

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Rep. Donigan pushes for mass transit solutions to stimulate Michigan's economy

State Rep. Marie Donigan
Democrat
26th House District—Royal Oak
1st term State Representative

Committees

- Local Government and Urban Policy
- Natural Resources, Great Lakes, Land Use, and Environment
- Administrative Rules

By Kathy Blake

State Rep. Marie Donigan (D-Royal Oak) is fervent about improving mass transit in Michigan. After she took office two years ago, she said it would be her main goal.

She has held three town hall meetings to come up with solutions for improving public transportation particularly in Southeast Michigan. One was held in July of 2005, where she told the crowd, "Mass transit brings our communities together. If we're serious about boosting Southeastern Michigan's economy, then we have to have a workable public transportation system."

Her next gathering was a rolling town hall meeting on a hybrid bus created by General Motors for King County, Washington. Donigan and other speakers spoke to riders and the press as the bus was driven up and down Woodward Avenue from Pontiac to Detroit. She inspired others to think of the possibilities that are not being realized for mass transit in the area, including the use of alternative energy. The city of Seattle uses 287 hybrid buses for their public transit.

Donigan's most recent town hall meeting was in May of 2006 following passage of legislation that promotes the funding of transit systems.

Her efforts are motivating others to look at the public transit as an economic stimulus. She is co-founder of the Bipartisan Legislative Transit Caucus which she and Jerry Grooman, (R-Grand Rapids), are co-chairs. The caucus is pushing for increased funding for this public service. "Public transit brings our

communities together. It connects employers with employees; it connects doctors with patients; it connects students with teachers. Improving our public transit system will stimulate the local economy," explained Rep. Donigan.

In Michigan, 46 counties have

basic public transportation to transport people to and from medical facilities, jobs and shopping. The city of Grand Rapids is the public transit leader of the state with its current system with plans for a future rail line. Donigan believes Detroit and nearby suburbs should be the leader. "We've done a miserable job of public transit

in this area. All major cities have progressive transit systems. In Minneapolis, it takes 20 minutes to get to the airport from anywhere in the city. Transportation options make cities vibrant," said Donigan. She went on to say that Detroit needs a better system because 30 percent of the residents do not own automobiles. A better transit system will alleviate some of the traffic congestion in Detroit and its suburbs and free up parking spaces in downtown areas. Donigan believes it will be a good stimulus for the economy.

21st Century Jobs Fund

Donigan is also a strong supporter of Michigan's 21st Century Jobs Fund, which is a \$2 billion, ten-year initiative to spark new investment and create high-tech companies and jobs which will diversify Michigan's economy. "This fund is seed money for people who have ideas for a company or a patent or prototype but lack start up money. It is the most aggressive fund in the country.

In the next couple of years, you'll see a lot of activity," said Donigan.

More than \$100 million was awarded for high-tech research and commercialization in the first round of awards this fall.

The Jobs Fund focus covers three areas: encourage the

development and commercialization of competitive-edge technologies; increase capital investment activity and increase commercial lending activity.

According to the Michigan Economic Development Corporation, the fund will help diversify and grow our high-tech economy by investing in basic research at our universities and non-profit research

institutions, applied research, university technology transfer, and the commercialization of products, processes, and services. The four competitive-edge technologies are life sciences, alternative energy, advanced automotive, manufacturing and materials, homeland security and defense. Also supported are advanced computing or electronic device technology, design, engineering, testing, diagnostics, or product research and development.

To increase capital investment activity, the Jobs Fund may invest funds in or alongside qualified equity funds, qualified mezzanine funds, and qualified venture capital funds that will create or retain jobs in Michigan companies.

To increase Commercial Lending Activity, the Jobs Fund may create commercial loan enhancement programs where a documented growth opportunity has been identified. In addition, the Jobs Fund will re-establish the Capital Access Program to assist small businesses.



Background

Rep. Donigan is a lifelong resident of Royal Oak. She worked as a landscape architect in private practice for several years before joining the City of Farmington Hills Department of Planning and Community Development. She was elected as a Royal Oak City Commissioner in 1997. While serving her second term, she was elected to the Michigan House of Representatives in 2004. From 2000 to 2003, Marie co-chaired the Royal Oak Area Democratic Club, boosting membership to fight for progressive causes. Her husband is the current Royal Oak School Board secretary.

To reach Rep. Donigan, please call 517-373-3818, email mariedonigan@house.mi.gov or write State Representative Marie Donigan, PO Box 30014, Lansing, Michigan, 48909.



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I & K Distributing (989) 743-6497
International Wholesale (248) 353-8800
Interstate Brands/
Wonder Bread/Hostess (313) 868-5600
Jerusalem Foods (313) 846-1701
Kaps Wholesale Foods (313) 567-6710
Karr Foodservice Distributors (313) 272-6400
Liberty Wholesale (586) 755-3629
Lipari Foods (586) 447-3500
Metro D Sales (734) 416-8969
Mexicantown Wholesale (313) 554-0001
Mexico Wholesale (313) 554-0310
Michigan Quality Sales (313) 255-7333
Nash Finch (989) 777-1891
Nat Sherman (201) 735-9000
Niklas Distributors (Cabana) (248) 582-8830
Norquick Distributing Co. (734) 254-1000
Piquette Market (313) 875-5531
Polish Harvest (313) 758-0502
Robert D. Arnold & Assoc. (810) 635-8411
Roma Foods Inc. (313) 536-3377
S. Abraham & Sons (616) 453-6358
Sara Lee Coffee & Tea (734) 414-8433
Shaw-Ross International Importers (313) 873-7677
Sherwood Foods Distributors (313) 366-3100
Spartan Stores, Inc. (616) 878-2248
Suburban News: Southfield (248) 945-4900
SuperValu Central Region (937) 374-7874
Tom Macen & Son, Inc. (313) 568-0557
Total Marketing Distributor (734) 641-3353
U.S. Ice Corp. (313) 862-3344
United Wholesale Dist. (248) 356-7300
Value Wholesale (248) 967-2900
Weeks Food Corp. (586) 727-3535
Wine Institute (313) 882-2700

ASSOCIATES:

Canadian Consulate General (313) 587-2208

AFPD's calls and letters worked!

Editor's note: Through a campaign of calls and letters, AFPD and its members persuaded Governor Granholm to veto Senate Bill 50, which would have authorized an unlimited number of catering permits to sell alcoholic beverages. Past AFPD Chairman Ronnie Jamil received the following letter from the Governor, in response to his letter to her:



Ronnie
Jamil

Dear Mr. Jamil:

Thank you for contacting me to share your opposition to Senate Bill 50, the restaurant catering liquor license bill.

On September 22, 2006, I vetoed Senate Bill 50. This bill would have authorized an unlimited number of catering permits for beer, wine and other alcoholic beverages without specific limits on the duration of the permits. This and other ambiguities in the legislation may have unintentionally resulted in the creation of new loopholes in longstanding regulatory law regarding the distribution and sale

of alcoholic beverages, including existing restrictions designed to prevent the illegal consumption of alcoholic beverages by minors. The bill also failed to adequately address the new types of enforcement challenges for the Liquor Control Commission and other law enforcement agencies that would have arisen under an entirely new distribution mechanism involving an unlimited number of permits.

Again, thank you for contacting my office. Your input is important to me as I make decisions about issues that affect Michigan's future.

Sincerely yours,
Jennifer M. Granholm
Governor

Forgotten Harvest: The One Million Pound Challenge

The Associated Food and Petroleum Dealers continues its partnership with Forgotten Harvest to issue the One Million Pound Challenge to help feed hungry people in Southeast Michigan. Running through August 1, 2007, all Michigan food retailers and wholesalers are charged with the challenge of joining together to donate a total of one million pounds of their surplus perishable or non-perishable food products to Forgotten Harvest for distribution to emergency food providers.

For more information on how you can help please visit www.afdom.org and click on *The 1 Million Pound Challenge* logo.

How to help

1) Contact Forgotten Harvest at 248-350-FOOD (3663) or AFPD at 248-671-9600.

2) Once we've collected some basic information from you, Forgotten Harvest will make arrangements to pick up your surplus food.

3) Forgotten Harvest's certified, professional food "harvesters" will provide you with a detailed record of the amount(s) and type(s) of food donated and transport your donation directly to one or more of our food-provider agencies.



Self employed?
Need a lower
mortgage payment?
Worried about
your ARM?
Credit problems
in your past?

If you're self employed, you've got a friend in the Mortgage business. At Perfect Mortgage, we give you the best rate available. Since we are the lender, you can count on a hassle free experience.

Whether you need a personal or commercial loan, we know how to cut through the red-tape and get you the best loan regardless of your credit history. You'll love our fast and easy application process, and we can close your new loan in a week or less. That's why we say, "Nobody Beats Perfect!"

Free appraisal for Associated Food & Petroleum Dealers

"I've been proudly serving the AFD community for nearly 10 years and I look forward to working with you! Call me today for your Perfect mortgage."



Rudy J. Patros
Vice President of Mortgage Banking
Perfect Mortgage

Perfect
MORTGAGE™

A Bergin Financial Company

29200 Northwestern Hwy., Ste. 350 Southfield, MI 48034
Ask for Rudy! Toll-Free 1-800-PERFECT Ext. 292

Looking for Brands Customers Recognize & Trust?



Lettuce Help.



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





**Saturday,
January 28, 2006**

In addition to its beautiful banquet facility, The Sterling Inn is a Best Western Hotel with a state-of-the-art 32,000 square foot water park! Make this a special weekend! A block of rooms at a special rate of \$130.00 (1-4 guests) plus tax, per night has been set aside for the AFD Super Ball. Please call 1-800-953-1400 to make your reservations.

Reservations received after the cut off date of December 28, 2005, will be honored on a space-available basis. Check-in is 3:00 p.m. and Check-out is 11:00 a.m. The hotel room rate includes access to the Indoor Water Park for 4 guests per room.

To view the Sterling Inn online, go to: sterlinginn.com

You are cordially invited to join us for
**The Associated Food Dealers of Michigan's
90th Annual Trade Dinner**

AFD Super Ball XG

*Spend a romantic evening enjoying
superb cuisine, dancing and entertainment
with more than 1,000 industry leaders.*

Saturday, January 28, 2006
★ **New Location! STERLING INN** ★

34911 Van Dyke, Sterling Heights
6:30 p.m. Cocktail Reception • 7:30 Dinner
Black Tie, Please



Entertainment
provided by
Larry Lee &
Back In The Day

- Complimentary
Photo Booth
- Scotch, Cognac
and Cigar Bar
- Cappuccino Station

Co-Chairpersons:
Bobby Hesano,
D&B Grocers Wholesale
Norman Yaldoo,
University Food Center

The Associated Food Dealers of Michigan Annual Trade Dinner

AFD SUPER BALL XC

Reservation Form

Sat., January 28 2006 • New Location: STERLING INN

34911 Van Dyke • Sterling Heights, Michigan

Platinum Sponsor – \$10,000

(Limited sponsorships available)

- Three tables of 10 for dinner (VIP seating)
- 30-second video or 15 company images in media presentation
- Title sponsorship signage for music, photo booth or centerpieces
- Half Price ad of your choice in *AFD Food & Beverage Report*
- Use of four company products at the dinner (or four additional images in media presentation)
- _____ I would also like _____ additional tables (above my 3 included with the sponsorship at \$600 each)

Silver Sponsor – \$4,000

- One table of 10 for dinner (preferential seating)
- Five company images for media presentation
- Corporate signage at the dinner
- Half Price ad in *AFD Food & Beverage Report*
- Use of one company product at the dinner (or one additional image in media presentation)
- _____ I would also like _____ additional tables (above my one included with the sponsorship at \$800 each)

Gold Sponsor – \$7,000

- Two tables of 10 for dinner (prime seating)
- 15-second video or 10 company images for media presentation
- Corporate signage at the dinner
- Half Price ad of your choice in *AFD Food & Beverage Report*
- Use of two company products at the dinner (or two additional images in media presentation)
- _____ I would also like _____ additional tables (above my 2 included with the sponsorship at \$700 each)

Bronze Sponsor – \$2,500

- One table of 10 for dinner
- Two company images for media presentation
- Corporate signage at the dinner
- Half Price ad in *AFD Food & Beverage Report*
- _____ I would also like _____ additional tables (above my one included with the sponsorship at \$900 each)

General Admission:

_____ tables of ten @ \$1,250 per table _____ couples @ \$275 _____ individuals @ \$150

Contact info:

Name: _____

Company: _____

Address: _____

Phone: _____ Fax: _____

Sponsors, please list products you wish to use at dinner:

(Platinum 4, Gold 2, Silver 1. Liquor companies, please call for additional information)

1. _____ 2. _____ 3. _____ 4. _____

Payment Method: Due to overwhelming response, all attendees **must pre-pay!**

_____ MC/VISA Card Number: _____ Exp. Date: _____

3-digit code (last 3 numbers on back of credit card) _____

Name of Cardholder _____ Signature of Cardholder _____

_____ Check Check Number: _____ AMOUNT: _____

Please return by fax to (248) 671-9610 or mail to the address below.

Call Michele MacWilliams at AFD (248) 671-9600 if you have questions or need additional information.

Associated Food Dealers of Michigan, 30415 W. 13 Mile Road, Farmington Hills, MI 48334



Working hard for the food and beverage industry for over 96 years

Sherwood Food Distributors is

Building New Opportunities!



Visit us at AFD's

22nd Annual

Trade Show!

at Burton Manor

27777 Schoolcraft, Livonia, MI
(734)-427-9110

April 25 & 26, 2006

Look inside for more details about saving money on

SHERWOOD FOOD DISTRIBUTORS

18615 Sherwood

Detroit, Michigan 48234

AFD's 22nd Annual

Buying Trade Show at



Associated Food Dealers of Michigan

30415 West 13 Mile Road

Farmington Hills, Michigan 48334

Building New Opportunities!



It's time for AFD's 22nd Annual Trade Show



**Sherwood Foods will have
50 booths featuring new
products, frozen
foods and dry goods,
offering outstanding
show-only special
introductory pricing
on many items.**

The law demands that you must be at least
21 years of age to attend this Trade Show.
No bags in or out. Business attire, please.

TRADE SHOW HOURS:

**Tuesday, April 25, 2006 • 5 p.m. - 10 p.m.
Wednesday, April 26, 2006 • 4 p.m. - 9 p.m.**

Burton Manor • Livonia, MI

Call your Sherwood Food Representative at (313) 366-3100.

It's Really Easy . . .

•All Sherwood Foods
customers receive
free admission into the
AFD Trade Show.

Preregister by mailing in
this form, and you will receive
the badge in the mail.
No waiting in long lines!



•If you do not mail in
this form, please
bring it with you to
the show, or you will
be charged \$12.

**With Sherwood Foods
You Can't Lose!**

We will have some amazing
deals on the following products:

- BEEF
- DELI
- POULTRY
- TURKEY
- VEAL
- CHEESE
- PORK
- SEAFOOD
- LAMB

**We are now distributing
Dry Goods, Meat Trays,
Plastic Items and a new Bakery Line!**

**We can meet your
needs in your Meat,
Deli and Frozen Food
Departments.
Introducing
Dry Goods and
Bakery Line!**

CUT OFF THIS PANEL AND SEND IT TO AFD BY APRIL 10, 2006

Admission into the Trade Show is free for all SFD customers who register.

Name:

FIRST NAME

LAST NAME

Store Name:

SFD Customer Number

Address:

City/State/Zip:

Associated Food Dealers of Michigan • 30415 West 13 Mile Road • Farmington Hills, MI 48334

Stop by the AFPD Coffee Corner for a FREE Gift!

Welcome to the 22nd Annual AFPD Trade Show 2006



Associated Food Dealers of Michigan and
Great Lakes Petroleum Retailers and
Allied Trades Association

**Associated Food and
Petroleum Dealers**



On April 1st 2006, the Associated Food Dealers of Michigan and the Great Lakes Petroleum Retailers & Allied Trades Association merged to form a more comprehensive group, called the Associated Food and Petroleum Dealers, Inc. With the two associations now combined, AFPD represents and serves nearly 4,000 retailers, wholesalers, suppliers and manufacturers in Michigan and Ohio.



A special thanks to Arctic Glacier for providing complimentary ice to all of our exhibitors!
Please visit them in booth 209 for all your ice requirements.

Stop by the AFPD Coffee Corner for a FREE Gift!

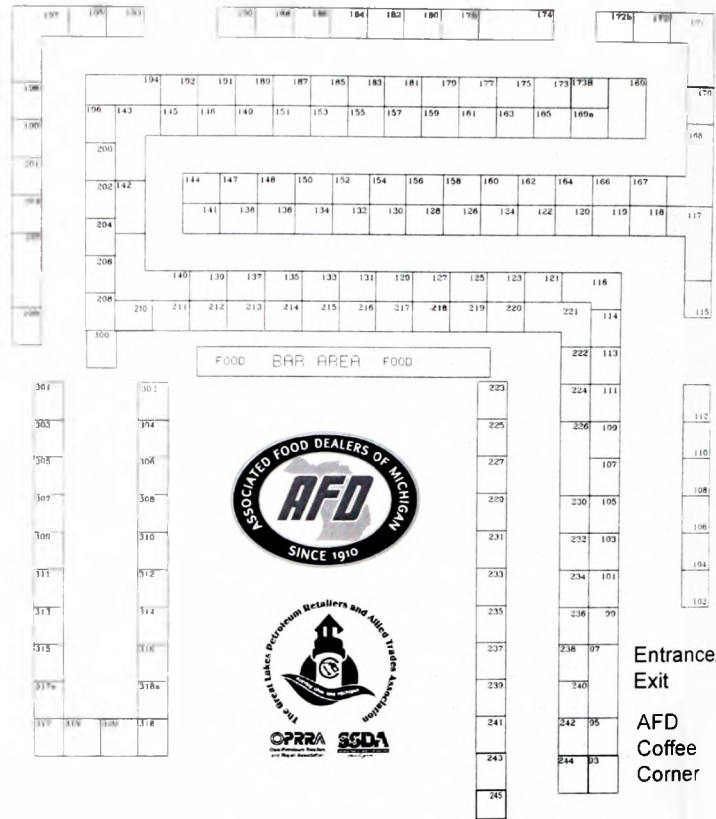
22nd Annual AFPD Trade Show 2006
Tuesday, April 25, 5:00 p.m. - 10:00 p.m.
Wednesday, April 26, 4:00 p.m. - 9:00 p.m.

Supported by



22nd Annual AFD Trade Show 2006 Exhibitors

7UP Bottling Group	197
Absopure Water Co	239
AdvanceMe Inc	219
Anheuser-Busch, Inc	194
Arctic Glacier Inc	209
Ashby's Sterling	111
ATM of America, Inc	232
ATM of Michigan	240
Bank of Michigan	106
Better Made Snack Foods	112
Blue Cross Blue Shield of MI	191
BMC	206
Brehm Broaster Sales Inc.	97
Brown-Forman Beverage Co	115
Cartronics	189
Centerra Wines	118
Central Foods Wholesale	193
Chef Foods Inc	190
Cingular	245
Closed Circuit Communications	99
Coca-Cola Bottling Company	114, 116
CoCard	104
Country Fresh / Melody Farms	101
Crme Stoppers	234
Cummins Bridgeway Power	300
Decanter Imports	117
Diamond Financial Products	195
DTE Energy	203
Envipco	217
Excel Check Management	235
Faygo Beverages/Everfresh	205
Farmers Insurance Group	202
First Link Group	204
Frito Lay Inc	226
General Wine & Liquor Co	117
Great Lakes Baking Co	244
Great Lakes Data Systems Inc	95
Heaven Hill	105
Herr's Snacks	233
HIS The Magazine Co	243
Intrastate Distributors Inc.	241
Integrity Mortgage Solutions	210
Jayd Tags	227
Jim Leach LLC	212 - 214
JJ Security Systems, Inc	201
Jones Soda	237
Kansmacker	231
Kar Nut Products Co	200
Luxco	107
Marketplace Solutions	229
Mekani Orow Mekani, Shallah	
Hakim & Hinds, PC	185
Mexicantown Wholesale	238
Michigan Dept. of Agriculture	230
Michigan Lottery	108
Mike's Hard Lemonade	178
Miller Brewing Company	174
MLCC	225
Money Gram	110
Motown Snack Foods	208
MS/Bocar	179



Nat Sherman, Inc.	198
National Wine & Spirits Corp	166, 167, 169, 169A, 173, 173B, 175, 177
Net Camviewing	242
Nikhlis Distributors, Inc.	215, 216
North Pointe Insurance Co	183
NOW Communications	236
Pacific Wine Partners	117
Paramount Coffee Co	199
Pars Ice Cream	93
Pepsi-Cola	221 - 223
Permod Ricard	103, 117
Piquette Market	187
Polish Sausage	182
Prairie Farms/ Tom Davis & Sons Dairy Co	113
Primepoint	211
Remy Conintreau and Hartland	109

Secure Checks Cashing	102
Sherwood Food Distributors	119 - 165
Simplicity Wireless	188
Skyworks	218
Spartan Stores	301 - 320
Taylor Freezer	220
The Chaldean News	184
Tomra	180
Trans-Con, Sales & Marketing	168, 170-172B
U S Ice Corp	186
USDA	196
Vernors	224
Wireless Giant	192
Xango	181

Stop by the AFD
Coffee Corner for a FREE Gift!



We need YOU to make it fly!!



AFD appreciates your support and help. We will gladly accept monetary donations toward the AFD Foundation Scholarship Fund as well as Product and Prize Donations for Goodie Bags, Snack Stations and Door Prizes.

Or you can volunteer to help at the Outing.

Call Michele MacWilliams at (248) 671-9600 to find out how you can assist the Association at this worthy event!

All sponsorships and foursomes are first-come, first-served, based on space availability. Due to overwhelming response, all reservations must be paid in advance!

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

Associated Food and Petroleum Dealers

30415 W. 13 Mile Road
Farmington Hills, MI 48334
248-671-9600
Fax 248-671-9610



**AFD Foundation
Golf Outing 2006**

Wed., July 12, 2006

Fox Hills, Plymouth

AFD Foundation Golf Outing 2006



Wednesday, July 13, 2005 • Fox Hills, Plymouth

AFD Foundation

Golf Outing 2006



3:30 p.m.
Dinner
Reception

7:30 a.m.
Continental
Breakfast

9:30 a.m.
Shotgun
Start

Wednesday, July 12, 2006 • Fox Hills, Plymouth

Benefits AFD Foundation Scholarships!

Proceeds raised will help fund academic scholarships!

Any way you slice it...

...it's time to plan for the future. Start now with an AFD Foundation Golf Outing Sponsorship.

But we need your help to make par!

Participate in this worthy Foundation Golf Outing! Please complete the enclosed registration form and fax to Michele at (248) 671-9610, or call (248) 671-9600 or (248) 625-0070 to make your Goodie Bag and/or Prize Donations.

HOLE SPONSOR PACKAGES

Eagle—\$2,000

- One golf foursome
- A \$1,500 academic scholarship sponsorship
- 50% off ad in the AFD Food & Beverage Report
- A plaque presented to your company
- A sponsor sign on tee
- Signage at the clubhouse
- Exposure in the AFD Food & Beverage Report
- Special gift for each golfer

Birdie—\$1,200

- Two golfers
- 50% off ad in the AFD Food & Beverage Report
- A plaque presented to your company
- Half a sponsor sign on tee
- Signage at the clubhouse
- Exposure in the AFD Food & Beverage Report
- Special gift for each golfer

Non-Sponsor Options:

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



Call
248-671-9600
for reservations

2006 AFD Foundation Golf Outing • Wed., July 12, 2006 • Reservation Form

SPONSORSHIP PACKAGES: Please indicate your selection with an X
 Eagle Sponsor—\$2,000 Birdie Sponsor—\$1,200

NON-SPONSOR OPTIONS:

Foursomes—\$900 Individual Golfers—\$250 Dinner Only—\$75

Please assign a name to each foursome, if purchasing more than one. Example: Pepsi Pontiac, Pepsi Detroit, etc.

I cannot attend the Golf Outing, but please accept my donation in the amount of \$ _____ for the AFD Foundation Scholarship Fund.

I can donate 40B token items / samples for Goodie Bags

I can donate the following Door Prizes: _____

BILLING / CONTACT INFO:

Contact name _____
 Company _____
 Address _____
 Phone () _____
 Fax () _____

PAYMENT METHOD INFO:

MC/Visa CARD # _____
 3 Digit Code (last 3 numbers on back of Credit Card) _____
 Expiration Date _____
 Signature _____
 Check _____ Check Number _____
 Amount \$ _____

Please return via fax by July 5, 2006 to Michele MacWilliams at (248) 670-9238. If mailing in payment, send to AFD Foundation, 30415 W 13 Mile Road, Farmington Hills, Michigan 48334. Phone (248) 671-9600.





A SPECIAL THANKS TO THE FOLLOWING AFPD MEM-
BERS, FOR THEIR COMPLIMENTARY
CONTRIBUTIONS TO THE
AFPD HOLIDAY BEVERAGE SHOW:



Visit booth 539A for all your ice requirements and thanks to
U S Ice for providing complimentary ice to all of our exhibitors
and FREE Parking for all attendees!



Visit booth 436 for all your customized liquor tag needs and thanks
to tag-IT Inc. for providing FREE Parking for all attendees!

AFPD S.E. MICHIGAN HOLIDAY BEVERAGE SHOW 2006

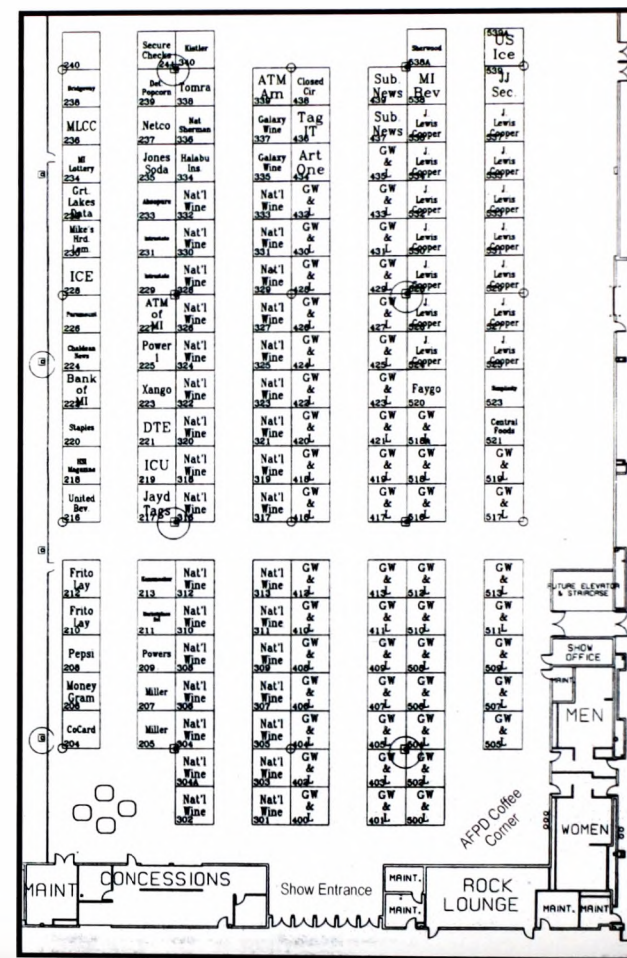
Wednesday, September 13, 4:00 p.m. - 9:00 p.m.
Thursday, September 14, 4:00 p.m. - 9:00 p.m.



AFPD S.E. MICHIGAN HOLIDAY BEVERAGE SHOW

Exhibitors:

Absopure	233	Foster	506
Art One	434	G W L C & Decanter	505
ATM of America	339	Global Wine/Jewel	517
ATM of Michigan	227	Hemingway & Hale	519
Bank of Michigan	222	Kendall Jackson	513
Closed Circuit	438	Kobrand	511
Co-Card	204	Leelanau	519
Cummins Bridgeway	238	Mason Jomere/Tabor Hill	518A
Detroit Popcorn	239	Monmousseau	518A
DTE	221	Motts	518
Forgotten Harvest	229	North Lakes	504
Frito Lay	210 & 212	Oliver Winery	516
Galaxy Wine	335 & 337	Pacific Wine Partners	502
General Wine & Liquor Co.		Pernod Ricard	508
Brown Forman		Purple Wine	512
C. Jacquin		Remy Amerique	511
Castle Brands		Row 11 Wine Co	505
Dist Stock		Royal Wines	516
Donya		Ste. Michelle Wine Est	509
Heartland		Great Lakes Data	232
Heaven Hill		Halabu Ins Agency	334
Kobrand		HSI Magazine	218
Liquor Group		Ice Cream Express	228
Luctor		ICU	219
Luxco		Intrastate Distributors	231
Nolet		Jayd Tags	217
Paramount		Jones Soda	235
Phoenix		Kansmacker	213
Remy Amerique		Kistler Farms	340
WJ Deutch		Marketplace Sol	211
Wm. Grant		Michigan Lottery	234
GWL Great Lakes Div.		Mike's Hard Lemonade	230
A V Imports		Miller Beer	205 & 207
A Hardy		MLCC	236
Bacmar International		Money Gram Inter'l	206
Barton Brands		Nat Sherman, Inc	336
Canandaigua Wine		National Wine & Spirits	301 - 333
Infinite Spirits		Nelco ATM	237
Pernod Ricard USA		Paramount	226
Shaw Ross International		Pepsi	208
Sidney Frank		Power 1 Merchant Services	225
Spirits Marque One		Powers Dist	209
GWL & Decanter Imports		Secure Check Cashing	241
A. V. Imports	512	Staples	220
Brown Forman	518	Suburban News	437 & 439
Centerra	500	Tag-IT Inc	436
Confluence Wine Importers	507	The Chaldean News	224
Corterra Wines	513	Tomra	338
Cumulus Wines	507	United Beverage	216
Diageo	510	U.S. Ice	539A
Distillene Stock USA	517	Xango	223



SPEAKERS FOR WEST MICHIGAN HOLIDAY BEVERAGE SHOW

2:45 p.m. – 3:00 p.m. - Michigan Liquor Control Commission presenting the following topics: Discount program, On-line Ordering, On-line Catalog and EST

3:15 p.m. - 3:30 p.m. - Dan Tulio, Canadian Club Global Ambassador, one of the biggest names in the world of whiskeys, presenting: Whiskeys of the World, a discussion of the differences between Bourbon, Scotch and Canadian Whiskeys. There will also be sampling and education of numerous great whiskeys

4:00 p.m. - 4:15 p.m. - Simon Ford, Global Brand Ambassador of Plymouth Gin, presenting: The History of Gin, Martini recipes and tasting of super-premium Gins.

4:45 p.m. - 5:00 p.m. - Remy Cointreau USA will feature wine, beer and spirits journalist F. Paul Pacult, author of Kindred Spirits and The Spirits Journal and a nationally renowned Master Mixologist. Together they will demonstrate how choosing the proper ingredients and correct preparation are the keys to crafting the perfect Margarita.

5:30 p.m. – 5:45 p.m. - Dan Tulio, Canadian Club Global Ambassador, one of the biggest names in the world of whiskeys, presenting: Whiskeys of the World, a discussion of the differences between Bourbon, Scotch and Canadian Whiskeys. There will also be sampling and education of numerous great whiskeys.

6:15 p.m. – 6:30 p.m. - Simon Ford, Global Brand Ambassador of Plymouth Gin, presenting: The History of Gin, Martini recipes and tasting of super-premium Gins.

7:00 p.m. – 7:15 p.m. - Remy Cointreau USA will feature wine, beer and spirits journalist F. Paul Pacult, author of Kindred Spirits and The Spirits Journal and a nationally renowned Master Mixologist. Together they will demonstrate how choosing the proper ingredients and correct preparation are the keys to crafting the perfect Margarita.

7:30 p.m. – 7:45 p.m. - Kent Beverage presenting Fred Bueltman of New Holland Brewery demonstrating craft brewing process

**AFPD WEST MICHIGAN
HOLIDAY BEVERAGE SHOW 2006**

Tuesday, September 19, 2:00 p.m. - 8:00 p.m.



AFPD WEST MICHIGAN HOLIDAY BEVERAGE SHOW

Exhibitors:

Arctic Glacier 72
 ATM of America 105
 ATM of Michigan 55
 B & B Beer 51 - 53
 Co-Card 108
 Cummins Bridgeway 71
 Faygo Beverages 2
 Frito Lay 56
 General Wine & Liquor Co 63 - 68
 General Wine & Liquor Co 74 - 80
 Great Lakes Beverage 109
 Henry A. Fox Sales Co 35 - 44
 JJ Security 73
 Kansmacker 103
 Kent Beverage 4 - 20

WINE:

Frexenet
 Chateau Grand Traverse
 Gloria Ferrer
 Lindemans
 Little Penguin
 Penfolds
 Lindemans SA
 Beringer
 Meridian
 Gabbiano
 Taittinger
 St. Francis
 Benziger
 St. Julian winery
 Leelanau Cellars
 Cooks
 3 Blind Moose
 Alice White
 Covey Run
 Vendange
 Trove
 Arbor Mist
 Mark West
 Rock Rabbit
 Banfi Cellars

BEER:

Coors/Molson
 Corona
 Heineken
 Mike's Hard Lemonade
 Bell's Brewing Co
 New Holland Brewing
 Founders Brewery
 King's Brewery
 Atwater Brewery

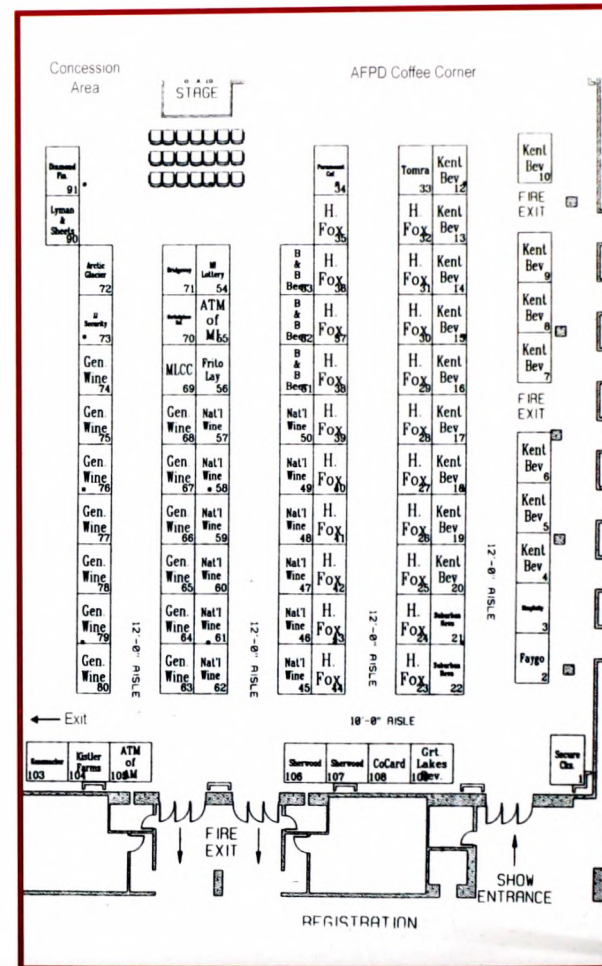
NON - ALCOHOLIC:

Red Bull Energy
 Absopure Water
 Jones Soda
 Nantucket Neclars / Stewarts
 O Beverages
 Master Mix / Finest Call
 Faygo Beverages
 Kistler Farms 104
 Lyman & Sheets 90
 Marketplace Solution 70
 Michigan Lottery 54
 MLCC 69
 National Wine & Spirits 45 - 50
 National Wine & Spirits 57 - 62
 Paramount Coffee 34
 Secure Check Cashing 1
 Sherwood Foods 106 & 107
 Simplicity Wireless 3
 Suburban News 21 & 22
 Tomra 33
 Trans-Con Co Sales & Mktg 23 - 32

A special thanks to
 Arctic Glacier Premium Ice
 for providing complimentary
 ice to all of our exhibitors!



Visit booth 72 for all your
 ice requirements.



Contact: Jane Shallal (248) 671-9600
Michele MacWilliams (248) 625-0070, cell phone (248) 330-5558

Retailers provide turkeys for 24,000 Thanksgiving meals

26th Anniversary Turkey Drive of the Associated Food & Petroleum Dealers

Farmington Hills (Nov. 15, 2006)–The Associated Food & Petroleum Dealers (AFPD) will provide 2,000 families in the Metro Detroit area with turkeys for their Thanksgiving dinners, which equals approximately 24,000 meals (at 12 servings per turkey). AFPD is the trade organization for the food, beverage and petroleum industries in Michigan and Ohio. This is the 26th year that the AFPD has given away turkeys for the holidays.

Friday, November 17 – Turkey Pick-ups 10:00 a.m. to 1:00 p.m.

All turkeys are already spoken for. Turkeys will be picked up by representatives of various churches and civic organizations between 10:00 a.m. and 1:00 p.m. at

Motown Snack Foods Warehouse
8341 Lyndon Street
Detroit, MI 48238 (1/3 mile east of Wyoming on south side of street)

Organizations scheduled to pick up turkeys:

Berkley: St. Vincent de Paul Society, Dearborn: Sacred Heart, **Detroit:** Arab American Chaldean Council, Children's Center, Fellowship Chapel, Greater Grace Temple, Inner City Sub Center, Inc., Wayne Elementary School, Pershing High School, Little Rock Baptist Church, Councilman Ken Cockrel (Cathedral Church of St. Paul), Plymouth United Church of Christ, Salvation Army, Freedom House, Charles F. Kettering High School, Coalition On Temporary Shelters, The S.A.F.E. Center, Rep. Tupac Hunter (9th Congressional District), Nolan Middle School, World Deliverance Temple, Greater Faith Ministries, Ministries of a Second Chance, New Life in Christ Ministries, Outward Bound Ministries, Prayer Tabernacle Church of God, Samantan Missionary Baptist Church, Department of Human Services, Knights of Columbus, Greater Faith Assembly, New Whitestone Missionary Church, Glorify God Church of Deliverance, House of God, Clinton Street Greater Bethlehem, St. Patrick Senior Center, Ecorse: Mt. Zion Baptist Church, Ecorse Goodfellows, Grosse Pointe Park: Wolvenne Human Services, Oak Park: Mar Addai Chaldean Parish, **Pontiac:** NAACP Pontiac, Oakland Family Services, Brea Tabernacle Church, Redford: St. Mary's, Southfield: Hope Methodist Church, Sterling Heights: St. James Church & Nursing Home

Friday, November 17 – Turkey Deliveries 10:00 a.m. to 12:15 p.m.

Also on Friday, November 17, AFPD will deliver turkeys to area churches and civic organizations, which then provide them to needy families. In most cases the families are waiting at the location for the AFPD truck. AFPD volunteers hand the turkeys directly to the recipients.

9:30 a.m. Southfield Human Services

Contact: Rhonda Terry
26080 Berg Road, Southfield, 48034
Corner of Berg & Civic Center at the white house
(248) 796-4540

10:20 a.m. New Greater Christ Baptist Church

Reverend William Thompson
13031 Charlevoix, Detroit
(Mapquest 13045 Charlevoix, Detroit, 48215)
Between Dickerson and Chalmers
(313) 331-2386
Cell phone (313) 460-2277

10:45 a.m. Ravendale Community Ed. Center

(Also includes recipients from Joy of Jesus and Faith Clinic Church of God)
Contact: Toni McIlwain
13903 Harper, Detroit, 48213
Next to Harper Food Center
(313) 527-1603

12:15 p.m. Chaldean Federation/Family Resource Center

At Sacred Heart Church
310 West 7 Mile Road
Detroit, MI 48203
(248) 330-5558 (Michele MacWilliams' cell)

"Many retailers give back to their community all season long and get great satisfaction out of helping others. This is one way we work together to help those in need," says Jane Shallal, AFPD president.