



Food & Petroleum REPORT



Vol. 17, No. 11

November 2006

Michigan Governor passes youth minimum wage rate

The impact of a \$1.80 per hour wage hike was mitigated and student workers were saved, through the efforts of grocers in Michigan who successfully campaigned for the passage of a reduced hourly wage rate for workers under the age of 18.

Michigan's Governor Jennifer Granholm signed the legislation in

September, making Michigan the first state to enact a minimum wage rate that's specific for all workers under age 18. Employers will be allowed to pay employees under age 18 an hourly rate that is 85% of the full minimum. The full minimum rate starting October 1, 2006 is now \$6.95, while the under-18 rate is \$5.91. The under-

18 rate will be \$6.08 on July 1, 2007 when the full minimum is \$7.15, and \$6.29 on July 1, 2008 when the full minimum is \$7.40.

The campaign to implement an under-18 wage was spearheaded by

Student Wage,

Continued on page 15.

Gov. Granholm supports our industry in veto of SB 50

On September 22, 2006 Governor Jennifer Granholm vetoed Senate Bill 50. This Bill authorized an unlimited number of catering

permits to sell alcoholic beverages. The Associated Food and Petroleum Dealers and its members continuously voiced strong opposition to the passage of Senate Bill 50 to the Senate, House and

Governor's Office. Historically, SDD license holders, such as our member stores, have enjoyed the privilege of being the sole providers of *off premise* liquor sales and Class C licensees have enjoyed the privilege of being the sole providers of *on premise* liquor sales. These roles have been in existence for many years without one intruding

on the other's interest. Never has a licensee been allowed to sell both under the same license.

AFPD argued that allowing catering and restaurant businesses to sell liquor both on and off premise creates an unfair advantage for one segment of the industry. AFPD President Jane Shallal, who represented the retail SDD licensees during this effort to defeat the Bill, stated, "The Bill serves to strip our members of a privilege which

SB 50,

Continued on page 15.

So much to sample; so little time!

AFPD's two Holiday Beverage Shows were a huge success. See pages 26 and 27 for more photos.



Mark your calendar for the AFPD Trade Dinner and Ball!

February may seem like a long way off, but we're gearing up now for the premiere evening of the year! Please plan to join your friends and associates on February 9, 2007 at Penna's of Sterling for this festive event. See page 20 for details or call Michele at (248) 671-9600 for sponsorship opportunities.



Great Lakes Goods

AFPD salutes the industries and businesses that call the Great Lakes States their home.

It's no secret to us...the Great Lakes region has it all! Fertile soil, a good industrial mix, spectacular lakes, forests and recreational opportunities plus a host of entrepreneurs with drive and ambition keep our corner of the world on the forefront for agriculture, manufacturing and tourism. Beginning on page 12, we profile a few of the Great Lakes companies that help to make the Great Lake region so (pardon our redundancy)...great!

Talking Turkey

It's time for the AFPD's annual Turkey Drive! In its 26th year, AFPD and its members provide Thanksgiving turkeys for needy families across the Metro Detroit area. AFPD's Turkey Drive Committee has pledged to raise enough money to provide turkeys for 2,000 needy families. But they can't do it alone. They need the help of all AFPD members. A tax-deductible contribution of just \$200 will provide 20 Thanksgiving turkeys to 20 families. For more information please turn to page 18.



THE INDEPENDENT DEALER



AFPD objects to Toledo City Council's six-month ban on C-store permits

AFPD has just learned that the Toledo City Council has approved a 180-day moratorium on new convenience store permits. Only one councilman cast a dissenting vote.

According to the *Toledo Blade*, the Toledo Planning Commission had asked the council to institute a moratorium on the approval for convenience store permits to sell alcohol and cigarettes, in an effort to reduce illegal activities in the neighborhoods they serve.

The Toledo Blade reports

that the ban was issued after complaints from some residents that a moratorium was needed to "reduce illegal activities in the neighborhoods" and that "such stores are a social nuisance and promote alcoholism, drug abuse and various crimes, including prostitution."

During the 180-day period, the city stated that it will study the issues

Permits,

Continued on page 10

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AFPD works with government to strengthen relationships, support our members

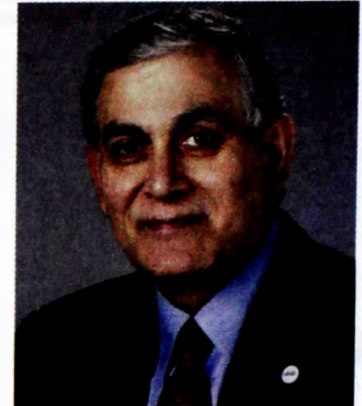
By Fred Dally
AFPD Chairman

Working as a liaison between government agencies and its members is an important role of AFPD and one that involves a great deal of our time. Although you may not realize it, the AFPD staff and board members spend countless hours working with various branches of our government to represent you and your concerns. I am proud to say that we have established a very good working relationship with our government and its various agencies, and this two-way rapport has helped us to educate those people, at both the state and federal levels, to the concerns of our members.

One of our most important accomplishments – one that AFPD worked on for many years

– was legislation that now allows Michigan liquor retailers to increase their profit margins. Beginning in December of 2004, and due to a cooperative effort between the MLCC, Governor Granholm and AFPD, retailers have the flexibility to raise liquor prices as they deem appropriate, above the state-set minimum price. We initially asked for an across-the-board increase of 20 percent. What we received, however, is something that can be much better; the right to raise prices as the market dictates.

After two decades with no increase in profit margins, store owners can now adjust for increasing costs. Although we have enjoyed this privilege for nearly two years, many retailers still are not fully taking advantage of this cost-saving legislation. According to



the Distilled Spirits Council of the United States, if licensees achieve a 25 percent margin on just one quarter of the liquor business, it would mean an additional \$11.5 million in new gross profits.

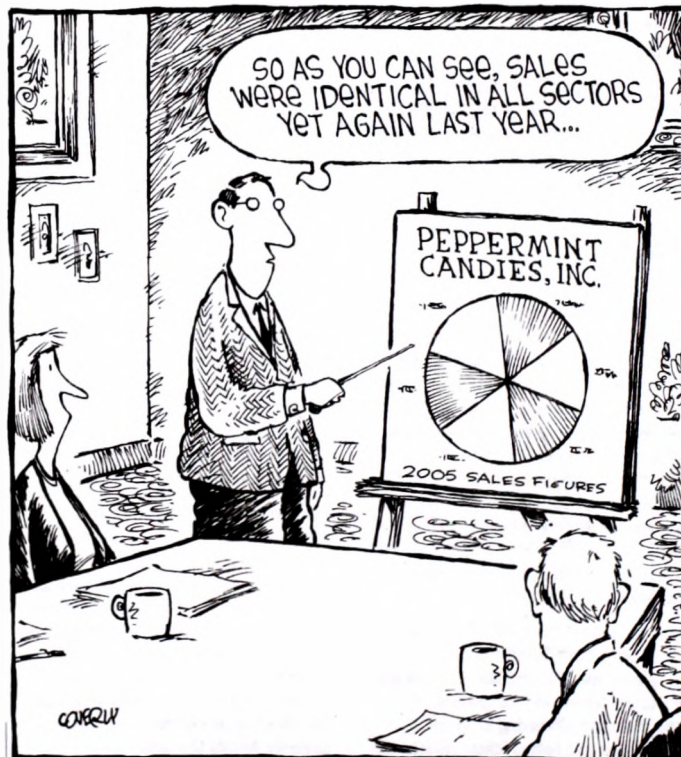
Raising liquor prices to reflect the current market is appropriate. If your expenses have gone up – your utilities, wages, security, credit card fees...everything, you can raise your prices to cover your overhead increases. AFPD, the Michigan Liquor Control Commission and Governor Granholm worked together to give retailers this ability to raise liquor prices. Please take advantage of it!

AFPD works diligently, on a daily basis, to protect your interests and profitability by monitoring legislative action and seeking changes. In addition to the liquor legislation, recent achievements include the passage of a student wage exemption to the minimum wage increase and successful defeat of a bill that would have given caterers an unfair advantage (see page 1 for details on both bills). In addition, AFPD is continuing to work closely with State officials in Michigan to spread out monthly food stamp distributions.

These and many other efforts have been the result of AFPD representatives, working with our state government, to ensure you remain competitive in the market. We truly value these relationships and will continue to work with our government to benefit our members.

The Grocery Zone

By David Coverly



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Dear AFD Foundation:

The AFD Foundation, Inc. was pleased to award 30 scholarships to deserving Michigan students at its annual golf outing on July 12. Thanks to a joint effort that included our Eagle Golf Sponsors and the Pepsi Bottling Group (PBG), the AFD Foundation was able to continue its annual scholarship program.

My name is Samantha Walls and I am writing to offer my sincere thanks for your generous sponsorship of the \$1500.00 scholarship I received from the AFD Foundation and Brown-Forman Beverage Co. I can assure you that the scholarship I received will serve to greatly impact my future educational endeavors. I very much enjoyed meeting you at the wonderful scholarship banquet and I can say without a doubt that it was one of the nicest scholarship receptions I have had the honor of attending. Again, my immense gratitude goes out to the AFD Foundation for helping me support my dreams, and I hope you accept this short letter of thanks as representative of only a fraction of my appreciation. Sincerely, Samantha L. Walls

I would like to thank you and the National Wine & Spirits Corp. for giving me a scholarship to use towards my college education. I'm going into the Pre-Med program at Wayne State and that's where the scholarship money will be used. I will continue to work hard to reach my goals and succeed. The AFD Foundation gives students the motivation and confidence to stay in school and get a degree. I am blessed and lucky to have been sponsored by you and National Wine & Spirits Corp. Sincerely, Brandon Shoukri

I am writing you this letter to express my utmost gratitude for allowing me to receive this award. As a Saint Mary's student I know what it means to experience the world in a spiritual environment that enhances the woman as a whole: growing in leadership qualities to one day make a difference in their communities. I hope to infuse other students with the desire to receive a Saint Mary's education through my example. Thank you to the AFD Foundation and DTE Energy for your generosity. Sincerely, Kristen Hesano

Thank you so much for the scholarship that the AFD Foundation and Eastown Distributors offered me. It will be put to great use next year as I return to MSU as a sophomore. I hope to have another great year as I continue to play lacrosse and be a member of Kappa Delta Sorority! Thanks again, Allison Atchoo

I want to take this opportunity to express my gratitude to the AFD Foundation and Country Fresh/Melody Farms for your generosity in helping me to continue my education. Thank you so much for making this scholarship program possible every year. Speaking for myself personally and I am sure many other students would agree, it has made the financial responsibilities of getting a college education significantly easier to bear. Keep up the great work!

Best regards, Erin Milne

I am writing to thank you personally for this scholarship. Without the Coca-Cola Bottling Group and the AFD Foundation such a scholarship would not be possible. I am a senior at Ithaca College in Ithaca, NY and I will graduate in May with a B.S. in Exercise Science, a minor in nutrition and a specialty in biomechanics. After I graduate, I plan on going into prosthetics and this scholarship will help me fund my final year and allow me to save for further education. Once again, thank you for your sponsorship and thank you for the scholarship banquet dinner. Sincerely, Christopher Fink

Thank you to the AFD Foundation and Hass MS&L for providing me with a scholarship so that I can attend the University of Michigan. I am deeply grateful and appreciative. I really enjoyed meeting you at the golf event. Again, many thanks, Lisa Lederman

I would personally like to thank you for your encouragement and support as I venture into this new phase of my life. Your generosity is greatly appreciated and I can assure you the money will be put to good use. It is through the dedication of companies like Meadowbrook Insurance Group and the AFD Foundation who stand behind the value of a good education that, through hard work, anyone is able to achieve their goals. It was a pleasure to meet you and I thank you on behalf of all those who will be aided by you in the future. Sincerely, Carly Atto

Thank you so much to Miller Brewing Co. for sponsoring me in this year's AFD Foundation Scholarship. I am a biology major at Clemson University and after graduation I hope to attend medical school and become a pediatrician. Your generous donation brings me one step closer to this dream. Thank you again. Sincerely, Nicole Rau

In regards to the AFD Foundation scholarship, I would like to express my deepest appreciation to the Pepsi Bottling Group and the AFD Foundation. Your generosity and efforts have made it possible to help make my college career an even bigger success. I truly appreciate your time spent to sponsor me and to make this scholarship possible. It was a pleasure to actually meet with you and to see the event take place. The banquet and dinner were fabulous and truly rewarding to be a part of. Thank you again for all your help and support in making this possible. Sincerely, Ashley Reynolds

Thank you Diageo and the AFD Foundation for the contribution you have made in my life. Your wonderful contribution has lowered my financial burden and has given me a better chance of succeeding in my college career. It has also helped lighten the load on

my family's burden and to this I owe you my greatest thanks. Darius Beasley

I was fortunate to be one of the winners of the AFD Foundation scholarship. Although I was unable to attend the award ceremony, I wanted to personally thank the AFD Foundation, LaSalle Bank and all those involved in managing the program for their generosity and time. The money is very welcome and will help me pursue my higher education. This is a wonderful program and I have every intention of making the best use of this opportunity. With sincere thanks and best regards, Fadi Hanna

I would like to thank the AFD Foundation and North Pointe Insurance for your generosity and support. I appreciate your help and I am thankful for all of your efforts. Thank you for the scholarship that will allow me to move one step closer to pursuing a great education. Sincerely, Bronson Yaldoo

It was my pleasure to attend the AFD Foundation Scholarship banquet. As I am preparing to continue my education this fall, it is in order that I again thank the AFD Foundation and Gtech Corp. for your support. Not only is your monetary support helpful, but it is also very encouraging to have the honor of receiving this prestigious award. It is motivating to know that the work that I do in the classroom is valued and supported by a company of your capacity. Your effort to recognize young people and their education is certainly a noble ambition. Thank you again, it is greatly appreciated. Sincerely, Jacob Goetz

I would like to formally extend my gratitude of thanks to SKYY Spirits and the AFD Foundation. I have worked so hard for the past four years to achieve everything that I have accomplished thus far, and it is only with this award that encourages me to continue to do well in college. I promise to put forth my utmost effort to work toward a successful future and to truly enlighten my education as a whole. It was a pleasure to meet you and thank you again for the scholarship. May you have good luck with all your future endeavors. Truly yours, Angie Yono

I wanted to thank you for the generous scholarship that Kar's Nuts, in collaboration with the AFD Foundation, awarded me this summer. It is contributions like this that allow many young scholars, like myself, to obtain our dreams. Thank you for holding education in such high esteem and supporting my educational endeavors via this scholarship program. Your support is greatly appreciated and will never be forgotten. Sincerely, Amruta Mundade

Calendar

November 20-21, 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

November is...

- Good Nutrition Month
- National Diabetes Month
- National Georgia Pecan Month
- National Peanut Butter Lovers' Month
- National Pepper Month
- National Raisin Bread Month
- Vegan Awareness 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.

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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



Ohio Petroleum Roundup

By Paul R. Harvey
AFPD Correspondent

Ethanol Update

Ohio, not wanting to be left behind in the quest for more clean-burning ethanol sales, is ramping up its E85 efforts. And the state reportedly has cash to get the ball rolling, offering \$1 million to assist outlets that could add E85 tanks and dispensers, or to help bulk terminals expand. Ohio farms last year grew 465 million bushels of corn. A bushel of corn can produce about 2.8 gallons of ethanol. E85 presently is priced slightly lower than regular gasoline, but studies have suggested that E85 does not supply as much power to the vehicle's drive train. Sterling Convenience Store in Toledo, one of Ohio's seven E85 retailers, sold the alternative fuel on August 3 for \$2.69 per gallon.

Meanwhile, Michigan's Meijer chain announced the opening of eight additional ethanol pumps in the state, and plans to open 11 additional sites by the end of the year, according to Convenience Store News online.

EPA Labeling Requirement for Ultra Low Sulfur Diesel

The EPA is reminding dealers about diesel pump labeling requirements. Dealers must display signage that informs buyers of the sulfur levels in their diesel tanks. When ultra low sulfur diesel enters the system this fall, certain pumps will need to be relabeled with new "15 parts per million" labels. For complete labeling information, contact the agency through www.epa.gov.

Political Overview

AFPD lobbyist McKenzie Davis reported little substantive action in Columbus as the Ohio General Assembly returns from summer recess. While most of the attention is focused on the upcoming November election, one bill surfaced that would affect Ohio gasoline dealers.

Lawmakers have introduced a bill that would require county auditors to test for octane compliance. Ohio is one of four states that does not perform octane tests. Michigan tests octane, but its program is administered at the state level and has proven to be more consistent than county testing. The Ohio Petroleum Marketers and Convenience Store Association is opposing the bill.

In Ohio's race for Governor, Davis noted that Congressman Ted Strickland has maintained a lead over Secretary of State Ken Blackwell in most of the polls to date. Poll trends appear to show that state residents are ready for a change in Ohio leadership and that it may be a rough road ahead for the incumbents.

In the General Assembly races, Davis reported that the Democrats believe they have an opportunity to gain seats in the Ohio House of Representatives and Ohio Senate. The majority control will most likely remain with the Republicans, but Democrats in both chambers are optimistic that their campaigns, based on the public's low approval of Governor Bob Taft's performance and the ongoing scandals of "Coingate" and the Ohio Bureau of Workers Compensation, will bring more Democrats to the Statehouse in Columbus.

News Briefs

- Smiling customers and empty underground tanks resulted from an August 8 price war between two stations off Ohio's Route 8 near Akron. When the Starfire Express station lowered its price per gallon to \$2.75, about 35 cents lower than the day's average for the area, the BP outlet across the road followed suit. Before long both stations were out of fuel and awaiting their tankers.

- AFPD Director Dave Freitag is running for County Commissioner in Huron County, Ohio. Freitag also serves as President of the Service Station Dealers of America and Allied Trades Association. AFPD Director of Government Affairs, Pat LaVecchia stated, "We support Dave and urge other dealers to seek elected offices," adding, "representation within the legislative system can only bolster more dealer-friendly laws and regulations."

- Alimentation Couche-Tard Inc., a large Canadian convenience chain, is purchasing 54 c-stores and petroleum stations from Holland Oil Co. of Akron. The additional outlets, located in the Cleveland and Akron-Canton areas, will bring Couche-Tard's total Midwest properties up to 692 stores. The Ohio stores had operated under the names Holland Oil and Close to Home. Chuck Holland started Holland Oil in 1954 with one filling station in Akron. The company opened their first convenience store /gas station outlet in 1981.



By Ed Weglarz
AFPD Executive VP of Petroleum

Protecting your bottom line

Every day we seem to be the target of some entity trying to nickel and dime us out of existence. In Ohio, a ballot proposal has been introduced to add a cigarette tax in Cuyahoga County to boost funding for the Arts. Voters will be asked to approve a 30-cents-per-pack increase in Cuyahoga County's cigarette tax to finance arts and culture. If approved, the tax would raise about \$20 Million annually and would be allocated by the county commissioners. This would have a negative economic impact on the retail community. If approved, the state and county taxes on cigarettes sold in Cuyahoga County would be about \$1.60 per pack. We will be requesting your help to fight this tax increase. This talk will destroy the level playing field for retailers in Cuyahoga County, and chase consumers into neighboring counties for their cigarette and related purchases.

In Michigan, a bill was introduced to mandate that every gallon of gasoline contain at least 2% ethanol. We testified against the mandate, along with other entities, because we oppose retailer mandates. Another additional gasoline blend only aggravates the supply situation in the event of a supply disruption. While a hearing was held, no vote was taken, and we feel that the bill has been tabled for the foreseeable future.

These are just two relevant items that continue to surface. We will keep trying to defend the ability of our members to run their businesses without additional, unnecessary interference from the government.

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Consumer Reports tests current impact of E-85

According to a special report in E-85 featured in the October issue of *Consumer Reports*, E-85 "will cost consumers more money than gasoline and that there are concerns about whether the government's support of flexible fuel vehicles is really helping the U.S. achieve energy independence."

Findings from Consumer Reports reveal:

- E-85 emits less smog-

producing pollutants than gasoline, but provides fewer miles per gallon, costs more, and is "hard to find outside the Midwest."

- Government support for flexible-fuel vehicles that can operate with either E-85 or gasoline "is indirectly causing more gasoline consumption rather than less."

- Blended with gasoline, ethanol has the potential "to fill a significant minority of future U.S. transportation fuel needs."

To learn more about how E-85 "stacks up" against gasoline, Consumer Reports put a 2007 Chevrolet Tahoe Flexible-Fuel Vehicle (FFV) through a series of fuel economy, acceleration and emissions tests.

Findings reveal that overall fuel economy dropped from 14 miles per gallon (mpg) using gasoline to 10 mpg using E-85. In highway driving, gasoline mileage fell from 21 mpg to 15 mpg; in city driving

gasoline mileage dropped from 9 mpg to 7mpg.

In conclusion, Consumer Reports notes that the "important backdrop to the ethanol debate" is that petroleum resources are rapidly depleting. Therefore, government scientists are "planning for a day when world oil production peaks and begins to slow," which means the U.S. "must begin planning for alternatives 20 years before that peak." - NACS

Campbell Oil's BellStores rebranding from CITGO to Marathon

Marathon gasoline will be sold at BellStore gas stations and convenience stores in Stark, Tuscarawas, Medina, Summit, Ashland and Wayne counties in Ohio, according to The Canton Repository.

Campbell Oil Co., which owns the BellStores, reached an agreement with Marathon,

ending its partnership with CITGO Petroleum Corp., which—as reported in the Food & Petroleum Report—announced in August that it will stop distributing gasoline in Ohio and nine other states to strengthen its business.

"It has always been our desire to partner with local businesses in our marketplace that keep

people employed here," said Brian Burrow, president of Massillon, Ohio-based Campbell Oil. "We need to support the companies that manufacture here to keep our communities strong."

Campbell Oil chose Marathon because Marathon has a refinery in Stark County, Burrow said. Findlay, Ohio-based Marathon

also offers a 5% rebate on gasoline to Marathon Chase MasterCard customers, he said.

The conversion to Marathon gasoline at BellStores should be completed by Thanksgiving, Burrow said. Signs, decals on gasoline pumps, canopies over the pumps and computer software will have to be changed, he added.

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Soggy start, fun finish at Liberty Golf Event

Chairman Award recipients named

By Paul R. Harvey
AFPD Correspondent

MEDINA, OH – Just as players teed up to start the July 27th Liberty USA/AFPD golf outing, heavy rains swept in and forced a short delay.

When skies cleared over the scenic Fox Meadow Course at Weymouth Country Club, a shotgun start sent players off in a scramble format that produced low scores.

Individual awards were handed out at the closest-to-the-pin and long-drive holes, but no golfers found the bottom of the cup at the hole-in-one contest.



(l to r) Dennis Sidorski, AFPD Petroleum/Auto Repair Vice Chair of Membership and Pat LaVecchia, AFPD Vice Chair of Government & Legislative Affairs

Following a buffet dinner, association officials presented a special award to recognize the superior marketing, sales and incentive programs offered by Liberty USA. Their unique understanding of the independent gasoline retailer has provided participating members with a more profitable bottom line.

AFPD also recognized two association leaders with its highest honor, the Chairman's Award for Outstanding Commitment and Dedication.

The first award, presented by Associated Food and Petroleum Dealers (AFPD) Vice Chairman Dennis Sidorski, was given to Government Affairs Chairman Pat LaVecchia in recognition of his inspiring example of courage, commitment, dedication and perseverance. Pat's many years of governmental affairs work, both at the local and national level, made him a driving force in protecting the future of the independent gasoline retailer.

The second award was handed to AFPD Membership Services Director Ron Milburn to honor his longstanding commitment and contributions to the association. Ron's dedication has embodied the hardworking spirit of the membership he serves.

AFPD 2006 scholarship recipients named

AFPD announced its 2006 academic scholarship award recipients at the Liberty Golf Event. These Scholarships are in addition to the AFD Foundation Scholarships that were awarded at Fox Hills in July.

The \$1,000 scholarships, named in honor of the late Phil Bucalo (Michigan) and Anthony Procaccini, Jr. (Ohio), were created to help college-aged sons and daughters of association members defray some of the high costs of continuing education.

Bucalo, a long-time Service Station Dealer Association of Michigan member and supporter, died in 1997. Anthony Procaccini, Jr., died in 1991 and was a revered Ohio dealer group member and strong industry proponent.

Phil Bucalo Memorial Scholarships

Brett Warner of Woodhaven and Paul Nashar of Farmington Hills were named Michigan's award recipients.



Brett, son of Bruce and Cherie Warner, is a junior at New York University in New York City.



Paul, the son of Joe and Joanne Nashar, is furthering his academic career as a freshman at Michigan State University in East Lansing.

Anthony Procaccini, Jr. Memorial Scholarships

The Ohio recipients are Jacqueline DelBrocco and Heather Shaw.



Jacqueline, the daughter of Jim and Debbie DelBrocco, is studying at Wittenberg University in Springfield, Ohio. The Chagrin Falls native is in her junior year.



Heather, daughter of Steve Shaw and Kelly Roxburgh, hails from Cuyahoga Falls and is starting her first year at Trinity College of Nursing in Steubenville, Ohio.

AFPD wishes all four recipients the best of luck in their academic careers, and thanks all sponsors and donors for helping to ensure the scholarship program is a continued success.

Dear AFPD:

Thank you very much for the generous scholarship. I am currently attending Michigan State University and majoring in Finance. Your scholarship will go to good use.

Thank you,
Paul Nashar



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A Taxing Situation

A car wash owner's plight with the Ohio Board of Tax Appeals

By Paul R. Harvey
Ohio Correspondent

A ruling on certain vague wording and gray areas in Ohio's sales tax laws may define whether coin-operated car wash owners owe large amounts of back-taxes or are due a refund.

One of our AFPD members, Jerry Billman, owner of Billman's Shell at West Broad in Columbus, has taken the State of Ohio's Sales Tax Commission to the third of four legal levels in a battle to determine if his coin-operated car wash revenues are exempt from sales tax.

After adding a Shell-branded car wash to his gasoline operation nine years ago, Billman, his accountant and attorney regularly checked with the State to confirm that coin-operated car washes were exempt from sales tax.

So when a tax auditor knocked on the door last year to inform Billman that he owed a sizeable amount of unpaid sales tax, he summoned his accountant, Jerry Shriner of Marcoin/E.K. Williams Company and asked him to assist in the matter.

"I pretty much told Mr. Billman not to worry and they could bring it on," said Shriner. "I had been calling the Ohio Sales Tax Commission almost every year since 1978 to check and re-check that statute." Nearly every time, the commission representative told Shriner that an unattended, tunnel-style, coin-operated car wash is definitely tax exempt. "If there was any question, I asked for a supervisor, who, after checking, always stated that these establishments are absolutely not taxable," added Shriner.

The coin-operated car wash tax codes mirror the code for coin-operated laundries "nearly word-for-word," said Shriner. "Yet Ohio now wants to interpret tunnel car washes as different from coin laundry businesses."

When Ohio state officials held firm to their new position that Billman was not exempt, the industry veteran decided to dig in and fight. Under the State's system, a party may appeal

vehicle. Finally, the statute requires that the car wash vendor provide no other personal property or personal service as part of the transaction.

The appellant has no employees that perform any services, such as hand drying, to the vehicle.

It was the board's conclusion that the customer uses the coin-activated equipment to wash his or her vehicle without additional personal property or personal service added to the

appellant's car wash sales are exempt from sales tax pursuant to R.C. 5739.02(B)(44)."

The State has 30 days to appeal and as of this writing, Billman was awaiting their decision.

"Whatever the outcome, it may be over for me but may not be over for the other tunnel-car wash operators in Ohio," said Billman. "I know of one operation that has over \$1.2 million dollars at stake."

Shriner agrees. "A different interpretation of the code may spell disaster for a number of Ohio car wash owners. If the State looks back to the previous four years, some operators could owe more than \$60,000 in back taxes," said Shriner. "I don't know of many businesses that could absorb that hit."

If the State appeals the favorable decision, Billman's final battle could be waged in the State Supreme Court. AFPD will continue to follow this developing story in upcoming issues.

When Billman's appeal to the Tax Commissioner failed, he presented his arguments to the Ohio Board of Tax Appeals. The Board voted in favor of Billman.

the original ruling. If that fails, the case moves to submission before the Tax Commissioner. If there is still no resolution, both sides can present their case to a referee, who then passes on a recommendation to a three-person panel in the Ohio Board of Tax Appeals for confirmation or rejection.

When Billman's appeal to the Tax Commissioner failed, he presented his arguments to the Ohio Board of Tax Appeals. The Board voted in favor of Billman, stating: "To be entitled to the exemption, the statute requires that the car wash be activated by a coin-operated device. The appellant's car wash meets this criterion. Furthermore, the statute requires that the coin-operated device activate equipment that dispenses water, soap, or wax, which the appellant's car wash does. In addition, the statute requires that the car wash be for the consumer's use on the premises in washing, cleaning, or waxing a motor

transaction. Based upon the statute, the dictionary definitions, and the case law, the board concluded that the exemption statute does not require the consumer to personally wash, clean, or wax a motor vehicle. Therefore, the commission found that the

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Ohio Petroleum Facts

Ohio is one of the few states that is allowed to use conventional gasoline statewide. Nearly all of Ohio's 16,000 barrels per day crude oil production is derived from stripper wells (wells that produce less than 10 barrels per day) that provide crude oil to the state's four petroleum refineries. Ohio has a combined crude distillation capacity of 551,400 barrels per calendar day, but remains dependent on crude oil from other producing states. The state has a large network of product pipelines that connect these refineries to markets in Ohio and adjoining states. Natural gas accounts for the largest share of the home heating market with 69 percent, followed by electricity with a 18 percent share.

NewsNOTES

Bacardi relaunches Havana Club rum in Florida

Following the resolution of a 10-year legal trademark dispute between the Cuban government and French liquor company Pernod Ricard, Bacardi is returning its Havana Club rum brand to the U.S. market. The super-premium brand will initially only be available in Florida. *-The Miami Herald*

Coke to offer brewing system, not just coffee drinks

Coca-Cola Co. has developed a proprietary brewing system for premium coffee and tea drinks which it hopes to sell to retailers ranging from small gas stations and convenience stores to hotels and high-end restaurants. It will test the system in several new company owned concept stores, under the Far Coast name. The first store opened on Sept. 22 in Toronto. *-The Wall Street Journal*

France begins to market wine

French wine makers, facing slipping market share in the U.S. and Britain, are developing an international brand strategy to better compete with vintners from places including California, Australia and Chile. *-International Herald Tribune*

Study: Researchers identify hormone for controlling obesity

A hormone that is released when protein-rich foods are consumed, signaling the brain that the stomach is full, could be used to control obesity, according to U.K. scientists. Dieticians said more research was needed before people could be advised to make long-term dietary changes. *-BBC*

Fuel promotions here to stay

While fuel operations do not significantly boost the bottom line, the gains a grocery store makes in traffic and customer loyalty by selling gas ensure that fuel centers are a permanent addition to the supermarket experience. A third of supermarket companies currently offer gasoline service, according to the Food Marketing Institute. Analysts say that fuel operations will be the fastest-growing trend in supermarkets in the remainder of this decade. *-Progressive Grocer*

Study: Juice may prevent Alzheimer's

Antioxidant polyphenols in fruit and vegetable juice may help prevent Alzheimer's disease. According to a study, drinking three glasses of juice a week could cut the risk of the disease by 75%. *-Nutraceuticals*

Report: Grocery segment will become more fractured

By 2010, the traditional grocery store is expected to account for only 44% of the food market, as discount retailers and fresh markets proliferate and further segment the market, according to a Willard Bishop report. Food has become a traffic driver for many retailers, according to an author of the report. *-Chicago Tribune*

Preventing over-ripeness

MSNBC reports that Mark Riley, an assistant professor of agricultural and biosystems engineering at the University of Arizona, has invented a sticker that detects the presence of ethylene gas in fresh fruits and vegetables.

This may not sound like a big deal, but ethylene gas is what fruits and vegetables release as they ripen – meaning that this new sticker will be able to tell consumers and produce department employees when these products are under-ripe or ripe.

The stickers are expected to cost about a penny a piece, and should be available on the market within the next couple of years. The only thing holding up distribution is the fact that they don't work on all fruits and vegetables, and they don't indicate when a piece of fruit is over-ripe or rotten.

Permits,

Continued from front page.

surrounding convenience stores and the ban's implications on the city.

AFPD has responded to the City Council's decision by demanding that the ban be lifted. In a letter to the Toledo City Council, AFPD President Jane Shallal asked the city council to: "Please provide us with whatever factual evidence you have that such problems are the result of convenience store operations in Toledo."

Shallal went on to state: "City officials should not be quick to cast blame for general social problems on our business owners without actual support or establishing a sound relationship that such businesses cause such social ills. Your council should study the issues surrounding convenience stores prior to issuing a ban. Further, alcoholism, drug abuse and crimes are not the result of convenience store operations, but have roots in other causes, i.e. unemployment, lack of adequate education system and lack of adequate drug prevention efforts in the community."



Customer Service






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Meijer CO-CEO to step down by year's end

Paul Boyer, CO-CEO of Meijer Inc., will step down from his position at the family-owned regional supercenter chain at year's end.

The 60-year-old Boyer, who has shared the chief executive post with Hank Meijer since 2005, has been with the company for 36 years. He was quoted in a local report as saying that while he "will no longer be a full-time employee of Meijer," he will remain on the chain's

executive board as vice chairman.

Having joined Meijer in 1970, Boyer assumed positions of increasing responsibility through the years, including heading up Meijer's now defunct membership warehouse, SourceClub, in the 1990s. In 2001, when he was the chain's executive vice president, Boyer announced plans to retire from the family-run business the following year. However, he was persuaded to stay on as president and COO, when

Fred Meijer decided to step aside and turn the company over to a new executive team.

Boyer assumed the post, while Hank Meijer became CEO and co-chairman with his brother, Doug. In 2005, Boyer was promoted to co-chief executive.

Company officials said Boyer has been instrumental in the company's latest executive transition involving its new president, Mark Murray, who took the helm the first week

of August. The former president of Grand Valley State University had served on Meijer's executive board since 2004.

Meijer's leadership transition is expected to be complete by Jan. 1.

Meijer, which operates 176 supercenters featuring over 40 departments throughout Illinois, Indiana, Kentucky, Michigan, and Ohio, will be nationally recognized in *Progressive Grocer's* December 2006 issue as Retailer of the Year.

Beer industry brews \$162 billion for U.S. economy

A recent Beer Institute and National Beer Wholesalers Association study reveals that the beer industry pours more than \$162 billion into the U.S. economy, while AC Nielsen data reveals that convenience stores "are still carrying the water for the rest of the off-premise beer industry," reports *Beer Business Daily*.

According to a press release by the association, beer has given the

U.S. economy "quite a buzz in the past year," noting that today's beer industry includes more than 2,400 brewers and beer importers, 1,908 beer wholesalers and 551,000 retail establishments.

"Numerous businesses depend on the beer industry for their livelihood," Beer Institute president Jeff Becker said in a statement, adding, "Whether it's farmers, packaging manufacturers,

or truck drivers, the economic impact of the beer industry grows exponentially when you factor in products and services needed for the production, distribution, and sale of malt beverages."

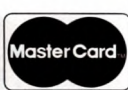
Meanwhile, *Beer Business Daily* reports that convenience stores continue to drive beer sales, with year-to-date beer volumes up 1.4 percent, according to AC Nielsen scanner data.

According to the news source, imports continue to grow, as convenience store sales are responsible for 10.7 percent of category dollar volume. According to Nick Lake, vice president of business development at AC Nielsen, more convenience store operators are adding more imports to their offer, "as the average number of import items stocked is up 1.2 items per store thus far in 2006."

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Great Lakes Goods

From the entrepreneur that sells his products out of the back of a minivan to the food-manufacturing giants, the Great Lakes region provides opportunities to all. On this page and beyond, we salute a few select Great Lakes-grown companies and their products.



Kar's Nuts old bag gets an extreme makeover Miss Kar is Back in the Peanut Car Driver's Seat

Kar's Nuts, the 73-year-old Metro Detroit snack food company, launched a bold new image campaign this summer that included a new logo, icon, and packaging for its entire line of snack foods.

The fun and vibrant packages are designed to capture attention and increase sales. The new look embraces the company's heritage while giving it an exciting and modern appeal.

Driving back onto the scene is Miss Kar, an icon who represented the company through the 1960s. Based on company founder, Sue Karpe, Miss Kar rules the road in her yellow, peanut-shaped roadster.

To introduce Kar's three new snack mixes, Miss Kar is shown driving to a different destination on each of the packages – to the sea and mountains on the Strawberry Pineapple Nut Mix, to the farm on the Berry, Berry Nutty Mix, and to the big city on the Sweet 'N Salty Select Mix.

Kar's Nuts has been providing quality nut and snack items to customers since 1933. The company was originally founded by the Karpe family. They began the business in their Detroit home by roasting nuts in their kitchen for sale across the street at Tiger Stadium. Response to their roasting method and taste was fantastic and the business was born. For more information, log on to www.karsnuts.com or call 1-800-KARS-NUTS (1-800-527-6887).



SRC Refrigeration

Keeping its cool for a quarter century

Over 25 years ago SRC Refrigeration began with a sales staff of three, selling refrigeration products to the floral industry. In 1988, the business expanded to become an original equipment manufacturer and marketed refrigerated products to restaurants, convenience stores and gas station mini-marts. The move into manufacturing proved a wise business choice and by 1993, rapid growth prompted owners Craig Richert and Andre Sykes to move into a modern new manufacturing facility in Sterling Heights, Michigan to accommodate future planned growth.

In 1999, SRC invested in new automated machinery. The recent investment in some of the most advanced automation equipment in the industry has grown the business and has positioned SRC as a refrigeration company that sets and exceeds industry standards.

With over 12,500 units sold to



date, the many unique features and custom designs offered by SRC make their refrigeration units popular with restaurants, convenience stores and floral shops across the nation.

SRC's new website; www.SRCrefrigeration.com is designed to provide a quick summary of products and services. Customers can click further for more detailed information. You can also discover how walk-ins are built and view all the components (glass doors and refrigeration) that SRC can provide.

SRC's attention to quality and customer services has earned them a reputation for value, dependability and style throughout the United States and in more than 15 countries worldwide. For more information, contact SRC Refrigeration president Craig Richert, at 586-254-0485 Ext 11.



Better Made – a Michigan chip tradition

Better Made was founded in Detroit as Cross & Peters Company, Inc. on August 1, 1930. Apparently Detroit was a chip-happy city back then because by 1934, there were over 20 potato chip companies in Detroit. Today, only Better Made remains. Better Made is proud to have survived and prospered through the years as a Union plant, drawing many of its employees from the surrounding urban area.

From the beginning, Better Made has processed Michigan potatoes for up to 10 months of the year and the best available potatoes from Florida, North Carolina, Indiana and Missouri for the remainder of the year.

Better Made Potato Chips and Popcorn are cooked exclusively in 100% cottonseed oil, containing 0 grams of trans fat.

Because Better Made is a Detroit company, they are in a good location to know what Michiganders like to snack on and can easily adapt to market changes and trends.

Better Made Snack Foods has a full line of traditional-flavor chips, as well as new flavors such as Salvatore's Sicilian Style (Garlic & Parmesan), Izzy's Deli Dill, Cathy's Creamy Barbeque, Salt and Pepper, Curry & Garlic and Ketchup. They also produce a line of flavored popcorn as well as tortilla chips, cheese

Kistler Farms cheese spread is the cream of the crop



Kistler Farms is a family-owned and operated business in Battle Creek. An overwhelming hit at both AFPD Holiday Beverage Shows, Kistler makes a gourmet cheese spread line, using high quality products. The spreads have a light creamy texture and come in four varieties. The Original variety is a mixture of herbs, with a hint of garlic. The other flavors are: Bold Robust Beer, Mild Robust Beer and Jalapeno Cheddar. The spreads are hand-packaged in six-ounce sizes priced at \$4.99 and 12-ounce sizes, priced at \$7.99. There also are larger containers for restaurants and caterers.

In the beginning, Mom Kistler made the Original recipe for social gatherings and gifts for friends and family. After years of encouragement, Mom brought the family together to create Kistler Farms in March of 2006. For more information, contact Kistler Farms at 269-441-1155 or visit the company website at www.kistlerfarms.com.



puffs, pretzels, salsas, cookies and more. For more information go to bettermadesnackfoods.com. Also available are Better Made hats, t-shirts, mouse pads and coffee mugs.

Polish Harvest perfects the pierogi



Mariola Kwialek and Marek Rzeszut

Once upon a time little old Polish ladies in Hamtramck would congregate to make pierogi – polish dumplings. They would roll and cut the dough by hand, insert the filling and carefully seal their little

prizes. The process was a social event that helped keep the Polish community united and at the same time, produced some tasty meals for many families.

The tradition continues today, at Polish Harvest. Although the women meet in a commercial kitchen, they still roll out the dough and mold the pierogi by hand. The company has been producing hand-made pierogi for over 20 years and still does everything the old fashioned way.

"We only hire women that are 60 or older to make our pierogi, because they know how to do it correctly," says Marek Rzeszut, Polish Harvest sales representative.

Back in 1991, to meet the demands of the growing Metro Detroit Polish

population, the company began production in Bozk Market on Holbrook Street in Hamtramck. The dumplings were so popular that they were soon supplying them directly to other local food stores.

Today, Polish Harvest pierogi are distributed by Dairy Fresh. They come frozen and fully cooked. Customers simply heat (boil, fry or microwave) and enjoy.

Polish Harvest Pierogi come in a wide assortment of varieties – both savory and sweet. There are Potato Pierogi, Potato Cheddar, Farmers Cheese, Sauerkraut, Mushroom and a few varieties that combine these fillings. Then there are the sweet pierogi – Strawberry,



Blueberry and Plum.

To properly store and display Polish Harvest Pierogi, Rzeszut says that the company will even provide retailers with a custom-designed, free standing freezer.

For more information, call Marek Rzeszut toll free at (866) 758-0502.

Faygo turns 99 and introduces Megasport

Faygo Beverages has been at the leading edge of flavored soft drinks for almost 100 years, and now National Beverage, (Faygo's parent company) has turned its flavor developing skills to two new liquid categories: energy drinks and vitamin-enhanced fitness fuel. Rip It, Faygo's energy drink has been a phenomenal seller since its introduction two years ago. Now, the Faygo team is counting on Megasport to do the same.

Faygo believes that their new fitness drink, with vitamins, is the best-tasting product in the fast-growing category. Megasport comes in Orange, Fruit Punch, Lemon Lime and Berry flavors.

Faygo Beverages, a Detroit icon, will turn 100 in 2007. Look for more news and more new products in the coming months, as they celebrate a century in the Motor City.



Huron Environmental consulting services

Whether it is site planning, Phase I/II property assessments, underground storage tank closures, asbestos management, soil testing, mold services or a host of other environment-related services, Huron Consultants can provide the expertise. And, for AFPD members, the company will provide a free consultation and special reduced rates for Phase I site assessments and underground storage tank services.

Co-owned by Fred Abdou and Daren McLaughlin, the spectrum of projects performed by Huron Consultants ranges from due diligence assessments for real estate transfers, underground storage tank management, to large-scale river restoration and watershed planning.

One of Huron Consultants' primary roles is property assessment services that are often needed by service station and convenience store retailers.

Due diligence services – like Phase I environmental site assessments, are a primary function of Huron Consultants. It is important to know the condition of the facility before purchasing a service station. Having this type of knowledge can save the potential purchaser thousands of dollars.

Huron also provides baseline environmental assessments (BEAs), underground storage tank management, and brownfield redevelopment services.

Suffice to say that when it involves environmental issues, Huron Consultants has it covered, from the ground (water) up. To learn how you can save on Huron Consultants' services, first call AFPD at (248) 671-9600, for your member I.D. number. Then call Fred Abdou at Huron Consultants (248) 546-7250 and give him your AFPD I.D. number for your discounted rate quote.



Countywide Petroleum adds Valero brand

Countywide Petroleum Company of North Royalton, Ohio is one of Ohio's largest wholesale distributors of gasoline and diesel fuel. It was founded in 1984 by Don and Russ Sposit. Countywide carries Marathon, Sunoco, Clark and now Valero brands.

Countywide offers co-op buying power for propane, cigarettes, coffee and advertising. They also offer below prime interest rate loans and national sales promotion POP. For more information, call 440-237-4448.

Countywide Petroleum Co.

Brownwood Acres – From roadside stand to a “Top 500 Fastest Growing Company”

By Michele MacWilliams

Steven de Tar comes from a long line of entrepreneurs. His great grandmother started a roadside fruit stand that his grandparents grew into a Northern Michigan tourist destination. He and his family expanded on this with a line of wholesale fruit products. Now, they have branched into the functional food industry.

It all started in 1945, when Steve's great grandmother, Mary Louise Morse, moved to Northern Michigan to retire. She was divorced, and planned to spend the summers in a cottage she owned on Torch Lake and winters on the family farm that was just down the road. To make ends meet, she opened a roadside stand at her farm on East Torch Lake Drive, south of Eastport, where she sold fruit, vegetables and honey. Because sugar was rationed during the war, the roadside stand with its supply of honey was a popular stop for locals.

Over the years, the stand grew into a series of historic buildings that sold a variety of homemade products in a quaint and inviting atmosphere, called Brownwood Acres. The family purchased rundown historic buildings in the area and moved them to the farm for restoration. In the mid '50s, they brought Antrim County's first one-room schoolhouse to their property and in 1957 they moved an original country store - which had served as a stagecoach stop - across frozen Torch Lake to their farm. Unfortunately, it broke through the ice and took a great deal of effort and expense to haul it out and restore it.

"My grandmother paid \$1,000 for the building, but it ended up costing her \$25,000 to move it and get it restored. She was determined to do it, because she thought it was important to preserve historic buildings," said Steve de Tar.

The Original Country Store, which dates back to the Civil War, is considered to be the gem of the Brownwood compound.

From these series of shops they sold (and still sell) old-fashioned penny candy, fresh-squeezed lemonade, donuts right from the fryer, local crafts, candles and souvenirs. They

also sold their own line of products, most of them featuring local cherries. Brownwood was the first company to create and market cherry butter.

They also made cherry jam, barbecue sauce, salsa and other cherry-related specialty products.

Those products and many others are still very popular staples at Brownwood Acres. They are also available on their website, brownwoodfarms.com and at many grocery stores and specialty markets across the Midwest.

In the 1960s the family converted the farmhouse into a restaurant and purchased and moved a barn onto the grounds, which they used as a nightclub. They closed that part of the business in the 1980s however, when Steve's grandparents moved to Florida to start a retirement

community. Still today, the retail shops remain open from Memorial Day through Labor Day and the demand for their Brownwood products continues to grow.

In 1980, when Steve de Tar graduated from college, Brownwood products were only available at Brownwood Acres. He saw an opportunity for expansion and began marketing them to stores and specialty markets across the Midwest. He grew the company, expanding its manufacturing capabilities. Then, in 1999, by happenstance he discovered the health benefits of cherry juice

concentrate. Steve had been suffering from Plantar Fasciitis, a condition that gave him a great deal of pain in his heel. Even custom orthotic

inserts in his shoes didn't help. At the time Brownwood was using tart cherry juice concentrate in some of their products. Steve began taking a tablespoon of the concentrate daily and almost instantly his pain was

gone. Cherries are known for their anti-inflammatory properties and the concentrated juice magnified the benefits.

He created a brochure touting his new tart cherry juice concentrate, bottled the product and began selling it. The following year a buyer from Kroger came up to Brownwood to sample this new product and place an order. Today Kroger is de Tar's

largest customer.

Due to the popularity of the product, de Tar spun off Brownwood Farms - which is the name of the company that produces the cherry

butter, preserves and salsa - and created a new company, Brownwood Acres Foods, to produce and market the cherry concentrate. Since then the company has grown to become America's number one supplier of tart cherry juice concentrate to the consumer, retail, grocery, natural food and health trade. Now they also market wild blueberry, pomegranate, red raspberry, cranberry and Concord grape juice concentrates.

Two years ago de Tar formed a partnership with Bob and Janet Underwood. The pair had previously owned one of the Traverse City area's largest farm markets and had spent 40 years in the produce business. When they sold their land for development, Bob Underwood began a second career, researching the health benefits of various fruits to develop a means to capture these benefits and provide them in an easy-to-store and easy-to-eat form. The Underwoods first came up with one-a-day softgels made from the whole cherry and wild blueberry fruit. Bob's proprietary patented process creates a highly condensed fruit paste that is then placed into the softgel capsules.

The same technology used for the Softgel paste was then used to create FRUITFAST BARS, a line of fruit supplement bars, made from 100% fruit. USDA-developed and patented, FruitFast Bar's proprietary process delivers one serving of tart cherries, wild blueberries or pomegranates, plus one whole apple in every bar. FruitFast Bars are all natural with no preservatives, additives, or fillers and are laboratory tested.

"Our bars are designed to deliver the power of fruit," said Underwood. "We wanted to find a convenient and tasty way to provide two of the recommended five fruits a day, and we have. There is no other process and no other product like this anywhere."

The popularity of their products has made the company grow dramatically. Brownwood Acres Foods, for the second year in a row, was named to Inc. Magazine's List of America's 500 Fastest-Growing Privately Held Companies. "This is a tribute to our customers, our employees and our products," de Tar explained, adding: "Our dedication to quality, research and innovation has placed Brownwood Acres at the forefront of the functional food industry."

The company has come a long way from the fruit stand that de Tar's great grandmother opened 50 years ago. Still, they haven't strayed from the basic premise of providing unique, wholesome, quality products.



Bob Underwood (left) and Steve de Tar



Student Wage,

Continued from front page.

the Associated Food & Petroleum Dealers and the retail food industry. In addition, other industries – such as fast food restaurants, convenience stores, gas stations, golf courses, movie theatres, and hotels and resorts – jumped onboard. The coalition crafted language and used its grass-roots capability to work directly with lawmakers to educate them on how Michigan's new \$6.95-per-hour minimum wage would severely limit jobs for young people, impacting them and their families. "This issue was about preserving

jobs for young people and enabling the local grocer to continue to provide services to customers, such as carry-outs and baggers," says AFPD Board Member and coalition chair Mary Dechow, Director of Government & Regulatory Affairs for Spartan Stores, Inc., a retailer and wholesaler in Michigan. "Service is what sets us apart from the mass merchandisers, but many retailers were finding it hard to justify the cost of extra services with hourly wages pushing close to \$7 an hour. The student wage enables stores to maintain that service niche."

Adds Jane Shallal, President of Associated Food & Petroleum Dealers: "This encourages our

retailers to hire and train high school students, at a wage rate that they can afford and that's appropriate for young people. These young workers are our future employment base, and starting them during high school helps us to better develop their skills and knowledge of the industry."

The legislation was tie-barred to two other bills: One to return Michigan to compliance with Federal Fair Labor Standards and another that provided Michigan's low-income families with a new Earned Income Tax Credit. The former, had it not passed, would have required Michigan employers to move many current salaried (exempt) associates to hourly (non-exempt) status.

Patros finds "Perfect" position



Perfect Mortgage is pleased to announce the promotion of Rudy Patros to Vice President of Mortgage Banking. Rudy's professionalism, work ethic and dedication to customer satisfaction have earned him a loyal client base as he sets a standard of excellence in residential lending. Prior to joining Perfect Mortgage, Rudy had a distinguished career as a consultant in the security industry.

SB 50,

Continued from front page.

has been historically granted and protected and would have jeopardized our retail dealers business."

In vetoing the Bill, the Governor stated, "The bill would authorize 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 unintentionally may result in the creation of new loopholes in Michigan law regulating the distribution and sale of alcoholic beverages including, existing restrictions designed to prevent the illegal consumption of alcoholic beverages by minors."

Shallal agreed, stating, "Our AFPD merchants go to great

lengths to be trained and to comply with Michigan Liquor Control Regulations so that they can have this special privilege of being sole providers of off-premise liquor sales, and are heavily scrutinized and investigated throughout retention of their licenses. Senate Bill 50 has no logical enforcement mechanisms for caterers and restaurants similar to those imposed on other merchants who sell liquor."

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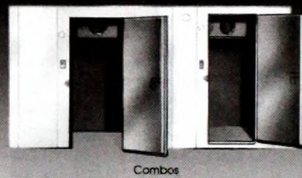
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AFPD accepts nominations for Board of Directors election

It is time to choose the AFPD's Board of Directors for 2007. The election results will be tallied on Tuesday, December 12, 2006.

Any voting member of the association may be nominated to sit on the board.

In order to be eligible, you must be a member in good standing for

no less than the prior 12 months and you must be nominated in writing on or before November 1, 2006. All nominations require support of 25 other members in good standing or a majority vote by the nominating committee. You must be qualified to serve in either the retail category as a regional

director, or as a supplier director.

Our board of directors sets policies by which the AFPD is governed. We urge all AFPD members to get involved by nominating candidates you feel will devote their time and talent to represent the food industry with professionalism and integrity.

Please send your nominations on or before November 1, with supporting signatures, to the AFPD Nominating Committee, 30415 West Thirteen Mile Road, Farmington Hills, Michigan 48334. For more information, call Dan Reeves, AFPD Vice President, at 248-671-9600.

Retailers should be wary of suspicious mailers

The Michigan Department of Agriculture (MDA) has been made aware of a possible scam aimed at retail food establishments.

A business called the "Michigan Food Service Compliance Center" has been mailing flyers to food establishments around the state (grocery stores, restaurants, schools, health care facilities) and in other states selling "approved handwashing posters." The flyers quote sections of the Michigan Food Code and Food Law. The wording implies that an operator risks being closed down or

fined up to \$2,500 if they fail to have handwashing signs that meet "exact specifications." Signs are then offered for sale for \$19.95 each plus shipping.

The MDA only stipulates that:

- While hand washing signs are required, they are a non-critical item, which would not result in fines or closure.
- Signs are only required to be legible and in the correct place.
- This firm is not endorsed by MDA.

If you have any questions, please call your inspecting agency.

Places to see...

Ohio gas station museum will bring back memories

Cuyahoga Falls, Ohio – If business or pleasure takes you through the Akron, Ohio area, hop off the expressway and stop for a quick tour at Bill Clifford's service station and antique auto museum.

A couple of meticulously restored vehicles, classic metal signs and loads of kitschy gas station memorabilia greet visitors to the site at 1930 Front Street, at the corner of Broad and Front Streets in the north Akron suburb.

Visitors often describe the attraction as a "service station minus the grease."

Clifford spent countless hours perusing flea markets throughout the country in search of gas cans, posters, old oil cans and any trinkets that embraced the feel of the old days of service stations.

The retired Clifford loves to chat with friends and visitors who stop by the station. While there are no set hours for the mini-museum, you can call Clifford direct at (330) 928-2147.



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Forgotten Harvest: The One Million Pound Challenge

Perfectly nutritious food is continually thrown away while people in our own communities go hungry each day. According to the USDA, one-quarter of the food produced in this country – nearly 96 billion pounds – is wasted each year. And each year, Forgotten Harvest rescues over eight million pounds of food and delivers it – the same day at no cost – to area emergency food providers. But the demand for donated food continues to increase.

The Associated Food and Petroleum Dealers has partnered 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.

There's no reason not to help

By donating perfectly good food that would normally be thrown away, you can take advantage of the following benefits:

- Save on disposal fees
- Your donation is tax-deductible
- Absolutely no cost to you
- No special staffing or resources are required
- There is no risk of liability by donating your surplus food

Are YOU up to the challenge?

As a possible donor, here are some of the options you can consider:

- One-time-only pickup for donors that have a one-time surplus.
- Occasional/on-call pickup for donors that have excess food less often than once a week.
- Multiple days per week for



donors who have minimum storage space and need more frequent pickups.

- Scheduled daily/weekly/monthly pickups.

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 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.

C-store sales up seven percent

Record-high gas prices have put the squeeze on consumer's wallets, and retail giants like Wal-Mart, Sam's Club and Costco have felt the impact. Wal-Mart reported its first quarterly income decline in a decade and partially blamed rising fuel prices. Home Depot said steep fuel prices were putting pressure on the consumer's spendable income.

However, the convenience store industry is reporting a different scenario. An exclusive report by month-to-month benchmarking specialists CSX LLC, based on 75 same firms with roughly 4,000 stores, shows these operators have, so far, substantially avoided the impact from pinched wallets. Through the first six months of 2006, total per-store total inside sales for CSX's population were actually up 7%, topping last year's mid-year performance.

"There have been slight gains in fuel gallons sold per store and nice gains on inside sales resulting in higher gross profit dollars," CSX co-founder Dr. David Nelson told CSP Daily News. "But unfortunately all the volume and gross profit dollar gains went to feed the credit-card companies (from higher pump prices) and higher operating costs so we have to find more resourceful ways to retain some of the top line gains on the profit line."



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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 tax-deductible

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 tax-deductible donation, please fill out the form below or call Michele MacWilliams at (248) 671-9600. Thank You.

Yes! I want to provide Thanksgiving dinner to needy Metro Detroit families.

Name

Business

Address

Phone

Email

Payment Method:

By check:

Make check payable to AFPD Turkey Drive and send this form, with your check, to:

AFPD Turkey Drive
30415 W. 13 Mile Road
Farmington Hills, MI 48334

By credit card:

Circle one: MC Visa Card Number:

Expiration Date: V-Code # (last 3 digits on back of card)

Signature



I will provide Thanksgiving turkeys for:

- ☐ 20 families at \$200 ☐ 100 families at \$1,000
☐ 40 families at \$400 ☐ Other
☐ 50 families at \$500

Fax to AFPD at (248) 671-9610

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MasterCard announces interchange initiatives

MasterCard Worldwide announced in a press release in September that it will soon implement "initiatives aimed at addressing concerns that have been raised by the merchant community, and helping them maximize the benefits and value of accepting MasterCard cards."

According to the release, these initiatives include "publishing all the MasterCard interchange rates that apply to U.S. merchants and establishing a cap on interchange fees on fuel purchases at petroleum retailers," and that they "build on a series of steps MasterCard has taken to recognize the important voice of merchants in today's vibrant payments industry."

"This press release is an acknowledgement that merchant concerns are legitimate," NACS Senior Vice President of Government Relations Lyle Beckwith told NACS Daily.

The press release said that MasterCard "will post the

(interchange) rates" on its Web site "on or before November 1, 2006," and that it will put "a cap on interchange fees when consumers use their MasterCard cards for gasoline purchases," which "will provide benefits to gasoline retailers on credit card transactions of about \$50 or more."

MasterCard's announcement regarding the credit card transaction fee caps has sparked cautious optimism among retailers, rather than hurrahs.

Gary Arnold, CFO at Belleville, Ill.-based FKG Oil Co., operator of 70 retail outlets in six Midwestern states, considers MasterCard's move a token gesture that will generate small savings for fuel operators. "For me, it will mean \$8,000 savings," Arnold told CSP Daily News. "It's a very small drop. It's more political than real savings for us. The other question is whether Visa will follow."



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- \$600 for each additional table

GOLD SPONSOR—\$7,000

- Two tables of 10 for dinner (Prime seating)
 - 7 company images for media presentation
 - Corporate signage at the dinner
 - Half-price on the ad of your choice in the Food and Petroleum Report
 - Use of 2 company products at dinner (or 2 additional images in media presentation)
- \$700 for each additional table

SILVER SPONSOR—\$4,000

- One table of 10 for dinner (Preferential seating)
 - 4 company images for media presentation
 - Corporate signage at the dinner
 - Half-price on the ad of your choice in the Food and Petroleum Report
 - Use of 1 company products at dinner (or 1 additional images in media presentation)
- \$800 for each additional table

BRONZE SPONSOR—\$2,500

- One table of 10 for dinner
 - 2 company images for media presentation
 - Corporate signage at the dinner
 - Half-price on the ad of your choice in the Food and Petroleum Report
- \$600 for each additional table

Tables of 10—\$1,250 • Couple—\$275 • Individual—\$150

Motor In

Friday, February 9

*By popular demand,
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Penna's of Sterling

(Van Dyke at 16-1/2 Mile Road)

6:30 p.m.



Please call

Michele MacWilliams at AFPD —

248.671.9600 for sponsorship opportunities.

Live drawings are coming up soon



Commissioner Gary Peters

Retailers will want to note that the Michigan Lottery has another live \$2 million drawing on the horizon, set for December 1 during halftime of the Detroit Pistons game. Five finalists will be selected from those players who've won \$1,000 on any of our \$20 instant tickets and the drawing to select them will be Friday, Nov. 17, at the Lottery headquarters in Lansing. Players must have claimed their \$1,000 by close of business on Wednesday, Nov. 15. However, if they miss that deadline, they will be eligible for the next drawing, which will be sometime in the spring of 2007. Actually, regardless of when a player claims their \$1,000 prize, they will have an opportunity to be a finalist at some point. In addition to the Pistons halftime drawings, other live drawing venues have included the International Freedom Festival rooftop party in Detroit, the Michigan International Speedway in Brooklyn, and the Arts, Beats and Eats Festival in Pontiac.

Additionally, the Lottery will be conducting a live drawing during halftime of the Detroit Lions game on Christmas Eve. One lucky player, selected from five finalists, will walk away with \$500,000. The drawing and four others for smaller prizes that will be conducted prior to December 24 are part of the

promotion of the Lottery's holiday instant game, Holiday Celebration. Watch our Web site for more details on these drawings.

New Instant Games

Watch for The Golden Ticket on Sept. 18, a \$5 game that offers up

to 14 chances to win. The top prize is \$250,000. Get into the Halloween swing with Triple Treat, which launches Sept. 25. This \$2 game has a top prize of \$31,000.

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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For Employees

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- Unused funds roll over each year and can be invested for growth

Flexible Blue also includes online resources to help employees make informed decisions about their health care, prescription drugs and more. Best of all, Flexible Blue lets you offer your employees the security of Blue Cross coverage at a cost that could be significantly less than you currently pay. Flexible Blue also works with health reimbursement arrangements (HRAs), flexible spending accounts (FSAs), or as a stand-alone benefit option.

To learn more about how Flexible Blue can save your business money on health care costs, contact the Associated Food Dealers today at (248) 671-9600.

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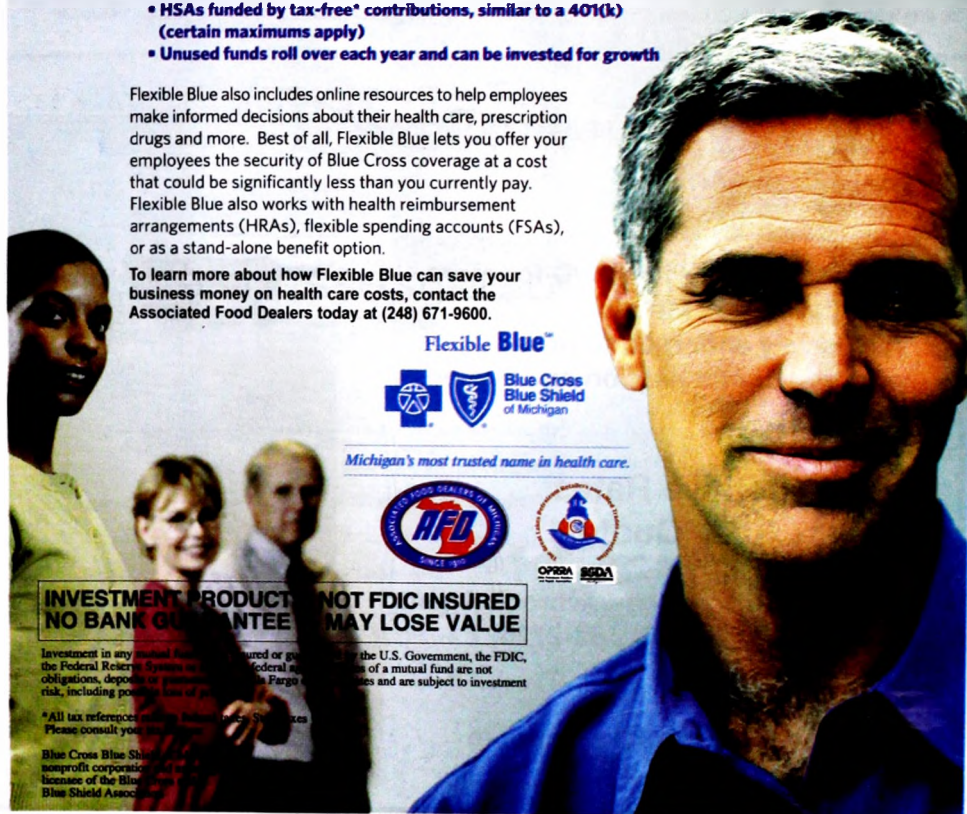


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The Associated Food & Petroleum Dealers, Inc. welcomes these new members who have joined in January through August 2006:

7 Eleven Store No #69	Early Times	Imperial Market	Mikes Party Store	Ser Enterprises
Advertising Specialties	Family Foods Market	Integrity Mortgage Solutions	Netcam Viewing	Shores Canteen
Amanda Carryout	Family Foods Market Place	Jenny & Rons Market Inc	Netco ATM	Sky's Spirits
Andiamo - 5 locations	Family Foods Super Store	Johnston Meat Processing	New Center Super Market	Stop 'N' Shop
Asia Food Mart	Farmers Insurance	Kado Productions	Oak City Grill	Sugar Shack
Bainbridge Automotive LLC	Fast Lane Party Store	Kistler Farms	One Group Investments, Inc.	Sun Set Liquor
Barky Mart Inc.	First Link Group	Kizana Enterprises	Pars Ice Cream Co.	Sunrise Petroleum Inc.
Bartz Bakery	Food Castle of Grand Blanc	La Fiesta Supermarket	Petland	Sunset BP
Bellaire General Store	Foods of India	Lakeshore Market of Kalamazoo	Pik a Snak Inc	Susie's Party Shopper
Benito's Pizza	Funtime Market & Deli	Lincoln Park Save-A-Lot	Piquette Market (Meat Wholesaler)	Tall Pines Grocery
Bergholz Financial Corp	Gibraltar Party Station	Lion's Market	Polish Harvest	The Hangar Party Store
Big Apple Fruit Market	Gleaners Community Food Bank	Mack Food Center	Pontiac Food Center	The Pit Stop LLC
Bloch Brothers	Grace Petroleum	Mands, Inc.	Power One Merchant Services	Tireman Save-A-Lot
Bobs Market House	Grand River Save-A-Lot	Marketing Solutions Print/Mail	Produce Palace	Total Speedy
Bobs Party Store	Great Lakes Baking Co.	Matthews Citgo LLC	Ray's Food Center	TRM Marathon
Buddy's Food Mart	H.T. Hackney, Gahanna, OH	McBain Jiffy Mart	Ray's Mug & Jug	Union Lake Liquor Shoppe
Burnette Foods	H.T. Hackney, Wyoming, MI	Mekani, Orow, Mekani, Shallal, Hakim & Hinds, P.C.	Red Apple	Uptown Food Center
Cadillac Coffee	Hadeel, LLC	Metropolitan Mortgage Group	Red Bull North America	Ventimiglias Italian Foods
Charles Halabu Agency	Harsh Food Mart	Mexicantown Wholesale	Rexfords Foods	Vintage Wine & Deli, Inc.
Clark Food Service	Henry A. Fox Sales	Michigan Beverage, LLC.	RK Petroleum Corp	Von's Supermarket
Corinne's	Herr's Snacks	Michigan Merchant Services - COCARD	Rookies Management	Walt Kempinski Graphics
Cummins Bridgeway Poser	HSI, The Magazine Co.	Mike Kadian Food Consultants	Roseville Market Inc.	Warren Prescriptions
DeYoungs Steve Big Top Market	Huron Consultants	Mike's Fresh Market	Saginaw Supermarket	Wireless Giant
Dhami Solon Inc.	Hustead Marathon	Mike's Hard Lemonade	Sams Liquor Shop	Xango
Diamond Market	Ice Cream Express Unlimited		Schaefer Save-A-Lot	Yafa, Inc.
Doug Born Smoked Meats	Imperial Co. / Next Door Stores		Schuster's Marathon	YYU Shah LLC
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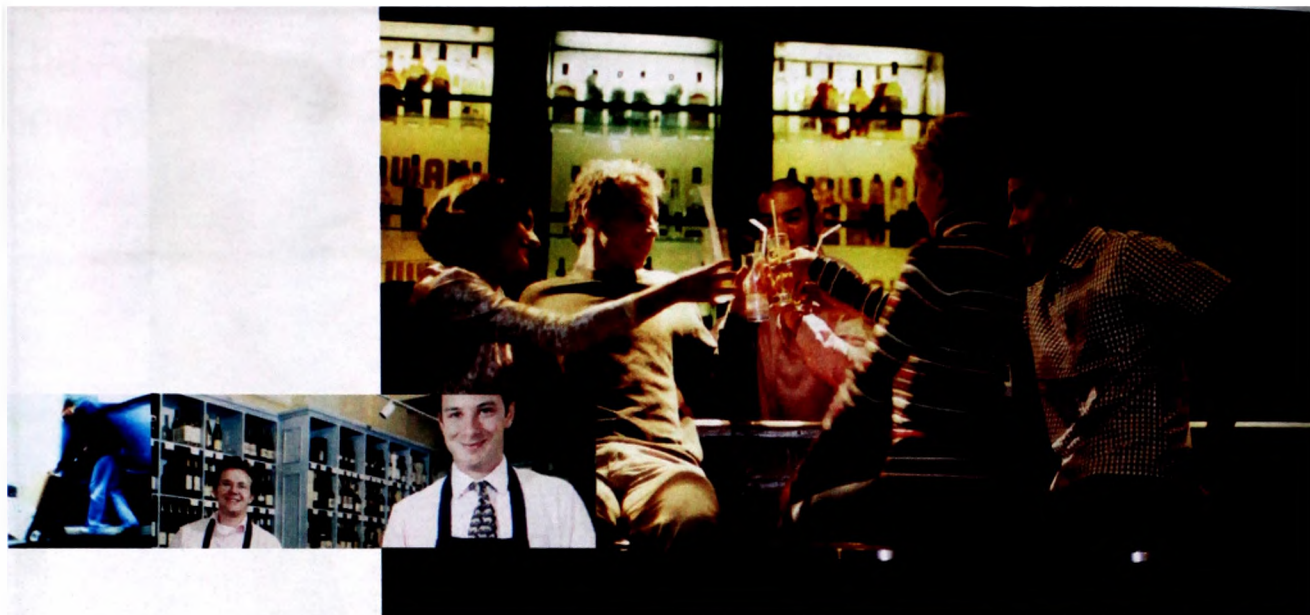
If you're considering your business' electric supply options for 2007, we can help you make an educated decision on your Detroit Edison electric costs. If you are not currently a full-service customer and intend to return to Detroit Edison as a full-service customer, you need to notify us of your intention by **December 1, 2006** to avoid additional charges. Please note: this year's deadline is earlier than last year's. **If you have a Detroit Edison Account Manager, contact them. If not, call 800-477-4747 or simply go to my.dteenergy.com/rtb.**

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Senator Bill Hardiman pushes for better food stamp distribution

State Senator Bill Hardiman

Republican

District 29-Kentwood

1st term

Standing Committees:

- Appropriations
- Families and Human Services, Chair

Appropriation Subcommittees:

- Chair, Department of Human Services
- Commerce, Labor and Economic Development
- Higher Education
- Capitol Outlay

By Kathy Blake

State Senator Bill Hardiman, (R-29), is pushing for change in the distribution of food stamps as part of a healthy lifestyle initiative.

More than one million Michigan residents receive some form of food assistance. Currently they all go to the grocery store the same week. This impacts the grocers' ability to supply food, particularly perishables. "There have been concerns with food distribution taking place at the first of the month, especially because fresh produce, fruits and meats supplies run out," said Senator Hardiman.

Hardiman, who is chair of the Senate Department of Human Services Appropriations Subcommittee, has worked on a bill that would expand the number of days benefits are distributed through the month from nine days to 21 days. If the benefits were spread out over the month, it would enable grocers and merchants to have fresh produce, fruits and meats available more consistently providing healthier choices for the clients and improving the supply of products for all.

Changing food stamp distribution would also help grocers with staffing, since it is hard to employ people for one week out of the month. The Governor's Food Policy Council has adopted this view.

The Department of Human Services (DHS) opposes the Senate bill saying it would cost \$14 million to implement and \$7 million to run annually. These

costs include client education and converting computer programs to the new distribution. Another bill discussed in the Senate would have funds distributed twice a month to clients rather than once a month.

DHS Maintains that this would cost more in printing, processing and postage to the 500,000 recipients' homes plus increase the opportunity for error and fraud. The department is supposed to give a report to the legislature by December 1. "I still think we can push this issue," said Hardiman, "but we don't want to implement something that will increase the error rate."

In addition to his work on food stamp distribution, Senator Hardiman is working to improve health insurance by sponsoring Senate Bill 88, which removed restrictions on health maintenance organizations (HMOs), so they can offer healthy lifestyle programs to enrollees. Senate Bill 88 was signed into law by the Governor on December 20, 2005 and became Public Act 306 of 2005. "Health is a big issue with everyone: being educated and taking personal responsibility can improve health and lower health insurance costs," said Hardiman.

Hardiman was elected in November of 2002 to represent the 29th State Senate District. It includes the cities of Kentwood, Grand Rapids, Lowell and the townships of Cascade, Lowell, Vergennes and Grattan in Kent County. He is running for his second term on November 7.

Biography

Bill Hardiman was born in Pontiac, Michigan in 1947. In 1949, the Hardiman family moved to the Grand Rapids area where he has lived ever since.

He holds an Associate of Arts degree from Grand Rapids Community College, and graduated with high honors from Grand Valley State University with a Bachelor of Science degree. He received a Master of Public Administration degree in 1978 from Western Michigan University and went to work for Goodwill Industries, then Hope Rehabilitation Network

becoming familiar with how human services agencies operate.

In 1981, he asked the mayor of Kentwood, what he could do to get involved in the community. The mayor appointed him to the city's parks and recreation department. From there he became a Kentwood City Council member for five years and then mayor from 1992-2002. Senator Hardiman has been very active for many years in his community and church, Grand Rapids First Assembly of God. He has served on the board of directors for the Grand Rapids Transit Authority, the Gerald R. Ford Council of the Boy Scouts of America, Grand Rapids Housing Center, Michigan Municipal League, United Way of Kent County, Spectrum Health Services, Grand Valley Metropolitan Council, Kentwood Foundation, Grand Bank, Crime Victim Foundation, Grand Valley State University Foundation, and Right Place Program (a regional economic development organization).

He was appointed by Governor Engler to the Secchia Commission on Total Quality Government in 1994 and the Act 51 Transit Committee, and he has received special recognition by the Ohio House of Representatives for political, civic, and community contributions. He has also received a number of awards for his service including: the Grand Rapids Times 40th Anniversary Salute Award in 1997; the Giants Award in 1998, (for making a positive difference for African Americans); the Michigan Federation for Children and Families Special Recognition Award in December 2004; the Michigan Association of Health Plans Legislator of the Year in 2005; the Wolverine Human Services Achievement Award for Excellence in 2005; the NAACP Floyd Skinner Award in 2005; the Michigan Fatherhood Coalition Child Advocate Award in 2006 and the Michigan Assisted Living Center Leadership Award in 2006.

Healthy families

One of Hardiman's major concerns is the fact that our society has had a breakdown in ethics. "We need



to have a return to civility," he said, "creating strong families and a return to good personal character. I'm a person of strong faith and I think churches can help with people's needs."

He has gained national attention as one of the founders and current Chairman of Healthy Marriages Grand Rapids. Formerly known as the Greater Grand Rapids Community Marriage Policy, this broad-based program helps to promote strong marriages and family life. "I believe families are the foundation of our communities. If families are destroyed, the community breaks down," said Hardiman. The Healthy Marriages program encourages marriage of unwed couples with children.

Senator Hardiman and Clova, his wife of 33 years, reside in Kentwood. Clova works on his political campaigns and also attends events alongside her husband and in his absence if he is unable to attend. They have one daughter. When the Senator is not working for the constituents of the 29th District, he enjoys sports, walking, quiet devotional time and reading.

To reach State Senator Bill Hardiman, please call 866-305-2129, email/website www.senate.michigan.gov/hardiman/ or write State Senator Bill Hardiman, PO Box 30036, Lansing, Michigan, 48909-7536.

S.E. MICHIGAN HOLIDAY SHOW

The "Spirits" moved at AFPD's two holiday beverage shows

AFPD members celebrated the holidays early this year, at our two successful holiday beverage shows. With record attendance at the S.E. Michigan Holiday Beverage Show, held September 13 and 14 at Rock Financial Showplace in Novi, attendees were treated to a huge array of new products and show specials.

"Due to an increase of over 25 percent in booth space, we had to move the show from the ballroom into Hall "C," explained AFPD Special Events Director Cathy Wilson. The move was wise, since the extra space was needed for all the additional attendees.

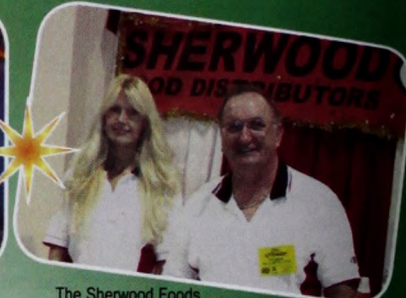
The following week, on September 19, AFPD hosted its West Michigan Holiday Beverage Show at DeVos Place in Grand Rapids. Again, booth space increased by 25 percent and attendance was up almost 30 percent. "We also added a stage with educational seminars about different spirits, which turned out to be very popular," added Wilson.



Art One lit up the night.



Saad Abbo of U.S. Ice



The Sherwood Foods booth was popular!



Capacity Crowds!



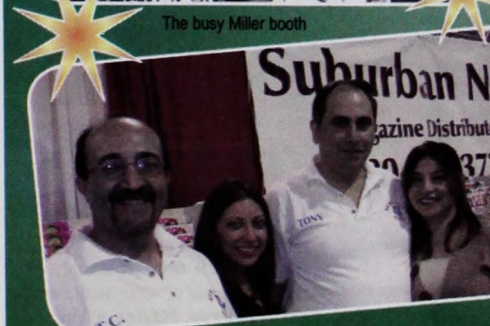
Holiday show beauties abounded!



The busy Miller booth



The Detroit Popcorn crew poses with their prop.



Suburban News kept attendees "in the know."



Now here's a lemonade stand!



The Central Foods crew

S.E. MICHIGAN HOLIDAY SHOW

Starbucks, ice cream and Cruzan Raspberry Rum....yum!

The Jayd Tags team

Having fun at the Intrastate booth.

Spacious new Rock Financial Showplace in Novi was the setting for the show.

Tito's Vodka is a World's Spirits Competition winner.

WEST MICHIGAN HOLIDAY SHOW

Hand-blown crystal containers enhance the contents!

Kent Beverage Company Inc.

There was plenty of local and imported beer to sample.

Simplicity Wireless was all smiles.

Special spirits seminars were educational and fun.

More booths and a 30 percent larger crowd gave the West Michigan Holiday Beverage Show a festive and fun atmosphere!

Grand Rapids' DeVos Place provided a beautiful setting for the Annual West Michigan Beverage Show.

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Associated Food Dealers is proud to sponsor Blue Cross Blue Shield of Michigan for our members. BCBSM offers three different HSA's with no medical underwriting to groups of 2 or more employees.

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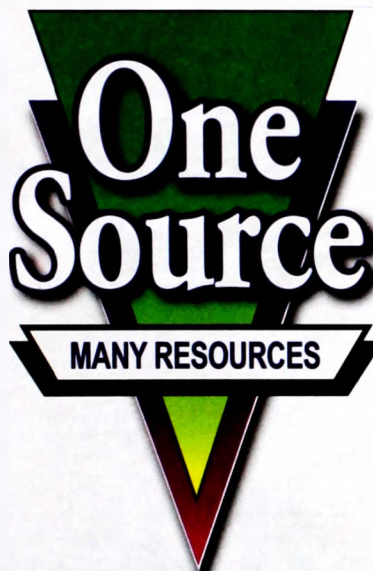
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For information on AFD's
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**Dan (800) 666-6233 or
dreeves@afdom.org**



Associated Food and Petroleum Dealers



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- Blue Cross/Blue Shield Health Care
- Lincoln Financial Business Planning
- Coupon Redemption Program
- Clear Rate Local & Long Distance Phone Service
- Michigan Merchant Services Credit Card Processing
- Northpointe Liquor Liability Insurance
- Money Order Program
- AAA Auto & Home Insurance
- Workers Compensation Insurance
- Property Casualty Insurance
- Bad Check Recovery/Debit Recovery Program

LEGISLATION

- Full Time Lobbyist
- AFD PAC Committee
- Legislative Updates
- Liaison with Governmental Agencies

EDUCATION

- Business Seminars
- T.I.P.S. Seminars
- Legal Consultation
- Accounting Advice
- Monthly Food & Petroleum Report
- Scholarship Awards

ACTIVITIES

- Annual Trade Show
- Formal Trade Dinner
- Scholarship Golf Outing
- Thanksgiving Turkey Drive
- S.E. Michigan Holiday Beverage Show
- West Michigan Holiday Beverage Show

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STATION FOR SALE—Great location (N/W Columbus, Ohio): Retail gasoline station with convenience store and auto repair. Serious and confidential inquiries only please. Call (614) 580-8505.

STORE FOR SALE—Best deal in town! Lottery, beer & wine, groceries & meats. Everything a store needs! 6,000 sq. ft. Located near airport. The best deal you can find! Call Jimmy at (586) 703-6816.

FOR SALE—SDD License. Royal Oak, Michigan. Call Rich (248) 752-7010.

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

FOR SALE—Tempur-pedic mattress. As seen on TV. All sizes - bankruptcy. Limited Quantities. Call (248) 701-2933.

FOR SALE—Chevy/Workhorse & Grumman/Olson Shop Vans, 12'-14' work area, dual rear tires, vans, ranging from 1995-2000 asking \$4000.00-11000.00. Call (800) 527-6887 ext. 177 for more info.

FOR SALE—Convenience Store. Beer & Wine, Lottery & Money Orders. Approx. 2,500sq. ft. Good Location, full neighborhood. Gross \$10,000/wk. Building & business \$250,000 plus inventory. Call Art at (313) 839-6262.

FOR SALE—Ice cream equipment. Total cost \$50,000. Asking only for \$15,000. Used for three months only. Call Joe at (734) 213-4900.

FOR SALE—Convenience store located off busy I-94 exit. Beer & wine, bait & tackle, ice cream parlor, bakery & deli and lottery. Celebrating 25th year in business. Owner ready to retire. Call (517) 764-5284.

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FOR SALE—6 foot deli self-server, front doors. \$1,500 or best offer. Call (313) 274-1426.

Pepsi adds Splash and Sparklers

Pepsi-Cola is introducing two new products this fall. "Dole Sparklers" hits shelves in October. It is a low-sugar sparkling juice made with real fruit and B-vitamin complex. Containing 50 percent less sugar than leading juice drinks, it is available in three unique flavors: Pomegranate Blueberry, Orange

Tangerine and Cranberry Raspberry. For the Christmas season, Pepsi is introducing Sierra Mist Cranberry Splash, available November 19. It adds a refreshing hint of cranberry flavor to Sierra Mist lemon-lime soda. It will be available in 12-pack, two liter and 20-ounce packaging.



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Trans-Con Sales & Marketing 1-888-440-0200

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& Sausage (313) 532-1181
Great Lakes Baking Co. (313) 866-0300
Interstate Brands/
Wonder Bread/Hostess (586) 792-7580
Taystee Bakes (248) 476-0201

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ATM of America (248) 932-5400
ATM of Michigan (248) 427-9830
Bank of Michigan (248) 865-1300
Cash Depot (920) 432-5777
Comerica Bank (313) 222-4908
Fifth Third Bank (248) 603-0550
LaSalle Bank 1-800-225-5662
Peoples State Bank (248) 548-2900

BEVERAGES:

7UP / American Bottling (313) 937-3500
Absopure Water Co. 1-800-334-1064
Allied Domeq Spirits USA (248) 948-8913
Anheuser-Busch Co. 1-800-414-2283
B & B Beer Distributing Co. (616) 458-1177
Bacardi Imports, Inc. (734) 459-2764
Brown-Forman Beverage Co. (734) 433-9989
Brownwood Acres (231) 599-3101
Cadillac Coffee (248) 545-2266
Central Distributors (734) 946-6250
Coca-Cola Bottlers of MI

Auburn Hills (248) 373-2653
Detroit (313) 825-2700
Madison Heights (248) 585-1248
Van Buren (734) 397-2700
Port Huron (810) 982-8501
Coors Brewing Co. (513) 412-5318
Diageo 1-800-462-6504
E & J Gallo Winery (586) 532-0321
Eastown Distributors (313) 867-6900
Faygo Beverages, Inc. (313) 925-1600
Future Brands (248) 471-2280
Galaxy Wine (248) 669-9820
General Wine & Liquor Co. (313) 867-0521
Great Lakes Beverage (313) 865-3900
Great Lakes Distribution (810) 794-1300
Hansen's Beverage (313) 575-6874
Henry A. Fox Sales Co. 1-800-762-8730
Hubert Distributors, Inc. (248) 858-2340
Intrastate Distributors (313) 892-3000
J. Lewis Cooper Co. (313) 278-5400
Jones Sodas (269) 382-4200
Kent Beverage Co. Inc. (616) 241-5022
McCormick Distilling Co. (586) 296-4845
Michigan Beverage Dist. LLC (734) 433-1886
Mike's Hard Lemonade (248) 344-9951
Miller Brewing Company (414) 259-9444
National Wine & Spirits 1-888-697-6424

1-888-642-4697
Northern Falls, LLC 1-866-270-5944
Paramount Coffee (517) 853-2443
Pepsi-Cola Bottling Group
- Detroit 1-800-368-9945
- Howell 1-800-878-8239
- Pontiac (248) 334-3512
Permord Ricard USA (248) 601-0172
Pettipren, Inc. (586) 468-1402
Powers Distributing Co. Inc. (248) 393-3700
Red Bull North America 1-877-727-0077
Sara Lee Coffee & Tea (734) 414-8433
Tn-County Beverage (313) 584-7100
United Beverage Group (404) 942-3636
Xango (313) 608-9847

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CrossMark (734) 207-7900
Hanson & Associates, Inc. (248) 354-5339
J.B. Novak & Associates (586) 752-6453
Metro D Sales (734) 416-8969
S & D Marketing (248) 661-8109

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Altia Corp. Services, Inc. (734) 591-5500
Nat Sherman (201) 735-9000
R.J. Reynolds (248) 475-5600

CATERING/HALLS:

A-1 Global Catering (248) 514-1800
Farmington Hills Manor (248) 888-8000
Karen's Cafe at North Valley (248) 855-8777
Penna's of Sterling (586) 978-3880
St. Mary's Cultural Center (734) 421-9220
Tina's Catering (586) 949-2280

DAIRY PRODUCTS:

Country Fresh/Melody Farms 1-800-748-0480
Golden Valley Dairy (248) 399-3120
Ice Cream Express Unlimited 1-800-844-6032
Kistler Farms (269) 788-2214
Melody Farms Dairy Company (734) 525-4000
Mexico Wholesale (313) 554-0310
Pars Ice Cream Co. (313) 366-3620
Pointe Dairy (248) 589-7700
Prairie Farms/
Tom Davis & Sons Dairy Co. (248) 399-6300
Superior Dairy Inc. (248) 656-1523

ELECTRONIC AGE VERIFICATION

D.J. King & Associates 1-800-781-5316

EGGS & POULTRY:

Consumer Egg Packing Co. (313) 871-5095
Linwood Egg Company (248) 524-9550

FRESH PRODUCE:

Aunt Mid Produce Co. (313) 841-7911

ICE PRODUCTS:

Arctic Glacier, Inc. (810) 987-7100
International Ice, Inc. (313) 841-7711
U.S. Ice Corp. (313) 862-3344

INVENTORY SERVICES:

Action Inventory Services (586) 573-2550
Goh's Inventory Service (248) 353-5033

INSURANCE:

AAA Michigan 1-800-AAA-MICH
Al Bourdeau Insurance Services (248) 855-6690
Gadaleto, Ramsby & Assoc. 1-800-263-3784
Frank McBride Jr., Inc. (586) 445-2300
JS Advisor Enterprises, Inc. (248) 684-9366
Cell (586) 242-1331
Meadowbrook Insurance (248) 358-1100
North Pointe Insurance (248) 358-1171
Rocky Husaynu & Associates (248) 851-2227

MANUFACTURERS:

Art One Sign Expo, Inc. (248) 591-2781
Burnette Foods, Inc. (616) 621-3181
General Mills (248) 465-6348
Jaeggi Hillsdale Country Cheese (517) 368-5990
Old Orchard Brands (616) 887-1745
Red Pelican Food Products (313) 921-2500
Singer Extract Laboratory (313) 345-5880
Strauss Brothers Co. (313) 832-1600

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Kowalski Sausage Company (313) 873-8200
Nagel Meat Processing Co. (517) 568-5035
Strauss Brothers Co. (313) 832-1600
Wolverine Packing Company (313) 259-7500

MEDIA:

The Beverage Journal 1-800-292-2896

Booth Newspapers (734) 994-6983
Detroit Free Press (313) 222-6400
Detroit News (313) 222-2000
Michigan Chronicle (313) 963-5522
Suburban News—Southfield (248) 945-4900
Trader Publishing (248) 474-1800
WDIV-TV4 (313) 222-0643

NON-FOOD DISTRIBUTORS:

Items Galore (586) 774-4800

POTATO CHIPS/NUTS/SNACKS:

American Way Foods (Vtner) (313) 945-0710
Better Made Snack Foods (313) 925-4774
Detroit Popcorn Company (313) 835-3600
Frito-Lay, Inc. 1-800-359-5914
Herr's Snacks (248) 557-6044
Motown Snacks (Jays Cape Cod) (313) 931-3205
Kar Nut Products Company (248) 588-1903
Mexico Wholesale (313) 554-0310
Niklas Distributors (Cabana) (248) 582-8830
Pik a Snak, Inc. 1-866-466-9166

PROMOTION/ADVERTISING:

DBC America (313) 363-1875
Enterprise Marketing (616) 531-2221
PJM Graphics (586) 981-5983

RESTAURANTS:

Copper Canyon Brewery (248) 223-1700
Pizza Papalis Corp. (248) 332-1300

SERVICES:

AAA Michigan 1-800-AAA-MICH
Advance Me Inc. (513) 518-3150
Al Bourdeau Insurance Services 1-800-455-0323
American Mailers (313) 842-4000
AmericanA Systems (248) 379-1575
AMT Telecom Group (248) 862-2000
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Detroit Produce Terminal (313) 841-7400
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Bellanca Beattie Delisle (313) 882-1100
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Closed Circuit Communications (248) 682-6400
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Cox Hodgman & Giarmarco P.C. (248) 457-7000
Cummins Bridgeway Power (248) 573-1515
D.J. King & Associates 1-800-781-5316
Dental Solutions (866) 272-7515
Diamond Financial Products (248) 331-2222
Dragon Systems 1-888-285-6131
DTE Energy 1-800-477-4747
Excel Check Management (248) 787-6663
Financial & Marketing Ent. (586) 783-3260
Freedom Systems Midwest, Inc. (248) 399-6904
Gadaleto, Ramsby & Assoc. 1-800-263-3784
Great Lakes Data Systems (248) 356-4100
Guardian Alarm (248) 233-1645
Huron Consultants (248) 546-7250
ICU Surveillance (248) 255-6419
JJ Security Systems (847) 668-2666
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Hakim & Hindu P.C. (248) 625-0070
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MoneyGram (800) 624-4606
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POS Systems Group Inc. 1-877-271-3730

Premier Energy Marketing 1-866-348-7606
Prepaid Legal Services (586) 777-9700
Rainbow Tuxedo (248) 477-6610
Secure Checks (586) 758-7221
Security Express (248) 304-1900
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Simplicity Wireless (619) 654-4040
Southfield Funeral Home (248) 569-8080
Staples (800) 693-9900
UHY Advisors, Inc. (248) 355-1040
Vix-Kersch Vending Co. (248) 548-1300
Wireless Giant (248) 786-4400

STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Supply (313) 491-6550
Brehm Broaster Sales (989) 427-5858
Culinary Products (989) 754-2457
DCI Food Equipment (313) 369-1666
Envipco (248) 471-4770
Hobart Corporation (734) 697-3070
Hobart Freezer (248) 624-8997
JAYD Tags (313) 272-4900
Martin Snyder Product Sales (248) 399-2050
Sara Lee Coffee & Tea (734) 414-8433
Taylor Freezer (734) 525-0535
TOMRA Michigan 1-800-610-4866

WHOLESALE/FOOD DISTRIBUTORS:

Brownwood Acres (231) 599-3101
Capital Distributors 1-800-447-8180
Carp River Trading Co. 1-800-526-9878
Central Foods Wholesale (313) 862-5000
Chef Foods (248) 789-5318
Consumer Egg Packing Co. (313) 871-5095
CS & T Wholesalers (248) 582-0865
D&B Grocers Wholesale (734) 513-1715
Dearborn Sausage (313) 842-2375
EBY-Brown Co. 1-800-532-9278
George Enterprises (248) 851-0990
Great North Foods (989) 356-2281
Hershey Creamery (734) 449-0301
H T Hackney-Columbus (614) 751-5100
H T Hackney-Wyoming (517) 787-9880
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) 755-3626
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) 535-3377
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
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