



# Food & Petroleum REPORT



Vol. 17, No. 9

September 2006

## Inside

### Two Holiday Beverage Shows bigger and better than ever!

**SE Michigan Holiday Beverage Show**  
September 13 and 14 at Rock  
Financial Showplace, Novi (See page  
22 for floor plan and details.)

**SW Michigan Holiday Beverage Show**  
September 19 at DeVos Place, Grand  
Rapids (See page 23 for floor plan and  
details.)

Minimum Wage/Penny Plan..... 3

Help Meet the 1 Million Pound

Challenge..... 11

Meet Sen. Deborah Cherry..... 14

AFPD Seeks Liquor License

Change..... 17

Food Stamp Payment Update..... 25

## Pepsi Bottling Group boosts AFD Foundation scholarships

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. With Pepsi's continued commitment, the AFD Foundation is well on its way to reaching its \$1 million goal for educational scholarships.

"We are working in partnership with the AFD Foundation to fund this scholarship program to give deserving kids a chance to attend college when extra financial assistance is needed," said Dave

Dempsey, vice president of retail sales, PBG Central Business Unit.

The scholarships are available to employees of AFPD members and their children who are capable of attending college but might not be eligible for other scholarships and who may not otherwise be able to afford tuition without assistance.

In addition, this year Pepsi awarded five scholarships to worthy students through their contribution to the AFD Foundation. These students were customers of AFPD member retailers. Posters from the AFD Foundation were provided to stores in January so that store employees and customers could apply for the scholarships.



Golf Co-Chair's Bill Turner (above) and Ronnie Jamil (below)



### A great day of golf

A pleasant day, great company, and plenty of "beverage" stations greeted golfers along the course at the AFD Foundation Golf Outing, July 12. Photos and story begin on page 4.

# THE INDEPENDENT DEALER



## AFPD visits U.S. Senator Carl Levin

On July 6, AFPD Board Member Dennis Sidorski, AFPD President Jane Shallal, and executive vice presidents Dan Reeves and Ed Weglarz, met with U.S. Senator Carl Levin in his Detroit district office. During the 45-minute meeting,

the AFPD representatives outlined some of the issues that face small business owners.

"We touched on specific federal legislation that is in the works that we would like him to support," said Weglarz.

One major issue deals with the Right to Repair Act. Presently, a motorist must visit a franchised car dealership that has access to trouble codes for some auto repairs. This limits

the consumer's choices and eliminates competition. New legislation would make it possible for other repair facilities to receive the trouble codes. Since this meeting, the Right to Repair Act has passed through its House Committee (see page 5).

Another important issue is the Super Fund Clean Up, which - at the present - can hold a retailer liable for



(l to r) Dan Reeves, Jane Shallal, Senator Carl Levin, Ed Weglarz and Dennis Sidorski.

contamination that occurred off-site, 20 years ago by a third party hired to dispose of drain oil.

AFPD's concerns over zone pricing were also discussed.

"Senator Levin was sympathetic to the concerns of the independent retailer and indicated that he would do all that he could do to support our issues," added Weglarz.

Associated Food & Petroleum Dealers  
30415 W. 13 Mile Road  
Farmington Hills, MI 48334

Change Service Requested

PRSRT STD  
U.S. Postage  
PAID  
DETROIT, MI  
PERMIT #36



# New Exciting Fun Runner Packages!



See Your Pepsi Representative  
for More Details

AQUAFINA and FLAVORSPLASH are registered trademarks of PepsiCo, Inc. TROPICANA® is a registered trademark of Tropicana Products, Inc. © 2006 LIPTON is a registered trademark of the Unilever group of companies.



## EXECUTIVE COMMITTEE

**Fred Dally**  
Chairman  
Medicine Chest

**Joe Bellino, Jr.**  
Food & Beverage  
Vice Chair Government & Legislative Affairs  
Broadway Market, Region 2

**Pat LaVecchia**  
Petroleum/Auto Repair  
Vice Chair Government & Legislative Affairs  
Pat's Cigo

**Chris Zebari**  
Food & Beverage Vice Chair Membership  
New Hudson Food Market

**Dennis Sidoriski**  
Petroleum/Auto Repair Vice Chair Membership  
Maple & Miller Marathon

**Al Chittaro**  
Vice Chair Long Range Planning  
Faygo Beverages, Inc.

**John Denha**  
Vice Chair Community Relations  
8 Mile Foodland

**Jim Garmo**  
Treasurer  
Shoppers Valley Market

**Jim Hooks**  
Secretary  
Metro Foodland

## EMERITUS DIRECTORS

**Ronnie Jamil** ..... Mug & Jug Liquor Stores

**Terry Farida** ..... Value Center Markets

**Sam Dillo** ..... In 'N' Out Foods

**Bill Viviano** ..... House of Prime

**Mark Karmo** ..... Golden Valley Food Center

## FOOD & BEVERAGE RETAIL DIRECTORS

**Amir Al-Naimi** ..... Joy Thrifty Scot

**Mary Dechow** ..... Spartan Stores, Inc. Region 3

**Kristin Jonna** ..... Merchant's Fine Wine-Region 1

**Alan Naimi** ..... Thrifty Scot Supermarket

**Mark Shamoun** ..... Country Acres Market

**Mike Shina** ..... Crown Supermarket

**Thom Welch** ..... Hollywood Super Markets

**Brian Yaloo** ..... Park Place Liquor

## FOOD & BEVERAGE SUPPLIER DIRECTORS

**Gary Davis** ..... Prairie Farms

**Bobby Mesano** ..... D & B Grocers Wholesale

**Earl Ishbia** ..... Sherwood Food Distributors

**Mike Rosch** ..... General Wine & Liquor Co

**Scott Skinner** ..... Diageo

**Tom Waller** ..... CROSSMARK Sales Agency, Region 5

**Percy Wells** ..... Coca-Cola, Region 6

## PETROLEUM/AUTO REPAIR DIRECTORS

**Gary Bettis** ..... Blissfield BP

**Rich Bratschi** ..... Lake Lansing Mobil

**Paul Elhindi** ..... Cigo of Lyndhurst

**Dave Freitag** ..... Yorkshire Tire & Auto

**Maurice Halou** ..... Cigo of Lyndhurst

**John Price** ..... 3C Sunoco

## STAFF & CONSULTANTS

**Jane Shailal** ..... President

**Daniel Reeves** ..... Executive VP Food & Beverage

**Ed Weglarz** ..... Executive VP Petroleum

**Michelle MacWilliams** ..... VP of Communications

**Cheryl Twigg** ..... Controller

**Cathy Wilson** ..... Director of Special Events & Advertising

**Harley Davis** ..... Coupon Manager

**Tomar Moreton** ..... Executive Assistant

**Tony Daluca** ..... Membership Services

**Doug Jones** ..... Membership Services

**Ron Milburn** ..... Membership Services

**Karen Cutshaw** ..... Branch Office Manager

**James V. Bellanca, Jr.** ..... Legal Counsel

**Bellanca, Bertie & Delisle** ..... Legal Associates

**Karoub Associates** ..... Legislative Consultant

**Galeleto & Ramsby** ..... Health Care

**Paul Gregory** ..... Certified Public Accountant

**UNY Advisors, Inc.** ..... Publishing

**Metromedia Associates** ..... Publishing

**Walt Kampel Graphics** ..... Graphics & Prepress

**Press MS&L** ..... Public Relations

## Chairman's MESSAGE

# Minimum wage, Penny Plan are hot topics

By Fred Dally  
AFPD Chairman

Election time is in the air. Certainly the outcome of voting in August and November will have a major impact on all of us. In Michigan, voters will choose a Governor, fill all House and Senate seats (146 total), and vote on a number of ballot initiatives. In Ohio, voters will choose a Governor, 99 Representatives and 17 Senators.

## Recycling

One ballot initiative that won't be up for consideration is the long talked about expansion of the bottle deposit law in Michigan. Thanks to the hard work of AFPD and the Michigan Recycling Partnership, lawmakers are continuing to instead focus on the better alternative: expanding comprehensive recycling that enables people to recycle much more than drink containers and helps all retailers maintain a safe environment for the food we sell.

The funding source for recycling, a penny transaction fee, has been introduced and supporters are working towards hearings this fall. We need your help to keep this issue in the forefront with lawmakers. Specifically, we need you to send letters to members of the House and Senate asking for their support of the penny transaction fee, and to be available to meet with lawmakers one-on-one and/or attend hearings in Lansing on the bills. (See talking points on the recycling fee in box.)

## Youth Training Wage

Another issue of great importance to our members is the minimum wage. As you know, the Michigan minimum wage will increase to \$6.95 per hour, effective October 1, 2006. AFPD is part of a coalition pushing to create a youth wage — a reduced minimum that would enable you to pay high school students the current minimum of \$5.15 or more, based on their skills and your budgets. This plan is very

important to all of you and to the young people you employ. Many retailers have said that when the \$6.95 minimum begins in October, they will cut back on their student employment. As a result, many kids will be without jobs, which will impact them and their families.

The legislation for the youth wage has not been introduced as of this writing, but we expect it to be within weeks. We need you to contact your Representative and Senator now on this issue. Let him or her know exactly what you will do as a result of the new \$6.95 wage hike. If you currently have 10 high school students working at your store, will you have any after this hike? Just a few? Will you install automation (self scan equipment, bagging carousels) to replace those jobs?

There are many ways to make contact with your legislator. The best is always a phone call, but a fax or a letter are also effective. E-mail is okay, but they (like all of



us) end up with a glut of e-mails so your e-mail should be followed up with a phone call. If you don't know who your elected officials are, contact AFPD.

As we wind down this legislative year, AFPD continues to work on these and other issues on your behalf. Your grass roots, local input to lawmakers is important to the success of these efforts.

## Penny Plan Facts (Recycling Makes Cent\$)

- Currently less than 20% of Michigan residents have recycling available to them.
- The Penny Transaction Fee, as proposed in HB 5163 introduced by Representative Goeff Hansen, will raise an estimated \$40 million annually to help fund recycling.
- Consumers will pay 1 penny on every transaction (over \$2) made at retail stores.
- Stores will remit the money collected to the state, which will be accountable for distribution of the money back to local recycling programs.
- The money will be distributed through matching funds and grants, enabling current programs to grow and new programs to begin.
- Funds will also be used for education and on litter abatement programs.
- Increasing recycling to more communities and more residents in Michigan is good for our environment and Michigan's economy, because recycling creates jobs in processing and remanufacturing. Increasing recycling by 10% could create over 7,000 new jobs, over \$155 million in new income, and over \$12 million in new state revenue.
- The penny transaction fee is supported by many Michigan organizations, including the Michigan Chamber of Commerce, the Grand Rapids Chamber of Commerce and the Traverse City Chamber policy committee.



# AFD Foundation Golf Outing brings food, beverage and fuel industries together

Beautiful rolling terrain and a day without rain greeted golfers on July 12 for the Annual AFD Foundation Golf Outing. Held at Fox Hills in Plymouth, golfers enjoyed a fun day away from their jobs to help a great cause – the AFD Foundation scholars. This year the Foundation provided 30 deserving students with \$1,500 scholarships each.

It takes a lot of work to host a large golf outing like the AFD Foundation's. With two courses in action, there was a lot of coordination behind the scenes.

"The event's success was clearly due to the hard work of our great golf committee, AFD staff and volunteers," said Michele MacWilliams, vice president of communications and coordinator of the event. "Together, this hard-working group stuffed goodie bags, worked registration, packed and unpacked all prizes and equipment for the event, handed out door prizes, coordinated the presentations, sold raffle tickets, and monitored contest holes," she added.

A special thanks goes to our great co-chairs, Bill Turner from Miller Brewing Company, and Ronnie Jamil of Mug & Jug.

Also, a very special thanks to Jim Chuck from Frito-Lay, who provided a truck and assistance to move all the goodies and prizes to Fox Hills and Arctic Glacier for bringing over a truckload of ice. For all of our volunteers, sponsors, food and prize donors....THANK YOU! Without your help we certainly couldn't have had such a successful day.



The Miller "Lite" group: Dan Bryant, Gary Thompson, Rob Powers and Jerry Powers spell out their favorite brew.



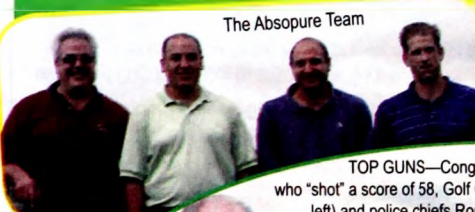
The Blue Cross Babes!



The Faygo/Everfresh team of Alan and Val Donzalski, Al Chittaro and Forest Bryson.



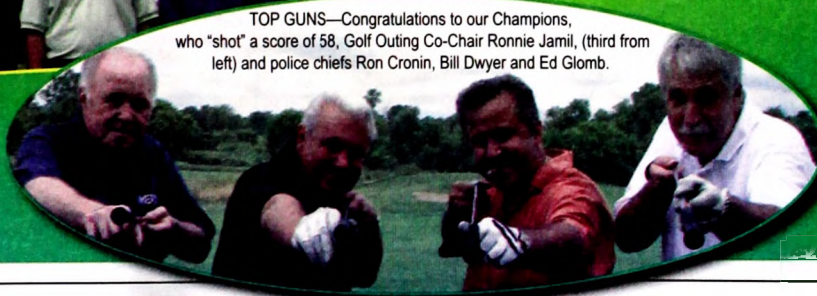
Prairie Farms Dairy golfers Dave Orlando (!) and Gary Davis with Food Farm Market's Tim Karumi and Eric Karumi of Dexter Davis Foods.



The Absopure Team



Congratulations to the Broadway Market team on their 2nd-place finish.



TOP GUNS—Congratulations to our Champions, who "shot" a score of 58, Golf Outing Co-Chair Ronnie Jamil, (third from left) and police chiefs Ron Cronin, Bill Dwyer and Ed Glomb.

## Calendar

### September 13 & 14, 2006

AFPD S.E. Michigan Holiday Show  
Rock Financial Showplace  
Novi, MI  
Contact: Cathy Willson  
(248) 671-9600

### September 19, 2006

AFPD West Michigan Holiday Show  
DeVos Place  
Grand Rapids, MI  
Contact: Cathy Willson  
(248) 671-9600

### November 20-21, 2006

AFPD Annual Turkey Drive  
Metro Detroit, MI  
Contact: Michele MacWilliams  
(248) 671-9600

## September is...

- All-American Breakfast Month
- Mom & Apple Pie Month
- National Biscuit Month
- National Chicken Month
- National Cholesterol Awareness Month

## Statement of Ownership

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

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

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

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

AFD works closely with the following associations:





# Petroleum News & Views

Information of interest to Petroleum Retailers, and Allied Trades



## True North's new direction

Shell Oil Products US said that its affiliate, True North Energy LLC, Toledo, Ohio, was the successful bidder for 29 Shell-branded locations and three supply contracts in the Columbus, Ohio, area. Last fall, Shell had publicly stated its intent to sell retail assets in 16 regions to better support its wholesale business.

This transaction means that Truenorth, Shell's largest fuel wholesaler, will now supply 335 million gallons annually to 230 Shell locations in Ohio and Michigan. Truenorth will continue to use the Shell brand at the 29 locations purchased, thereby maintaining awareness of the brand in the region.

Geoff Lyden, CEO of Truenorth, said, "The purchase of the Columbus assets complements our network and affords us a great opportunity to market Shell products in a growing metropolitan area."

The divestment is consistent with Shell's strategy of managing its portfolio to deliver maximum value to customers and shareholders. Stu Crum, Shell's general manager of retail strategy and portfolio U.S., said, "This transaction allows us to have a premiere Shell wholesaler located in central Ohio to serve customers in the state. Truenorth has always represented the Shell brand well, and their outstanding service delivery of our customer value proposition is reflective of the Shell brand."

Houston-based Shell Oil Products US, a subsidiary of Shell Oil Co., has a network of approximately 6,500 branded gasoline stations in the western United States.

True North has operated and supplied Shell-branded gasoline stations throughout Ohio and Michigan since 1999. Along with Shell Oil Products US, The Lyden Co. is a 50% owner of True North Energy. — CSP Daily News

## Right to Repair act passes US House Committee

By Ed Weglarz  
AFPD Vice President of Petroleum

Good News! During the week of July 10th a U.S. House of Representatives Committee voted **FAVORABLY** to send the "Right-To-Repair" Act onto the House floor for a vote. This is a big step in the process of getting this legislation passed into law.

As you know, this bill will enable independent garages to obtain trouble codes and installation codes so the motorist

will have more options when choosing a place to obtain vehicle repairs. Presently a motorist must visit a franchised car dealership for many auto repairs. This limits the customer's choices and eliminates competition.

This also means we must continue to call our Representatives in Congress and ask them to favorably support the Motorists' Right-To-Repair Act. If you would like information about your Representative, please call me at 1-800-748-0060.



By Ed Weglarz  
AFPD Executive VP of Petroleum

## The more things change...

Operating in the petroleum retailing business is like painting a moving train!

CITGO has announced that it will be pulling out of the retail supply business in several states including Ohio. We don't really know all the details yet, but it looks like retailers and wholesalers will need to explore new avenues of supply to replace CITGO.

Shell is divesting of all direct operations in Columbus, Ohio, which will now be supplied through jobber channels. This means new relationships must be cultivated by the previously direct supplied Shell retailers.

Home Depot is planning expansion of their properties to offer retail gasoline at locations where space is available in their parking lots.

As a retailer you must keep your eyes and ears open for new opportunities and offerings to serve your customer base. Customers don't like change, so don't give them a reason to change. Don't be afraid to ask the customer what other products and/or services you can provide. Ask the customer what else they regularly purchase, and where!

As your association, we promise to do the same thing. We are regularly investigating new providers and suppliers of reputable character, who might be beneficial to some or all of our members.

Together we can prosper!

## The Grocery Zone

By David Coverly



# Ohio Petroleum Roundup

By Paul R. Harvey  
Ohio Correspondent

This summer the Buckeye State is enduring torrential rains, flooding and searing heat, but demand for gasoline and repairs shows no sign of receding or cooling off, despite

record prices at the pumps.

While motorists suffer through this latest price spike, their pain at the pump is catching the attention of lawmakers. Congressman Dennis Kucinich's (D-OH) Gas Price Spike Act is again seeing some action and is also getting some run in the

media. Kucinich revisited the issue in his current constituent newsletter.

According to Kucinich's web site, the bill addresses the spike in gas prices by placing a windfall profits tax on oil companies; giving tax credits for the purchase of ultra efficient vehicles; and providing

federal grants to reduce mass transit fares.

"Consumers are being gouged at the gas pump," stated Kucinich in a recent press release. "The only thing rising faster than the price of gasoline right now is the skyrocketing profits of the oil companies."

## From the State Capitol

With many legislators heading back home for the summer to work on their campaigns, there has not been much activity around the issues that affect Ohio's petroleum retailing industry.

AFPD Lobbyist McKenzie Davis reported that a staffer in Senate President Bill Harris' office has indicated that the legislature is looking to address the Commercial Activity Tax issue in the lame duck session, prior to the budget meetings in January.

The gasoline retailers' CAT tax exemption is considered crucial to the survival of independents in the state. The AFPD will continue to update this story as new information becomes available.

In other news from Columbus, Attorney General Jim Petro recently signed an agreement with Chevron Products Company to implement new procedures to reduce sales of cigarettes to minors. According to Petro's Ohio.gov web site, the agreement requires Chevron to introduce comprehensive youth prevention tobacco retailing practices at each of its company-owned stores.

The agreement also mandates that the company supplies stores with annual compliance notices, requires franchisees to report violations to the corporate office, and modifies franchise agreements to provide that violations of youth access laws could constitute grounds for termination or non-renewal of the franchise agreement.

Petro, in a June 15 press release, stated, "We will continue to

# Get Quenched!

*Absopure  
Natural Spring Water  
Is Available  
In Just The Right Size  
For People On the Go!*

**Absopure®**  
THE REHYDRATION DRINK

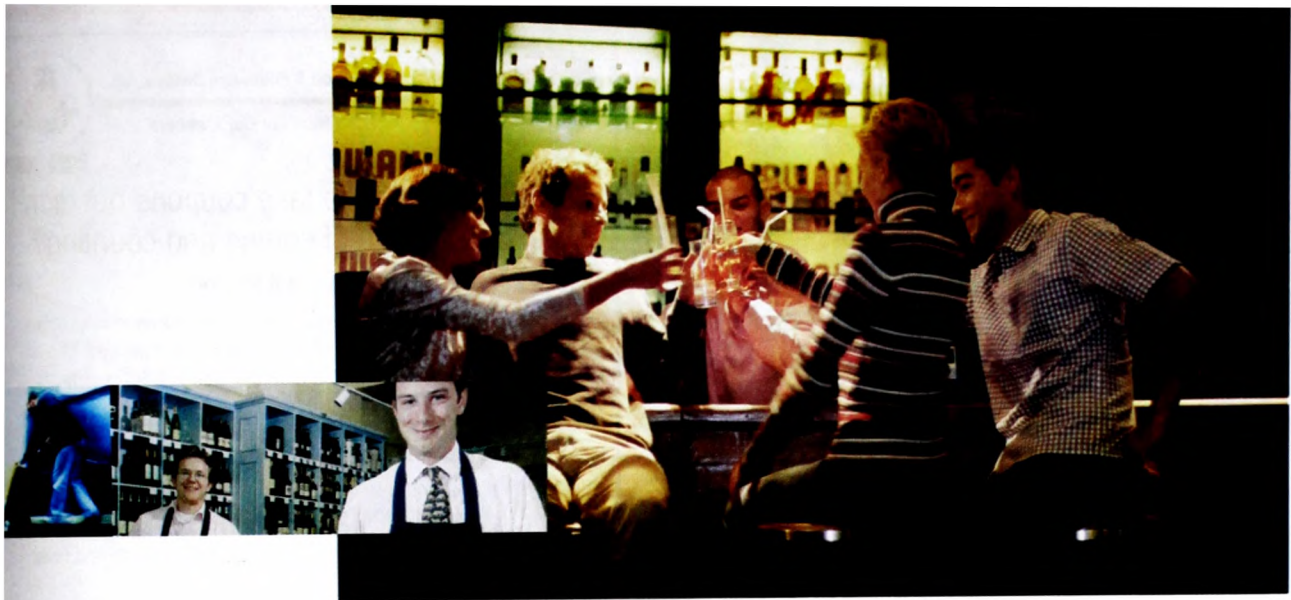
Naturally clean, naturally clear Absopure.  
Available at fine stores everywhere.

*Absopure  
Tastes Great Because It  
Comes From Our  
Own Natural Source In  
Pristine Southern Michigan!*



**Roundup,**  
Continued on page 8.





Our brands lead to some  
**beautiful relationships.**

**Here's to beautiful relationships.**

**DIAGEO**

**Celebrating life. Every day. Everywhere.  
Responsibly.**

Relationships are often built while people are enjoying one of our brands. And relationships with our wholesale and retail customers are of utmost importance to Diageo. We want you to enjoy the benefits of our brands as much as consumers do.



©2006 Diageo North America, Inc., Norwalk, CT

Diageo-Guinness USA, Norwalk, CT

## PetroleumNEWS

### Roundup,

*Continued from page 6.*

encourage corporations to take responsibility for their marketing practices." He added, "Underage consumers should not be the target demographic for what we know to be a health risk."

### Underground Storage Tank News

Ohio's PUSTRCB (Petroleum Underground Storage Tank Release Compensation Board) has addressed the issue of administrative costs associated with property transfers and starting June 30, 2006, has chosen to assess a \$500 (per facility) transfer fee. This is a per-facility fee and the amount assessed will be the same regardless of the number of tanks at that facility, according to the board.

PUSTRCB representative Dave Reeder said property transfers have increased significantly over the past several years and property assessments are a major source of identifying new releases and Fund

eligibility requests. The Board has historically transferred certificates of coverage at no cost to the purchaser or seller of USTs.

Reeder strongly recommends that potential purchasers of UST facilities contact the Board before initial purchase discussions to review this change in policy, and to make sure the current owner has paid all fees and penalties, if any, for prior years, and that the facility has a current Certificate of Coverage in effect.

For additional information, PUSTRCB can be reached at (800) 224-4659, or log on to [www.petroboard.com](http://www.petroboard.com).

### Dealer news

Citgo has decided to stop supplying fuel to more than 1,800 Citgo-branded outlets, including stations in Ohio, according to AFPD officer and Citgo dealer, Pat LaVecchia. In a recent *Wall Street*

### Roundup,

*Continued on page 18.*



Associated Food & Petroleum Dealers, Inc.

Working Hard For Our Members



**Have you wanted to take coupons but didn't want the hassle of sorting and counting?**

**Let AFPD do it for you!**

On April 1, 2006, the Associated Food Dealers of Michigan and the Great Lakes Petroleum Retailers and Allied Trades Association merged. Thanks to the merger you now have access to several additional services to the already impressive benefits you have been enjoying, including our successful Coupon Redemption Program.

Our program eliminates the time-consuming and costly chore of sorting, counting and mailing coupons to individual manufacturers, which reduces the volume of accounting records a retailer must keep.

You simply package and mail your coupons to the AFPD office and receive a check from us within 5-6 weeks! AFPD specialists help make sure that you get your money. By the way, there is no charge for this service as long as you are a member of AFPD!

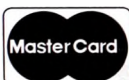
If you are interested, please give Harley Davis a call at 1-800-66-66-AFPD and he can fill you in on how simple it is to accept coupons at your locations.

The AFPD Coupon Redemption Program has been a valuable membership benefit in Michigan for over 25 years. Now we want our petroleum partners to realize how quick and easy it is to accept coupons and get manufacturer redemption.

# Michigan Merchant Services

**We are the new kid on the block—but we have all the toys**

**WE HAVE BEEN EXCLUSIVELY ENDORSED BY AFD TO PROVIDE  
MERCHANT SERVICES TO ITS MEMBERS**



Check Services



Gift Cards

- Credit Card Processing—Special AFD Rates!
- Credit Card Machines—FREE with Contract!
- A.T.M. Machines—at Wholesale with Contract.
- Point-of-Sale Equipment for Restaurants and Stores from C-Stores to the Largest Supermarkets—at Special AFD Pricing!



Am I getting the  
Best Rates & Services?  
I better get information  
from M.M.S.!



**Michigan Merchant Services**

302 West Main, Belding, MI 48809

Ph. 800-794-3271 • Fax 616-794-7491

*Fax M.M.S. your last statement and we will improve your bottom line!*



Over \$12 billion to schools  
\$667.6 million to Schools in 2005 alone  
Over 103 million winners in 2005  
\$12 billion in prizes to players last year  
\$152.6 million in commissions  
to retailers in 2005  
+ 12,000 participating retailers

---

# LOTS OF GOOD FOR MICHIGAN

From our school kids to all the winners, from the retailers to the many jobs  
it creates, and the money it puts back into our local economy –  
the Michigan Lottery is doing its part to help improve lives across the state.  
And that's one bottom line we can all feel good about.



**Come see us at the AFPD Holiday Beverage Shows in Novi and Grand Rapids.**



## Rémy hosts product introduction reception



On June 26, Rémy Cointreau USA hosted a reception for liquor retailers at Shenandoah Country Club in West Bloomfield, where Cognac was the featured beverage. The reason for

the special evening was the introduction of two high-end Cognacs in special, smaller sizes.

The popular but pricy Rémy Martin 1738, which currently retails for \$47 in the 750 ml. bottle, was introduced in a new 375 ml. size for \$24. The smaller version allows customers to sample the high-end cognac at a lower price.

It also puts the product in the gift-giving range.

The second item, one that was of particular interest to attendees, was

the issue of a 50 ml. bottle of Louis XIII. Retailing at \$250, the smaller bottle looks like a reduced version of the 750 ml. bottle that retails for \$1,800. The bottle is a hand-blown Bacharach crystal decanter.

"The smaller version makes Louie more approachable," says Sam Awdish, Rémy Cointreau USA regional sales manager. "We see customers purchasing it to celebrate an anniversary or as a very special gift," he adds.

Patrick Mariuz, Rémy Martin international brand ambassador, flew in from France for the product

introductions. He spoke to the retailers at the reception and answered questions about Rémy's products.



Patrick Mariuz

## AFPD meets with Michigan House Speaker Deroche

On June 14, 2006, AFPD President Jane Shallal, and AFPD Executive Vice Presidents Dan Reeves and Ed Weglarz met with Michigan House Speaker Craig Deroche to express their concern over the passage of Senate Bill 50 (Catering Bill) and its eventual consideration by the Michigan House of Representatives.

Passage of this Bill in the House or

into law will raise serious problems to our retail Specially Designated Distributor License holders (SDD). The law seeks to allow Class C on-premises licensees to sell and serve alcohol at locations other than their licensed premises. Our retail merchants' rights to be sole provider of off-premise liquor sales is jeopardized by this legislation which grants Class C

licensees the privilege to be providers for on-premise and off-premise liquor sales. The current proposed legislation places no limits on the number of locations at which a Class C licensee can sell liquor off premise.

This bill seriously disadvantages our members and treats them unequally by allowing bars and restaurants holding "Class C" licenses to obtain a

license for on and off premise liquor sales virtually anytime and anywhere.

AFPD asked the Speaker for his support in opposing this negative legislation. AFPD also requested the Speaker to lend his support for passage of a Youth Minimum Wage, Petroleum Marketing Stabilization legislation and for elimination of the Small Business Tax.



**NOW WE'RE  
Statewide!**  
Serving Western and  
Northern Michigan!

**SUBURBAN**  
  
**MAGAZINES**

**NEWS**

*Wholesale Distributor*

—**SOUTHFIELD**—

**248-945-4900 • 800-949-3733**

Fax 248-945-4922

—**FLINT**—

**810-762-9000**

Fax 810-767-6836



# The One Million Pound Challenge: August 1, 2006 – August 1, 2007

## Sharing food to relieve hunger

The Associated Food and Petroleum Dealers (AFPD) has partnered with Forgotten Harvest, Detroit's only mobile food organization, to issue the *One Million Pound Challenge* to help feed hungry people in Southeast Michigan. Beginning August 1, 2006, and running through August 1, 2007, all Michigan food

retailers/wholesalers, including AFPD members, 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.

Perfectly nutritious food is continually thrown away while people in our own community 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 – **SAME DAY AND AT NO COST** – to area emergency food providers. But the demand for our region's donated food has increased this year.

"Our goal is for our AFPD members to collect a total of one million pounds of food for distribution to emergency food providers throughout Southeast Michigan. Our AFPD members

have a history of giving back to our community. Forgotten Harvest bridges the gap between waste and hunger. I know our members are going to answer the call of this challenge," stated Jane Shallal, AFPD President.

### 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
- There is absolutely no cost to you
- No special staffing or resources are required
- There is no risk of liability in donating your surplus food\*

\*The Bill Emerson Good Samaritan Food Donation Act of 1996 protects good-faith food donors from civil and criminal liability should the product later cause harm to its recipient. Specifically, the Act provides protection for food and grocery products that meet all quality and labeling standards imposed by federal, state and local laws and regulations even though the food may not be "readily marketable due to appearance, age, freshness, grade, size, surplus or other conditions." Forgotten Harvest cannot accept food donations from individuals due to FDA regulations.



### Helping people one meal at a time

There is no way to measure the satisfaction you will receive knowing that your donation will

### Challenge,

*Continued on page 13.*

### How Can You Help

The process is simple:

- 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.



**Convenience**

## Customer Service





**Variety**

## Talk to your Frito-Lay Salesperson for more details!







## NewsNOTES

### Starbucks trying to increase sales with noncoffee merchandise

Starbucks is on a mission to increase its noncoffee merchandise sales. The company has hired a new vice president of merchandise and plans on using the winter holiday season as a launching pad for items such as snow globes and Christmas tree ornaments. -The Wall Street Journal

### Organic beef gaining in popularity

While natural and organic beef constitute only 2% of all beef sales, the popularity of such beef products is climbing, convincing many cattle producers to change their operations to meet rising demand. One proponent says higher prices paid by consumers for organic beef could attract more beef producers and eventually narrow the price gap with non-organic beef. -The Wall Street Journal

### PepsiCo, Ocean Spray form alliance

PepsiCo and Ocean Spray have created a strategic 25-year alliance to develop new products together and put Ocean Spray in more convenience stores and aisles in grocery stores, such as the refrigerated and soda aisles. The alliance gives PepsiCo the opportunity to collaborate with a company that strongly appeals to the health-conscious population. -The Boston Globe

### Eat Fish, see better and longer

The Washington Post reports that two new studies indicate that a steady diet of seafood can help prevent macular degeneration, which is a primary cause of blindness in older people. "The omega-3 fatty acids found in fish such as salmon are already known to help the heart and brain stay healthy," according to the Post. "The new studies, which appeared in the Archives of Ophthalmology, add to evidence that fish eaters also protect the eyes."

In this case, "steady diet" means eating fish once or twice a week.

On the other hand, one of the studies says that people who smoke are twice as likely to contract macular degeneration as people who do not. -MorningNewsBeat.com



## STATEWIDE COVERAGE / IPIA CERTIFIED DISTRIBUTION SITES NEAR YOU:

### PORT HURON

1755 Yeager St  
Port Huron, MI 48060  
800-327-2920

### SHELBY TOWNSHIP

5140 22 Mile Rd  
Shelby Township, MI 48317  
800-294-9737

### GRAYLING

427 I-75 Business loop  
Grayling, MI 49738  
800-922-1390

### BELDING

510 Moulton St  
Belding, MI 48809  
800-262-1270

### SAGINAW

2765 Universal Dr  
Saginaw, MI 48603  
800-942-7364

### YPSILANTI

1944 McGregor St  
Ypsilanti, MI 48198  
800-585-4800

### BURTON

3300 E Bristol Rd  
Burton, MI 48529  
800-585-4800

### BAD AXE

1470 S Pinnebog Rd  
Bad Axe, MI 48413  
989-269-6388

### RIVER ROUGE

260 Marion Hwy  
River Rouge, MI 48218  
313-841-7711

**Contact the Arctic Distribution Center near you!**  
**Michigan Sales Office: 866-686-4450**

## Position Available

### AFPD Membership Sales Representative

#### Purpose:

Ensures AFPD is providing good customer service and acts as a frontlines customer service position to sell renewals and new memberships.

#### Accountability and Functions:

Assist with selling and processing memberships by on-site visits, phone, Internet, and mail; provide information and answers to questions; maintain knowledge and awareness of AFPD events, event times and locations, special promotions and membership discounts; attend required meetings and special events, also assists with office operations; other duties as assigned.

#### Position Requirements:

Good Driving Record; Preferred - Minimum one year sales experience and/or minimum one year customer service experience; Desired - Experience working in a nonprofit and/or retail environment preferred. Also, multilingual in Arabic and English is desired; enthusiastic; ability to work independently and as part of a team; effective oral communication skills.

#### Application Procedure:

Apply by sending in a letter and resume to Associated Food and Petroleum Dealers, 30415 W. 13 Mile Road, Farmington Hills, MI 48334. No phone inquiries please.



# Officials complete inspections in Troy warehouse issue

The Michigan Department of Agriculture (MDA) announced that the restaurants and retail establishments that may have received product(s) from Tinway Co. have received a clean bill of health. The expedited inspections, carried out by local health department sanitarians and state food inspectors, bring closure to the joint search for suspected illegally imported poultry products.

"Nothing is more important than ensuring the safety of the state's food supply," said MDA director, Mitch Irwin. "While no evidence of illegally imported meat or poultry products were found, MDA inspection teams will continue to vigorously pursue compliance with Michigan's food safety laws."

The search of 36 southeast Michigan restaurants and 80 retail establishments stems from a U.S. Department of Agriculture discovery of illegal Chinese poultry products in a Troy, Michigan warehouse. On July 13, 2006, the MDA provided the city of Detroit and counties

of Genesee, Lapeer, Livingston, Macomb, Oakland and Wayne, with a list of restaurants that may have received product(s) from Tinway Co.

The MDA issued a summary suspension of the retail food establishment license for Asia Foods Service Inc., dba Tinway

Co., on July 13, 2006. Asia Foods Service, Inc. had been licensed by MDA since 1999. The suspension was based upon evidence that some food products at the firm were not properly labeled or were being held at an unsafe temperature.

For more information on food

safety, visit [www.michigan.gov/foodsafety](http://www.michigan.gov/foodsafety), [www.foodsafety.gov](http://www.foodsafety.gov), [www.fightbac.org](http://www.fightbac.org), or call the U.S. Department of Agriculture Meat and Poultry at 800-535-4555, or the U.S. Food and Drug Administration at 888-SAFE-FOOD.

## Challenge,

*Continued from page 11.*

help feed hungry people in your community. Children, seniors, homeless families, the working poor — your surplus food donations will help improve the lives of those less fortunate or in unexpected crises. Please partner with us to feed the hungry in Wayne, Oakland and Macomb counties.

## 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.

At the end of the day don't throw it away! Send it our way!

## A healthy alternative to the high cost of health care.

**Introducing Flexible Blue from Blue Cross Blue Shield of Michigan—a new, more affordable way to give your employees the health care they really want.**

Our Flexible Blue plans are designed to work seamlessly with the new health savings accounts (HSAs), which offer a number of attractive benefits:

### For Employers

- The potential of significantly lower premiums
- The ability to customize your benefit plan
- Ease of administration, with financial services from Wells Fargo

### For Employees

- More control over their health care
- HSAs funded by tax-free\* contributions, similar to a 401(k) (certain maximums apply)
- 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.

Flexible Blue™



Michigan's most trusted name in health care.



**INVESTMENT PRODUCT NOT FDIC INSURED  
NO BANK GUARANTEE MAY LOSE VALUE**

Investment in any mutual fund is not insured or guaranteed by the U.S. Government, the FDIC, the Federal Reserve System or any other federal agency. Investments of a mutual fund are not obligations, deposits or promises of the Associated Food Dealers of Michigan and are subject to investment risk, including possible loss of principal.

\*All tax references relate to federal income taxes only. Please consult your tax advisor.

Blue Cross Blue Shield of Michigan is a nonprofit corporation and a member of the Blue Cross and Blue Shield Association.



# Senator Deborah Cherry strives to balance Michigan's budget

**State Senator Deborah Cherry**  
**Democrat**  
**District 26-Burton**  
**1st term**

**Committees**

- Appropriations

**Subcommittees**

- Minority vice-chair of the Department of Community Health
- Minority vice-chair of Higher Education
- Department of Natural Resources
- Capitol Outlay

By Kathy Blake

State Senator Deborah Cherry, (D-26), has the difficult task of trying to maintain health and education programs for Michigan residents while keeping the state out of the red. With the struggling Michigan economy, it has been necessary to make cuts. Senator Cherry said "That's all we've done the last four years, is make budget cuts." She said the Appropriations committee was recently working on saving \$30 million by moving funds around. "My goal is to protect what we have in health care. We probably need expansion, but can't afford it."

Of particular concern to Cherry is taking care of the elderly. After graduating from college, she was program coordinator for the Valley Area Agency on Aging. Then she became assistant director of the Detroit Street Senior Citizens Center for five years. Her next job was Department Analyst for the State Office of Services to the Aging from 1985 to 1991. She helped improve programs for the elderly, like home-delivered meals and in-home care and wrote grants to secure federal funding. "We were ahead of our time with keeping elderly folks living in their own home," she added.

Senator Cherry said that Governor Granholm is creating a pilot program in Michigan for single

point of entry to long-term care for elderly and disabled residents. The idea is to decrease state spending on long term care and reduce system fragmentation by providing a one-stop shop consumer-centered information system. Currently, two thirds of Medicaid funds are spent on care provided at nursing homes, said Cherry.

"I think nursing homes will change from being long-term to short-term or rehabilitation care facilities. A lot more nursing care can be done at home than we thought possible," explained Cherry.

She has been a supporter of independent living for the elderly with in-home care and services such as assisting with household tasks and providing home-delivered meals.

"The population of the aged is only going to grow. The foundation for caring for them is set but we still need to place a lot of attention to it," said Cherry, adding "We should provide more in-home services to the aged and more assisted living options."

**District**

Senator Cherry's district includes eastern Genesee county and part of northern Oakland county, including Waterford. The district includes the cities of Burton, Clio, Davison, Grand Blanc and Mt Morris.

**Background**

Senator Cherry's family is actively involved in politics. Her brother is Lt. Governor John Cherry Jr. and her parents were active in local politics.

Her mother, Margaret, served on the Montrose Village Council and her father, John Cherry Sr. was Montrose Township Supervisor. While she was in high school, Senator



Cherry's brother formed a political group of high school students in Montrose. They interviewed and endorsed candidates, going door-to-door. Senator Cherry said that every candidate they endorsed received the most votes in Montrose. "I learned early on that you can have an influence, just by being involved."

Cherry graduated Salutatorian in 1972 from Hill-McCoy High School in Montrose. She holds a Bachelor's Degree in Human Resources Development from Oakland University.

Through the years she worked on and managed numerous campaigns. She was treasurer for her brother's campaigns until she ran for political

office herself, and was elected to the Genesee County Commission in 1988. Deborah served until 1994, three of those years as chairman. During this time, she learned how to make tough budget choices when a major automaker plant closed. They struggled to maintain services with less revenue. She also helped create a job corps center and form a free health care clinic in Flint. She returned to college and received her master's degree in Public Administration from the University of Michigan-Flint.

In 1994, she was elected to the Michigan House of Representatives, serving three full terms. During her tenure she had six bills pass into law, including a bill that prohibits children from riding in the back of pick-up trucks and another that provides tax relief for families paying for childcare. After her term limit was up, she did some work for the Flint Area Chamber of Commerce and the University of Michigan-Flint. In 2002, she was elected to the state senate seat she currently holds.

**Civic organizations**

Deborah serves on several boards including the Greater Flint Health Coalition, the Genesee County Fair, the Michigan Fitness Foundation, the Michigan Prospect and the IMA Board, a group which provides educational and recreational opportunities for children.

**Personal**

Senator Cherry says her main goals as state senator on the appropriations committee is "making sure higher education is affordable and health care is accessible."

Senator Cherry is a member of St. Christopher's Episcopal Church. To reach State Senator Deb Cherry, please call 517-373-1636, email [SenDCherry@senate.michigan.gov](mailto:SenDCherry@senate.michigan.gov) or write State Senator Deb Cherry, PO Box 30036, Lansing, Michigan, 48909-7536.



# Country<sup>TM</sup> Fresh


Is proud to introduce  
**LAND O LAKES<sup>®</sup> Original Milk**



Milk from cows NOT  
treated with rBST/rBGH







“You must be the change you wish to see in the world.”

-Mahatma Gandhi

LaSalle Bank salutes those  
who help make a difference.

Personal Banking • Commercial Banking • Wealth Management

Making more possible



**LaSalle Bank**  
ABN AMRO



[www.lasallebank.com](http://www.lasallebank.com)

Wealth Management is a division of LaSalle Bank, N.A.

©2005 LaSalle Bank N.A. Member FDIC. Equal Opportunity Lender.



# AFPD to seek changes in liquor licensing approval process



By Jane Shallal  
AFPD President

The AFPD is reviewing the time delays and impediments pertaining to liquor licensing approval in Michigan. The AFPD believes that the approval process should be made more efficient and expeditious. AFPD Members have complained that off-premises liquor licenses are not issued in a timely manner and that licensing delays have increased their business costs and impacted the sale and purchase of businesses. The current process often makes completing these transactions difficult and expensive because of the amount of time involved. Members have become increasingly frustrated with the lack of state and liquor licensing officials' responsiveness to pending applications and have cited examples of lost business revenues and lost leases as a result of the difficult task to obtain a license.

Clearly, the lengthy time it takes to review supporting documents submitted with applications, i.e. financial information and determination of undisclosed financial interests, has become very burdensome and complex. Further, requirements for criminal investigation data is duplicative between the state and the local agencies reviewing applications and needs to be eliminated. These requirements have contributed to delays in the liquor licensing process. A fast-track review system should be introduced to expedite the approval process particularly for transfer or licenses held in escrow.

Current laws are outdated and the liquor code dealing with liquor licensing has resulted in inconsistent standards and divergent costs of investigations and application requirements, as well. Reform is necessary to improve the overall

efficiency of the system.

Suggestions are being made to create a uniform application process, uniform requirements and fees for municipalities across the state. The AFPD is currently reviewing policies and procedures in other states to

compare their application process efficiency. Bipartisan support will be needed from our legislatures to effectuate any changes. The AFPD will be calling on members to contact their legislatures when a final proposal for a change is submitted.

## Associated Food and Petroleum Dealers



### FINANCIAL

- 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

For more information on any of these excellent programs, call:

## Associated Food and Petroleum Dealers

30415 West 13 Mile Road • Farmington Hills, Michigan 48334

**(248) 671-9600**



## Michigan liquor industry opposes mandatory EAS tags

The association that represents liquor vendors in Michigan is opposing mandatory EAS tags on liquor bottles. The Michigan Liquor Vendors wrote a letter to the Michigan Liquor Control Commission (MLCC) stating their opposition.

An EAS tag is an electronic security device that is adhered to a bottle of liquor to prevent theft. Some major retail chains have asked the MLCC to allow liquor vendors to equip all liquor bottles with the tags. The liquor vendors oppose the idea of mandatory security devices, on the premise that vendors and manufacturers should not be responsible for - and should not pay for - shrinkage in retail stores.

The Michigan Liquor Vendors estimates that mandatory EAS tags would cost approximately \$6 per case if applied manually by ADAs or third party vendors, an expense that they feel should not be the responsibility of the vendor, but rather an expense that a retailer may choose to incur.

In addition to the expense, is the complex issue of warehousing and

delivery. Since, at the present time, there are numerous types of EAS tags and other security devices, the ADAs (Authorized Distribution Agents) would be forced to keep additional space reserved for every type required by various retailers.

The Michigan Liquor Control Commission recently provided an opinion on the request, noting that the Commission believes that making liquor vendors provide mandatory EAS tags is not legal, on the grounds that it is "aid and assistance" to the retailers requesting the tags, while it does not benefit those that do not want or use the tags.

However, using EAS tags can be beneficial to the retailer. In an Arizona test, the sales of products rose dramatically when they were taken out of locked cases and placed on shelves for easier customer access.

The Michigan Liquor Vendors look at the tags as a potential asset to sales and believe that more investigation and a more unified system are needed before any decision can be made regarding mandatory usage.

### Roundup,

*Continued from page 8.*

*Journal* article, the company cited supply issues and the sale of a refinery as the basis for the pullout.

"It's a shame," said LaVecchia. "It's a good brand featuring high-quality fuel, and they don't bother the dealers." When Citgo completes the withdrawal next spring, LaVecchia projects that most dealers will switch to BP, Valero, Marathon, Clark or Sunoco brands.

First reported last month, BP's controversial AIMS supply program continues to generate news. According to Membership Services Representative Ron Milburn,

AFPD's June 15 meeting in Columbus was well attended. "The association has initiated a program asking dealers to track certain data on deliveries and other pertinent information so that we may analyze it," said Milburn. "A number of Shell dealers with similar problems also attended the meeting," he added. AFPD is monitoring this issue to determine if legal action should be taken.

### Ohio Membership Programs Update

Ron Milburn and AFPD's Ohio Chair of Membership Programs, Paul Elhindi, reported that the association's roster of membership programs are certainly paying off for those that are participating. Milburn noted that members are realizing record savings from the Liberty USA program, the Workers' Comp program, the Business Liability Insurance/Underground Storage Tanks program, the Milk program, and the other AFPD sponsored programs.

Important reminder: Liberty USA is the official C-store supply program administrator through AFPD. A number of non-endorsed operations have approached members, stating they are approved AFPD member program suppliers. If you have any questions regarding a vendor's status, contact the AFPD office before you sign any document.



**HURON**  
ENVIRONMENTAL

Contact: Fred Abdou, P.E.  
Cell Phone (586) 405-5416

Southeast Michigan Office  
25315 Dequindre  
Madison Heights, MI 48071  
(248) 546-7250



Port Huron Office: (810) 966-0680  
Central Michigan Office: (989) 227-8040  
[www.huronconsultants.com](http://www.huronconsultants.com)

## Consulting Engineers & Environmental Professionals "Engineering for Tomorrow's Needs."

- Phase I & II Environmental Site Assessments
- Baseline Environmental Assessments (BEAs) and Due Care Plans
- Leaking Underground Storage Tank Compliance & Closure
- Brownfield Redevelopment Planning and Support
- Asbestos/Mold/Lead Services
- Geotechnical Analysis
- Site Surveying and Site Planning
- Stormwater Management & Design

Where Service,  
Quality and Price meet!

# U.S. ICE

## DETROIT'S ICE KING SINCE 1984!

- Cube Ice
- Block Ice
- Crushed Ice
- Dry Ice
- Cash & Carry  
Department at  
Wholesale Prices
- Best Prices in Town!
- Centrally Located  
for Best Delivery!

### SERVICE

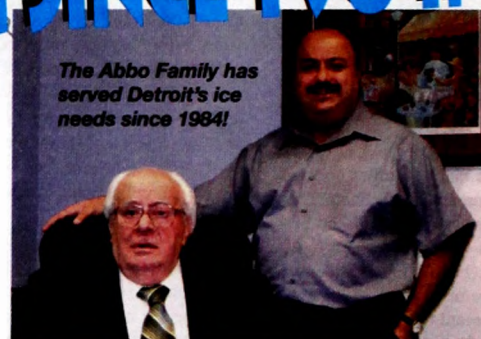
U.S. ICE knows that the best way to attract new customers, and to maintain the trust of established customers is to provide fast, reliable delivery. For this reason, when we built our state-of-the-art ice manufacturing facility, we purposely chose a location with the best access to the entire Detroit metropolitan area.

### PRICE

U.S. ICE has always been known for its competitive pricing structure, personalized specifically to your individual needs.

### QUALITY

In the ice business, there are two basic choices of ice styles: VOGT and TURBO. Turbo ice has no uniformity whatsoever; as the machinery produces flat sheets of ice that are sent through a crusher; Vogt ice machinery produces long, cylindrical tubes of ice with a hollow center that are sliced to perfect uniformity. Over the years it has become apparent that our customers much prefer Vogt ice for its consistent drinking pleasure. That is why all U.S. ICE is manufactured by the Vogt ice process.



## U.S. ICE CORP.

10625 West 8 Mile Road  
Detroit, MI 48221  
(313) 862-3344 • Fax (313) 862-5892

**LARGEST ICE MANUFACTURER  
IN THE CITY OF DETROIT,**  
with a manufacturing capacity of  
300 tons (600,000 lbs.) of ice per day!



Call the ICE LINE: **(313) 862-3344**



## May We **SUGGEST**

A monthly column featuring an AFPD suggested wine

# Parker Station Pinot Noir 2005



By Michele MacWilliams

"The best Pinot Noir you can afford to drink daily," is the way that Sam Kalabat of Galaxy Wines describes Parker Station Pinot Noir. The new vintage, 2005, was recently released and Kalabat says that it—like the last three vintages—is fantastic.

The wine is produced by Fess Parker Winery in Santa Ynez Valley, California. Those of us old enough will recall that Fess Parker was both Davy Crockett and Daniel Boone in two popular television series.

In 1987, Parker purchased a 714-acre ranch 35 miles north of Santa Barbara, in the Santa Ynez Valley, where he established Fess Parker's Winery & Vineyard. His son, Eli (Fess III), is president and director of winemaking and vineyard operations. His daughter, Ashley, is vice president of marketing and sales.

### Pinot Noir – the wine that goes with everything

Pinot Noir is the perfect wine to bring as a gift or to serve at a potluck dinner, because it goes well with many different foods.

"The ultimate food wine—the only one you'd want to be stuck with on a desert island—is made from the French grape called Pinot Noir. Why? It's a red wine, with moderate degrees of tannin, so it goes perfectly well with meats with some degree of fattiness; especially with a twist of pepper or slightly bitter vegetables on the side," said LearnVino columnist Charles Kensington. "But the tannin of Pinot Noir is also very soft, very tender, making this usually a very sleek, smooth, easy drinking red wine that goes just as well with white meats like fish, veal, pork and chicken. In

fact, I'd venture to say that a slightly chilled bottle of typical Pinot Noir is just as soft and easy to drink as most California Chardonnays," he added.

AFPD's overall impression of Parker Station Pinot Noir was very favorable. Retailing at around \$15, this is an affordable wine worthy of a special occasion. It is nicely structured and exhibits cherry, mint and spice characteristics on the nose. The palate is big, round and supple with prominent cherry and cranberry fruit flavors complemented by notes of earth and spice. The finish is long and lingering with soft tannins and attractive undertones of vanilla and toast.

"Parker Station also makes a wonderful Syrah and a superb Chardonnay," Kallabat adds.

### AFPD Recommended Wine:

## Parker Station Pinot Noir 2005

### Description:

A structured Pinot Noir exhibiting cherry, mint and spice characteristics on the nose. The palate is big, round and supple with prominent cherry and cranberry fruit flavors complemented by notes of earth and spice. The finish is long and lingering with soft tannins. Enjoy this balanced wine with food or as an aperitif.

### Food Pairings:

- Lean meats (veal, chicken, turkey, rabbit, game birds, beef and pork)
- Smoked, wood-roasted, braised or sausage meats
- Autumnal fruits (figs, plums, blackberry, raspberry, blueberry, currants, black and dried cherries, etc.)
- Mild or creamy cheeses (Brie, Camembert, herbed cremes, Cheddar and Havarti)

**Alcohol Content:** 15.1% by volume

**Vineyard Sources:** Santa Barbara County and Scheid & Lockwood Vineyards in Monterey County.

**Barrel aged:** 1/3 French Oak for 8 mo.

**Titrateable Acidity:** 0.636g/100ml

**pH:** 3.85



## A balancing act for the serious investor.

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

**Lincoln**  
Financial Advisors

A member of Lincoln Financial Group

© 2006 Lincoln Financial Advisors

*Lincoln Financial Group is the marketing name for Lincoln National Corp. and its affiliates.*

**Michael J. LoGrasso CLU, ChFC and John M. Bussa**  
Lincoln Financial Advisors

1000 Town Center, 26th Floor, Southfield, MI 48075

**800-382-8122**

CRN200602-1005695



## The Power of Your Community is right behind you.

Every time you turn on a light, thousands of your friends and neighbors are right there making sure it works. That's thousands of Michigan-based Detroit Edison and DTE Energy workers providing you with the level of service and dependability you've come to expect for over a century. And we're also right behind you when it comes to community support; donating more than six million dollars a year to community causes.



[dteenergy.com](http://dteenergy.com)

The Power of Your Community<sup>SM</sup> | e=DTE<sup>®</sup>



# AFPD S.E. MICHIGAN HOLIDAY BEVERAGE SHOW

**Bigger and better than ever...over 150 booths!**

More exhibitors, more booths, more sampling and more deals await attendees at the S.E. Michigan AFPD Holiday Beverage Show this September. "Everyone who has anything to do with the beverage business in Michigan really should be there...the industry leaders will," said AFPD special events director, Cathy Willson.

"AFPD's S.E. Michigan Holiday Beverage Show has grown so large that we had to move it from the ballroom into Hall C at Rock Financial," explained Willson, adding that all the major distributors have added booths to showcase their new products and holiday packages.

For more information contact  
AFPD at (248) 671-9600.

**These are a few of our many exhibitors...**

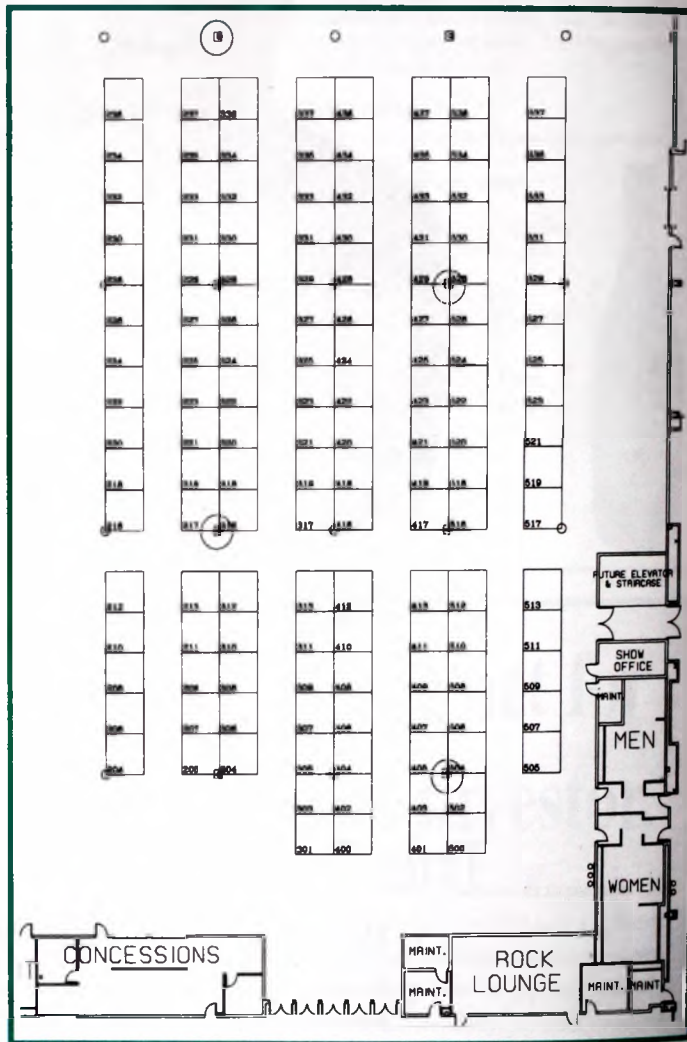
Absopure Water Co  
ATM of America, Inc.  
ATM of Michigan  
Central Foods & Beverages  
Chaldean News  
Clearview Digital Surveillance  
Closed Circuit  
DTE Energy  
Faygo Beverages Inc.  
Frito Lay Inc.  
Galaxy Wine Distributors  
General Wine & Liquor (49 booths)  
ICU Surveillance  
JAYD Tags  
JJ Security Systems  
Jones Soda  
Kansmacker

Kar-Nut  
Marketplace Solutions  
Michigan Beverage, LLC  
Michigan Lottery  
Miller Brewing Co.  
MoneyGram  
National Wine & Spirits (28 booths)  
Netco ATM  
Paramount Coffee  
Pepsi Bottling Group of Michigan  
Powers Distributing  
Simplicity Wireless  
Suburban Magazines  
Tag It  
Trans-Con Sales & Marketing (13 booths)  
US Ice Corp.

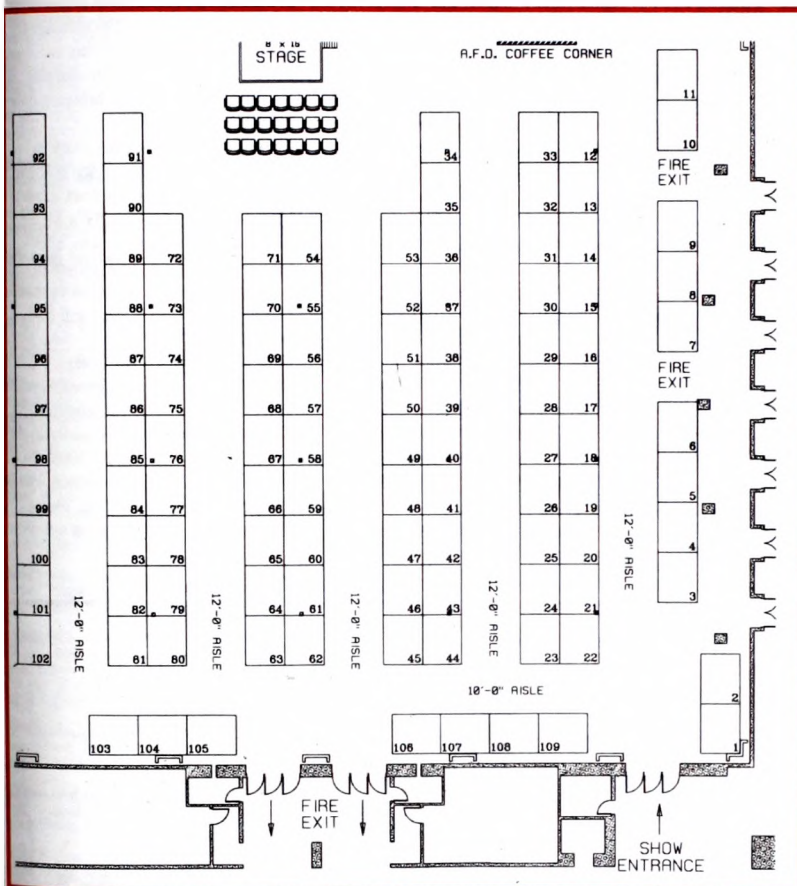


**46100 Grand  
River Ave.,  
Novi, MI 48375**

Wednesday,  
September 13  
4 pm • 9 pm  
Thursday,  
September 14  
4 pm • 9 pm



# AFPD WEST MICHIGAN HOLIDAY BEVERAGE SHOW



## West Michigan Holiday Beverage Show returns to rave reviews, with over 100 booths!

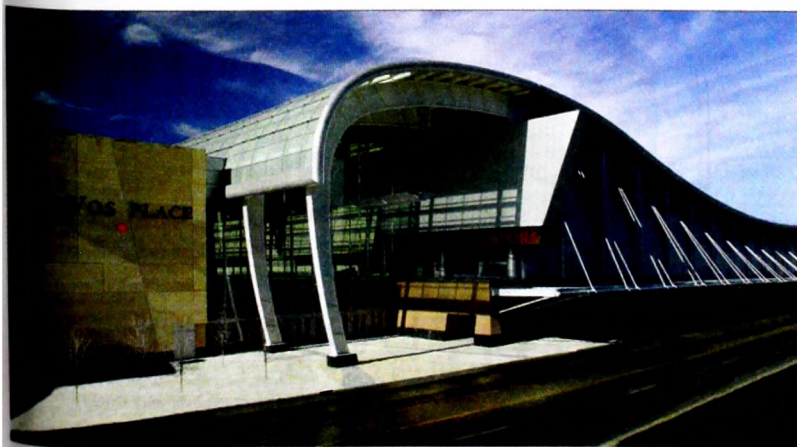
On Tuesday, September 19, AFPD's second annual West Michigan Holiday Beverage Show will take place at DeVos Place in Grand Rapids. "We enlarged the show by 30 booths in order to accommodate the increased demand," said Cathy Willson, AFPD special events director. "In addition, we will have a

stage for demonstrations of the newest cocktails and other items of interest." Willson added. Booth space demand is high and attendees can expect an array of new products, holiday packages and show specials.

For more information contact AFPD at (248) 671-9600.

### These are a few of our many exhibitors...

ATM of Michigan	Kent Beverage Company, Inc. (16 booths)
Arctic Glacier Inc.	Marketplace Solutions
B & B Beer	Michigan Lottery
Bridgeway Power	Miller Brewing Company
CoCard/MI Merchant Services	National Wine & Spirits (12 booths)
Faygo Beverages	Paramount Coffee
Frito Lay, Inc.	Sherwood Foods
General Wine & Liquor Co. (9 booths)	Simplicity Wireless
Great Lakes Beverage Dist.	Suburban News
Henry A. Fox Sales (20 booths)	Trans Con Sales & Marketing
JJ Security Systems, Inc.	



**DeVos Place**  
303 Monroe Ave. NW,  
Grand Rapids,  
MI 49503

Tuesday,  
September 19,  
2 pm • 8 pm



## Lottery partners with Michigan summer activities



By Commissioner Gary Peters

In August, Lottery retailers noticed something different on their terminal-based game tickets. The Lottery's promotion of Michigan's State Fair in Detroit and the Upper Peninsula State Fair in Escanaba began and we invite our retailers to join us in this new partnership.

The idea behind this promotion is to leverage the millions of Lottery tickets that we print to help a couple of great state-sponsored activities. The ticket promotion, which will appear on the front of Mega Millions, Classic

Lotto 47, Fantasy 5, Keno, Daily 3, Daily 4 and Club Keno tickets, will be a discount coupon to the Michigan State Fair in Detroit, which runs Aug. 23 through Sept. 4, or the Upper Peninsula State Fair in Escanaba, which is Aug. 15 through Aug. 20. The Detroit offer will provide \$2 off one adult admission and the UP discount will be \$1 off one adult admission. Some conditions, such as the Lottery tickets must be surrendered at the entry gate and the Lottery discounts cannot be combined with other offers, will apply.

In the next few weeks and running through Labor Day weekend, the back of each terminal-based game purchased by Lottery players will include a Web address – Michigan.org/trip – at which visitors will find a wealth of information about tourist destinations, accommodations, events and festivals.

The discount fair coupons should be a win for both Lottery players and the fairs themselves. In addition to purchasing a Lottery ticket, players

will be getting the added value of a discount admission to two of the state's premier summer activities. And the fairs are both expecting increased attendance as a result. Likewise, I'm hoping that other tourist destinations will receive a boost when players access the travel information noted on the back of the tickets and they see the wealth of vacation opportunities available to them right in their own backyards.

As retailers, you certainly know that the sheer volume of Lottery tickets that are printed and sold makes them an excellent venue for a statewide promotion. An estimated 20 million terminal-based tickets are printed each week, which will result in roughly 40 million discount tickets being printed for the UP Fair and approximately 80 million discount tickets being printed for the Michigan State Fair. The Travel Michigan Web site information will be printed directly onto nearly 58,000 rolls of Lottery paper stock that will then be distributed to retailers to print tickets.

An estimated 218 million impressions will be made with the Web address.

We encourage you to join us in this partnership by pointing out these discount tickets and travel information to your players! Since the messages are not something the players are accustomed to seeing, I'm sure that they will appreciate you bringing their attention to them.

**Instant Ticket Update:** Back by popular demand is The Price is Right, a \$5 instant ticket. Look for Casino Multiplier, which will sell for \$10. Also, look for Instant Action, a \$5 ticket. Rounding out the month of August will be The Three Stooges, a \$2 ticket which we expect will be a hot seller.

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](http://www.michigan.gov/lottery).

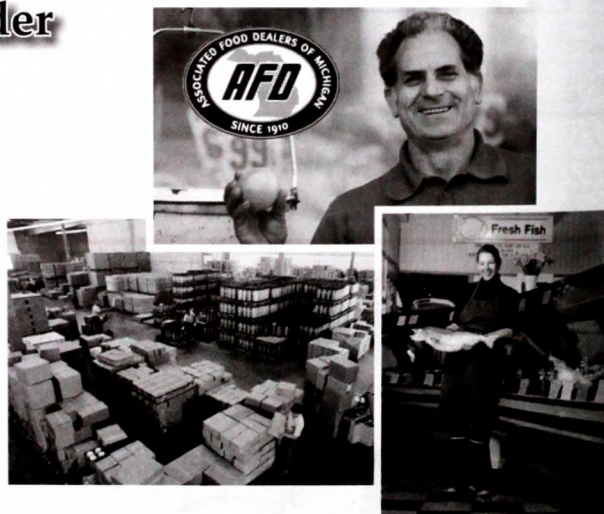
### Exclusive Insurance Provider Endorsed by AFPD!

Having worked with AFPD for more than five years, Meadowbrook is exclusively endorsed to provide workers' compensation and business insurance.

- Competitive Rates
- Fast, Easy Quotes!

To speak with a Meadowbrook Agent, call Marlene at (800) 482-2726, ext. 8216.

[www.meadowbrookagency.com](http://www.meadowbrookagency.com)



**MEADOWBROOK**<sup>®</sup>  
INSURANCE AGENCY  
A member of Meadowbrook Insurance Group

## Classified

**PALLETS WANTED**—Detroit Storage Co. Free pick up. (313) 491-1500.

**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.

**FOR SALE**—Full service grocery store located in Warren. Beer, wine, lottery and ATM. 11,800 sq. ft. \$300,000 plus inventory. Option to purchase real estate for a total of 15,800 sq. ft. Call after 6pm (586) 781-3298.

**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 StepVans, 12'-14' work area, dual rear tires, gas, ranging from 1995-2000, asking \$4000.00-\$7000.00. 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 \$8,000/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.

**FOR SALE**—Detroit Warehouse. 22 ft. refrigerator truck for hire - daily/weekly. Call Dave Evola (586) 360-7662.

**FOR SALE**—Full service supermarket. 3200 sq. ft. Meat, produce, liquor. East side Detroit, facing Grosse Pointe. Call (313) 885-7140.

**FOR SALE**—Beer & wine license. City of Taylor. Hobart Slicer \$975. Deli scale \$100. Call (734) 946-4016.

**FOR SALE**—Small grocery/beer-wine store with lottery and ATM. Building 50x80 with large parking lot for additional development opportunities. Call John (313) 273-6015.

**FOR SALE**—Hobart Grinder #4632. 2 H.P. Single Phase. Completely rebuilt—\$2,000.00. Yorkshire Food Market, (313) 885-7140.

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

**KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS**  
Low discount pricing to all AFD members. Now installs, remodels, inspections, recharging and testing. Also servicing auto paint booths and gas stations. All brands: Ansul, Pyrochem, Ridd, Guard. Serving southeastern Michigan 24/7. Call Alan Ross at GALLAGHER FIRE EQUIPMENT—800-452-1540.

**FOR SALE**—Upscale Charlevoix business at a bargain price! Don's IGA is close to town, with plenty of parking. Dramatically reduced to \$699,000 and includes real estate, two liquor licenses, equipment and fixtures. Call Lori Jodar at Boye Realty: 231-347-7800.

## AFPD recommends changes in Food Stamp payments

The AFPD is continuing to meet with state and federal officials concerning a change in Food Stamp EBT Payments to twice monthly. This summer, AFPD members met with Tim English, director of the food stamp program for the Midwest regional office of the Food and Nutrition Service, to discuss this issue. The AFPD believes that this change in EBT payments distribution

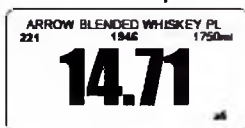
would be of tremendous benefit and assistance to retailers, suppliers, wholesalers and manufacturers which suffer from serious financial, management and inventory problems resulting from the current EBT payment method.

Additionally, AFPD was convincing in argument that the payment method which it proposes would allow for more financially sound budgeting

and management of monies by those who receive benefits. The officials indicated that they would consider a request for a change, however, the price tag for such change would be very expensive. The AFPD indicated that it wished to continue to meet and work with the U.S. Food and Nutrition Service and the Michigan Department of Human Services to explore this issue.

## MORE CHOICES = MORE PROFITS

### Liquor Shelf Tags



#### Features:

- High quality card stock with glossy finish.
- Printed with rich black ink, and then laminated on *both sides* with Ultraviolet Protection (price tags won't yellow) for long lasting durability.
- Easy to read ordering codes.
- Full name of product printed for less confusion when changing tags.
- Each catalog includes the entire liquor book. (Includes 1 Year of Updates)
- Fully Customizable

### Maximize Your Profits Example

If a liquor store does \$5000/week in liquor sales and \$2000/week of those sales are smaller packages (shots, double shots, 1/2 pints and pints) and the margin was an average of 25% for those packages you would

**EARN AN ADDITIONAL  
\$200/week or \$10,400/year**

CALL TECHSHOP USA  
AND ORDER YOUR COMPLETE LIQUOR BOOK TODAY  
order online [WWW.TECHSHOPUSA.COM](http://WWW.TECHSHOPUSA.COM)  
586-203-8453 OR 877-453-5815  
OPTIONS

#### State Minimum

**\$199**

reg. \$250

Entire Liquor Book at  
State Minimum  
Shelf Price

#### Standard Profiles

##### Your Choice

18% - 22% - 26% - 30%

**\$299**

reg. \$399

ex. 22% margin  
cost / .78 = Selling Price

#### Design Your Own Book

Up To 5 Percentages

Based On Size

**\$399**

reg. \$500

popular example

50ml@32%, 100ml@30%, 200ml@30%,  
375ml@28%, 750ml@25%, 1000ml@25%, 1750@20%

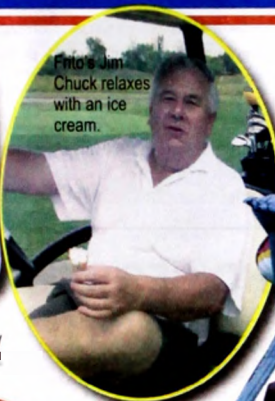




# AFD Foundation Golf Outing



Marty Puskas and Steve Ramsby with Christina and Jenna, the Captain Morgan girls!



Frito's Jim Chuck relaxes with an ice cream.



Harold McGovern, Todd McCormick and Scott Skinner

## Congratulations AFD Foundation Golf Outing Winners!

Closest to the Pin #6 G.F.:  
Most Accurate Drive #5 Hills:  
Closest to the Pin #2 Lakes:  
Most Accurate Drive #17 G.F.:

Scott Kapusto and Patricia Trefun  
Michael Kilano  
Tina VanDyke  
Mark Sarafa

Champions – Group One:  
Second Place – Group One:

Team 8A G.F. – Pernod Ricard (60)  
Team 3B Hills – Sherwood Food Distributors (60) (Tie decided by the #1 Handicap hole on the Golden Fox.)

Champions – Group Two:  
Second Place – Group Two:

Team 10B G.F. – Ronnie Jamil Group (58)  
Team 9B Lakes – Broadway Market (62)



## Thank You Sponsors!

### Eagle Sponsors

7Up Bottling Group	Hass MS&L
Absopure	Kar's Nuts
Bacardi	LaSalle Bank
Brown-Forman Beverage Co.	Lincoln Financial
Coca-Cola Bottling Company	Meadowbrook Insurance
Country Fresh	Michigan Lottery
CROSSMARK	Miller Brewing Company
D & B Grocers Wholesale	National Wine & Spirits
Diageo	North Pointe Insurance Co.
DTE Energy	Pepsi Bottling Group
Eastown Distributors	Pernod Ricard
Faygo Beverages	Petitpren
Frito Lay	Red Bull
General Wine & Liquor Co.	Sky Spirits
GTech Corp.	Trans-Con Sales & Marketing

### Birdie Sponsors

Bellanca, Beattie and Delisle, P.C.  
Huron Environmental  
Prairie Farms Dairy  
Spartan Stores, Inc.



Moet Hennessy Team:  
Jim Weak, Jeff Wood, Lisa Hebert and Mir Putrus



The Cuervo hole was a favorite stop!



Matt Cole (Brown Forman), Sam Shoukri (Showerman's) Mark Bodke (General Wine & Liquor Co.) and Vinnie Shoukri (Showerman's)



# AFD Foundation Golf Outing



A special thanks to the AFD Foundation Golf Committee and Volunteers!

## Ramie Jamil - Co-Chairman

Fred Dally  
Paul Knutson  
Wendy Acho  
Scott Skinner  
Ben Benjamin  
Al Chittaro  
Jim Chuck  
Ed Frost  
Chip Gerlach  
Bob Halstead  
James Hooks  
Joe O'Bryan  
Mark Sarafa

Tom Waller  
Rick Welch  
Jackie Elery  
Joey Shallal  
Christina Zaituna  
Ryan MacWilliams  
Emily Blake  
Aaron Lutz  
Kimmie Cottrell  
Jim Garmo  
Jonathan Garmo  
Chris Zebari  
Chase Zebari

## Bill Turner - Co-Chairman

Tommy Halewicz  
Nick Hayes  
Richard Guglielmi  
Jackie Shallal  
Natalie Shallal  
Bill Viviano  
Jim Bellanca  
Nick Johnson  
Derek Bush  
Jackie Kettel  
Diana Zaituna  
Kenwood Hobin  
Nick McFadden-Keesling



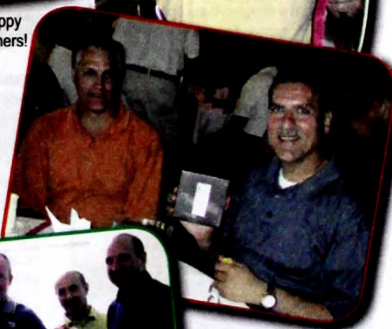
National Wine & Spirits will do anything to get into this magazine! Here Terry Fleming, Pat Trefun, Jim Miller and Don Jasinski form a human pyramid.



*Dear AFD,  
You and your organization did an outstanding job; my partner Scott Beardslee and I had a great time. We're looking forward to next year's event. Thank you,  
Kevin Holland  
Better Made Snack Foods, Inc.*



Happy winners!



The Great Goodie Bag Stuffing Crew!  
Thanks for all your help!

## Product donations really helped

Many thanks to all the companies that donated products and prizes for the AFD Foundation Golf Outing. Your products, sampling stations and prizes helped to make this a premium event!

Petitpren	Coca-Cola Bottling Co.
Diageo	Country Fresh
Frito-Lay	Faygo Beverages
Cummins Bridgeway Power	Interstate Brands
LaSalle Bank	Kar's Nuts
Michigan Lottery	Arctic Glacier
Nikhlas	Prairie Farms
CROSSMARK	S. Abraham & Sons
Pepsi Bottling Group	Red Bull
7UP Bottling Group	Bacardi
Brown-Forman Beverage Co.	Trans-Con Sales & Marketing
Pernod Ricard	Sherwood Foods
Gadaletto, Ramsby & Associates	Pointe Dairy Services
Miller Brewing Company	Cuisine de France
General Wine & Liquor Co.	Sara Lee
National Wine & Spirits	General Mills
Absopure Water Co.	Jay's Foods
Better Made	Motown Snack Foods
Blue Cross Blue Shield of MI	D&B Grocers Wholesale





## Meet the AFD Foundation Scholars

The AFD Foundation is proud to award these deserving students with scholarships and gives thanks to the sponsoring companies for their financial support!



Ken Atchoo (father of scholar Allison) with Greg Pollock of Eastown Distributors.

### Allison Atchoo

Submitted by: McK's Wine Shoppe

Sponsored by: Eastown Distributors

Allison is a sophomore at Michigan State University in East Lansing studying nursing. She graduated from Troy High School in Troy, where she was a student government representative. She was captain of the lacrosse team that became state champions in 2005. She was also a 2003 state champion in tennis. At MSU, she is in the Kappa Delta sorority and is on the tennis and lacrosse teams. She was also on the MSU Dean's List in the Fall, 2005 semester.



Darwin Daniel of Meadowbrook Insurance with Carly Atto.

### Carly Atto

Submitted by: Farmington Pet Supplies

Sponsored by: Meadowbrook Insurance

Carly will be a freshman at the University of Michigan. She graduated cum laude from Mercy High School in Farmington Hills where she was a student council member and show choir dance captain for two years. She was in the science club, the French Honor Society and performed in high school musicals.



Darius Beasley with Diageo's Scott Skinner

### PEPSI PERPETUAL SCHOLARSHIP

#### Darius Beasley

Submitted by: Stardust Lounge

Sponsored by: Diageo

Darius will be a freshman at Michigan State University in East Lansing majoring in mathematics. He graduated from Renaissance High School in Detroit where he was in student government, the National Honor Society, the French National Honor Society and the Building with Books organization. He also worked on the yearbook committee and was a Michigan Competitive Scholar.



### Jeffrey Blichmann

Submitted by:

Spartan Stores, Inc.

Sponsored by:

7UP Bottling Group

Jeffrey will be a freshman at Michigan Technological University in Houghton majoring

in computer science. Jeff graduated from Munising High School in Munising, third in his class. He was drama club president, played varsity basketball, ran cross-country and was in the student council. He has volunteered for Big Brothers/Big Sisters, Habitat for Humanity and the March of Dimes.



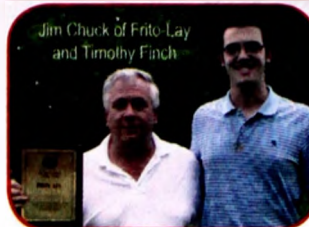
Jim Gohsman of D&B Grocers Wholesale with Kurtis Edelbrock

### Kurtis Edelbrock

Submitted by: Professional Insurance Planners

Sponsored by: D & B Grocers Wholesale

Kurtis is a sophomore at the University of Michigan in Dearborn majoring in political science and philosophy. He graduated from Salem High School in Plymouth. He was two-time winner of the Michigan Association of Broadcasters annual competition.



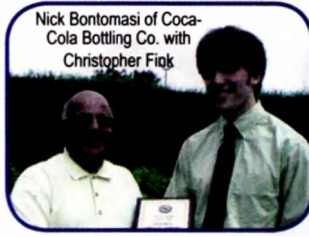
### PEPSI PERPETUAL SCHOLARSHIP

#### Timothy Finch

Submitted by: Frito-Lay

Sponsored by: Frito-Lay

Timothy will attend the University of Michigan in Ann Arbor his sophomore year majoring in biology. He graduated from Canton High School in Canton where he received the 4.0 Award of Merit. He served as treasurer and secretary of the Canton Student Congress. After earning his undergraduate degree, he plans to attend the U of M School of Pharmacy.



### Christopher Fink

Submitted by: Orchard Ten Quality Foods

Sponsored by: Coca-Cola Bottling Company

Christopher is a senior at Ithaca College in Ithaca, New York, majoring in Exercise Science. He graduated from Harrison High School in Farmington Hills with a 3.9 GPA. He was captain of the Harrison High School soccer team. At Ithaca College, he has maintained a 3.8 GPA and has been on the Dean's list every semester. He plays French horn in the college band and completed a six-month study abroad in Australia.



Matt O'Brien of Bacardi with Stephen Gardner

### Stephen Gardner

Submitted by: Spartan Stores, Inc.

Sponsored by: Bacardi

Stephen is a sophomore attending Grand Valley State University in Allendale with a major in mathematics/secondary education. He graduated from Western High School in Auburn where he was an AP (Advanced Placement) and MHSAA (Michigan High School Athletic Award) Scholar. Stephen was Most Valuable Player for the Saginaw Valley Golf League and he was golf and tennis captain.



Jacob Goetz with Mark Kanik of GTech Corp.

### Jacob Goetz

Submitted by: Blissfield BP

Sponsored by: GTech Corp.

Jacob is a junior at the University of Michigan majoring in civil engineering. He graduated from Blissfield High School in Blissfield and was vice president of the Gentle Giants 4-H Club, secretary of the Blissfield FFA and junior Rotarian of the Blissfield Rotary. He was a mentor for the BLISS Mentoring program and member of the National Honor Society. Jacob volunteered for the Ann Arbor Area Food Gatherers while attending high school and during his first two years college at Siena Heights University.



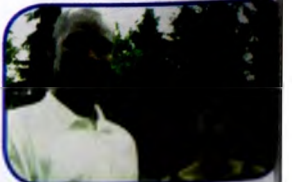
Michael Martin (left) of LaSalle Bank with Loyed Martin and Amir Hanna (father of scholar Fadi Hanna)

### MOUNTAIN DEW PERPETUAL SCHOLARSHIP

#### Fadi Hanna

Sponsored by: LaSalle Bank

Fadi will be a freshman at Michigan State University in East Lansing, majoring in math and science. Fadi graduated summa cum laude from Sterling Heights High School in Sterling Heights. He received a trophy for excellence in government class, was in Science Olympiad, Spanish club and an advanced acting class. He volunteered to serve food to the homeless with the church, St. Renee Church in Sterling Heights.



DTE's David Underwood with Kristen Hesano

### Kristen Hesano

Submitted by: Pilgrim Party Store

Sponsored by: DTE Energy

Kristen will be a freshman at St. Mary's College in Notre Dame, Indiana majoring in biology. She graduated from St. Mary's High School in Notre Dame.

Continued on next page





ated from Ladywood High School in Livonia, where she was captain of her varsity basketball team. She was also Spanish Club president, treasurer for the National Honor Society and a member of the National Art Honor Society.



Matthew Kanelos and Dan Andaloro  
of CROSSMARK

#### Matthew Kanelos

Submitted by: Boomers Party Store & Pizza

Sponsored by: CROSSMARK

Matthew is a freshman majoring in pre-med at the University of Michigan. He graduated from Brighton High School in Brighton where he was swim team captain and competed on the all-county and state swim teams.



Frank Guglielmi of Hass MS&L with  
Lisa Lederman

#### Lisa Lederman

Submitted by: Hollywood Supermarket

Sponsored by: Hass MS & L

Lisa will be a freshman at the University of Michigan majoring in Biology/Psychology. She graduated from Roper High School in Birmingham. She was awarded the Wellesley Book Award, a program which honors one female junior each year based on academic achievement, leadership, community service and personal character.



#### Nicole Rau

Submitted by: Whipple and Company

Sponsored by: Country Fresh

Nicole is a senior at Michigan State University in East Lansing majoring in interdisciplinary humanism. She graduated from Lake City High School in Lake City where she was a student ambassador, played varsity softball and volleyball and was in the marching and concert bands. At Michigan State University, she is on the Dean's list and has been an exam proctor for SAT and ACT tests. She was an English teacher for the Refugee Development Center in Lansing.



Ben Benjamin of Kar's Nuts with  
Amruta Mundade

#### Amruta Mundade

Submitted by: Farmer Jack

Sponsored by: Kar's Nuts

Amruta is a senior at the University of Michigan Ann Arbor majoring in anthropology with a sub-concentration in medical anthropology. She graduated from Salem High School in Salem where she was ranked first out of 615 students. She was student council president and played on the tennis and volleyball teams. She also was a mentor/tutor for elementary and middle school students. At U of M, she is among the top 15 percent in her class and is employed with the U of M's Department of Infectious Disease. She is also a Golden Key National Honor Society member and a resident advisor for the U of M Housing Department.



Elizabeth Najor and Michael Lograsso of  
Lincoln Financial

#### Elizabeth Najor

Submitted by: Rite Way Hardware

Sponsored by: Lincoln Financial

Elizabeth is a sophomore at Miami University of Ohio in Oxford, Ohio majoring in marketing. She graduated magna cum laude from Manan High School in Bloomfield Hills. She received the Presidential Award of Academic Excellence, the Latin Academic Achievement award, and was on the varsity swim team.



Nicole Rau with Gary Melisko of Eastown

#### Nicole Rau

Submitted by: Spartan Stores, Inc.

Sponsored by: Miller Brewing Co.

Nicole is a sophomore this fall at Clemson University in Clemson, South Carolina majoring in biology. She graduated from Forest Hills Central High School in Grand Rapids. She was a Merit Scholarship Commended Student, received the Excellence in Biology Award, the Gold Tassel award

and Student Ambassador People to People award. Nicole was on the U.S. Rowing "Top 25 Scholastic Team" and her team won the Michigan State Scholastic Rowing championship Hebda Cup. In college, she is a member of the Clemson University rowing team.



#### Ashley Reynolds

Submitted by: Spartan Stores, Inc.

Sponsored by: Pepsi Bottling Group

Ashley is a sophomore at Grand Valley State University in Allendale majoring in nursing. She graduated from Hudsonville High School in Hudsonville and was Top 10 in her class. She was in the class council and was on the high school volleyball team and also coached volleyball to junior high students. In college at Grand Valley State University, she was a freshman honoree for Phi Kappa Phi and maintained a 4.0 GPA throughout her freshman year.



Briana Scales with AFPD Board Member  
Chris Zeban

#### Briana Scales

Submitted by: Savon Food Market

Sponsored by: Red Bull

Briana will be a freshman at Kalamazoo College in Kalamazoo, majoring in music therapy. She graduated from Renaissance High School in Detroit, where she was the jazz band featured vocalist and played the lead role in two Mosaic Youth Theater productions. She was also on the varsity tennis team and captain of the Renaissance Majorettes. She worked as assistant student music director for the Mosaic Youth Theater in 2005.



Brandon Shoukri and Pat Trefun of  
National Wine & Spirits

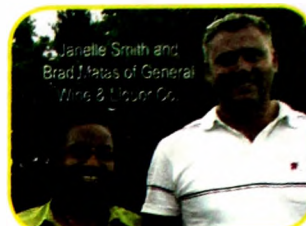
#### Brandon Shoukri

Submitted by: Showerman's Fine Wine & Liquor

Sponsored by: National Wine & Spirits

Brandon will be a freshman at Wayne State University in Detroit majoring in medicine. He graduated from Brother Rice High School in Bloomfield Hills. He received the president's letter for academic

excellence, and excellence in business law and geometry/trigonometry.



#### Janelle Smith

Submitted by: Metro Foodland

Sponsored by: General Wine & Liquor Co.

Janelle will be a freshman attending the University of the Arts in Philadelphia, Pennsylvania. She graduated magna cum laude from Southfield Christian High School in Southfield and received a Michigan Competitive Scholarship. She attended the Ellington-White Project for four years, a non-profit organization dedicated to teaching Detroit area students art and financial skills.



#### Alexandra Snook

Submitted by: Snook's Butcher Shoppe, Inc.

Sponsored by: Pernod Ricard USA

Alexandra is a sophomore attending Albion College in Albion. She graduated from Marian High School in Bloomfield Hills. She was in the National Honor Society, on the Dean's list and participated in 4-H for 12 years.



Matt Cole of Brown-Forman Beverage Co.  
with Samantha Walls

#### DIET PEPSI PERPETUAL SCHOLARSHIP

#### Samantha Walls

Submitted by: Farmer Jack

Sponsored by: Brown-Forman Beverage Co.

Samantha is a sophomore at the University of Michigan Ann Arbor majoring in sport management. She graduated from Cass Technical High School in Detroit where she was varsity volleyball captain, Michigan achievement scholar, yearbook editor, national achievement finalist and served on the senior executive board. As a college student, Samantha has maintained a 3.4 GPA and is active in the NAACP, the Kinesiology Ambassadors and the Sport Business Association.

#### Scholars,

Continued on page 31.



# SUPPORT THESE AFD SUPPLIER MEMBERS

## AUTHORIZED LIQUOR AGENTS:

General Wine & Liquor (313) 867-0521  
National Wine & Spirits 1-888-697-6424  
1-888-642-4697  
Trans-Con Sales & Marketing 1-888-440-0200

## BAKERIES:

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

## BANKS:

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 Domecq 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  
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  
Mike's Hard Lemonade (248) 344-9951  
Miller Brewing Company (414) 259-9444  
National Wine & Sprts 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  
Pernod Ricard USA (248) 601-0172  
Petitpre, Inc. (586) 468-1402  
Powers Distributing Co. Inc. (248) 393-3700  
Sara Lee Coffee & Tea (734) 414-8433  
Tri-County Beverage (313) 584-7100  
Xango (313) 608-9847

## BROKERS/REPRESENTATIVES:

Bob Arnold & Associates (248) 646-0578  
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

## CANDY & TOBACCO:

Altria 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 Kafé 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  
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  
Gadaletto, 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  
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

## MEAT PRODUCERS/PACKERS:

Bar S Foods (989) 652-0598  
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  
Molown Snacks (Jays, Cape Cod) (313) 931-3205  
Kar Nut Products Company (248) 588-1903  
Mexico Wholesale (313) 554-0310  
Nikhlas 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  
American A Systems (248) 379-1575  
AMT Telecom Group (248) 862-2000  
Andrews Brothers Inc.  
Detroit Produce Terminal (313) 841-7400  
A.S.C. Security Systems (734) 416-5550  
Bellanca, Beattie, DeLisle (313) 882-1100  
Binno & Binno Investment Co. (248) 540-7350  
C. Roy & Sons (810) 387-3975  
Calvin Zara Insurance Agency (248) 433-8508  
Cartronics, Inc. (760) 707-1265  
Cateraid, Inc. (517) 546-8217  
Central Alarm Signal (313) 864-8900  
Cherry Marketing Institute (517) 669-4264  
Clear Rate Communications (734) 427-4411  
Closed Circuit Communications (248) 682-6400  
Constellation New Energy (248) 936-9027  
Cox, Hodgman & Giannarco, P.C. (248) 457-7000  
Cummins Bridgeway Power (248) 573-1515  
D.J. King & Associates 1-800-781-5316  
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  
Gadaletto, 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  
Kansmacker (248) 249-6666  
Karoub Associates (517) 482-5000  
Lincoln Financial Advisors (248) 948-5124  
Mekani, Orow, Mekani, Shallal, Hakim & Hinde P.C. (248) 223-9830  
Metro Media Associates (248) 625-0070  
Michigan Merchant Services (616) 794-3271  
Miletek-Energy  
Conservation Service (248) 932-1222  
Paul Meyer Real Estate (248) 398-7285  
POS Systems Group Inc. 1-877-271-3730  
Premier Energy Marketing 1-866-348-7605

Prepaid Legal Services (586) 777-8700  
Rainbow Tuxedo (248) 477-6610  
Secure Checks (586) 758-7221  
Security Express (248) 304-1900  
Shimoun, Yaldo & Associates, P.C. (248) 851-7900  
Simply Wireless (619) 654-4040  
Southfield Funeral Home (248) 569-8080  
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) 491-8550  
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  
JAYD Tags (248) 624-8997  
Martin Snyder Product Sales (313) 272-4900  
MSI/Bocar (248) 399-2050  
Sara Lee Coffee & Tea (734) 414-8433  
Taylor Freezer (734) 525-2533  
TOMRA Michigan 1-800-610-4866

## WHOLESALE/FOOD DISTRIBUTORS:

Brownwood Acres (231) 599-3101  
Capital Distributors 1-800-447-8181  
Carp River Trading Co. 1-800-526-9874  
Central Foods Wholesale (313) 862-5000  
Chef Foods (248) 789-5316  
Consumer Egg Packing Co. (313) 871-5099  
CS & T Wholesalers (248) 582-0864  
D&B Grocers Wholesale (734) 513-1711  
Dearborn Sausage (313) 842-2371  
EBY-Brown, Co. 1-800-532-9271  
George Enterprises (248) 851-6994  
Great North Foods (989) 356-2228  
Hershey Creamery (734) 449-0330  
H.T. Hackney-Columbus (614) 751-5104  
I & K Distributing (989) 743-6449  
International Wholesale (248) 353-8800  
Interstate Brands/  
Wonder Bread/Hostess (313) 868-5604  
Jerusalem Foods (313) 846-1701  
Kaps Wholesale Foods (313) 567-6711  
Karr Foodservice Distributors (313) 272-6404  
Liberty Wholesale (586) 755-3621  
Lipari Foods (586) 447-3501  
Metro D Sales (734) 416-8986  
Mexicantown Wholesale (313) 554-0001  
Mexico Wholesale (313) 554-0311  
Michigan Quality Sales (313) 255-7333  
Nash Finch (989) 777-1189  
Nat Sherman (201) 735-8000  
Nikhlas Distributors (Cabana) (248) 582-8833  
Norquick Distributing Co. (734) 254-1001  
Piquette Market (313) 875-5533  
Polish Harvest (313) 758-0501  
Robert D. Arnold & Assoc. (810) 635-8411  
Roma Foods Inc. (313) 536-3371  
S. Abraham & Sons (616) 453-6336  
Sara Lee Coffee & Tea (734) 414-8433  
Shaw-Ross International Importers (313) 873-7610  
Sherwood Foods Distributors (313) 368-3110  
Spartan Stores, Inc. (616) 878-2241  
Suburban News—Southfield (248) 945-4900  
SuperValu Central Region (937) 374-7187  
Tom Macen & Son, Inc. (313) 588-0655  
Total Marketing Distributor (734) 641-3355  
U.S. Ice Corp. (313) 862-3344  
United Wholesale Dist. (248) 356-7330  
Value Wholesale (248) 967-3900  
Weeks Food Corp. (586) 727-3553  
Wine Institute (313) 882-3700

## ASSOCIATES:

Canadian Consulate General (313) 567-2200





## Meet the AFD Foundation Scholars

The AFD Foundation is proud to award these deserving students with scholarships and gives thanks to the sponsoring companies for their financial support!

Scholars,

Continued from page 29



Bob Breach of Abspure with Erica Werling

**Erica Werling**

**Submitted by:** Abspure Water Company  
**Sponsored by:** Abspure Water Company  
Erica will be a freshman at Boston College in Boston, Massachusetts. She graduated salutatorian from Regina High School in Harper Woods. She was a member of the 2005 softball state championship team. She was in the All-Academic Catholic League and received the United States Army Reserve National Scholar/Athlete Award.



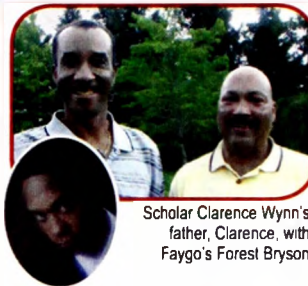
Eric Wingo and David Godin of Trans Con Sales & Marketing

**Eric Wingo**

**Submitted by:** Interstate Brands  
**Sponsored by:** Trans Con Sales & Marketing  
Eric Wingo of Southfield is a sophomore at Howard University in Washington D.C. majoring in broadcast print journalism. He graduated from Southfield-Lathrup High School in Lathrup Village. Eric was named Most Valuable Player on the high school track team and was lead anchor of the school's news program. He also enjoys writing short stories, poetry, music and scripts.

**Clarence Wynn**

**Submitted by:** Farmer Jack  
**Sponsored by:** Faygo Beverages  
Clarence is a junior at Prairie View A&M University in Prairie View, Texas, majoring in computer science. He graduated from Cass Technical High School in Detroit,



Scholar Clarence Wynn's father, Clarence, with Faygo's Forest Bryson

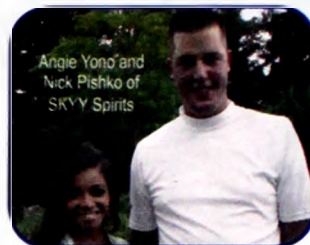
where he received the Principal's Award for Excellence and the Distinguished Scholar Award. He was captain of the Varsity Tennis and Baseball teams and played All-City Tennis and Baseball. In college, he is on the Dean's list, is Michigan Club treasurer, and is a member of Omega Psi Phi. He is the sergeant at arms for the Pan Hellenic Council fraternity.

**Bronson Yaldoo**

**Submitted by:** Park Place Liquor  
**Sponsored by:** North Pointe Insurance Co.  
Bronson will be a freshman at Wayne State University in Detroit majoring in biology. He graduated with honors from Brother Rice High School in Bloomfield Hills. He received the President's Excellence award, the Michigan Competitive award and was accepted



Angie Yono and Nick Pishko of SKYY Spirits



**Angie Yono**

**Submitted by:** Southfield Liquor, Inc.  
**Sponsored by:** SKYY Spirits  
Angie will be a freshman at the University of Detroit Mercy in Detroit majoring in nursing. She graduated magna cum laude from Mercy High School in Farmington Hills. She was awarded numerous scholarships. She was a member of the science club, student council, human relations council, track and field and performed supporting roles in two high school plays. She received a community service award for 400 service hours and she is a member of the Farmington Hills Diversity Committee.

# Countywide Petroleum Co.

*Fueling Your Future!*

**Countywide Fuel Branding Program**



**Countywide Petroleum Co.**

**SUNOCO-MARATHON-CLARK—  
NOW**

**VALERO**

- ✓ CASH Incentives for Property Purchase
- ✓ Image \$\$\$\$ for dispensers, card readers, POS machines
- ✓ Below Prime Interest Rate LOANS
- ✓ SBA Financing Division (minimum 250K)
- ✓ Competitive RACK pricing (**COMPARE US!!!**)
- ✓ Co-Op Advertising \$\$\$\$
- ✓ National Sales Promotion POP
- ✓ Co-Op Buying Power on: Propane, Cigarettes, Coffee
- ✓ Qualified, Professional Staff of Personnel

**To answer all your questions please  
contact us at 440-237-4448  
Ask for Lou Markulin or Len Spacek**

P.O. Box 33337 • North Royalton, OH 44133  
Phone 440-237-4448 • Fax 440-237-7490



# Looking for Brands Customers Recognize & Trust?



Lettuce Help.



For information on how Spartan Stores can help your business think smarter  
call 616-878-2248 or visit our web site at [www.spartanstores.com](http://www.spartanstores.com)