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 AFD 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 AFD member retailers. Posters from the AFD Foundation were provided to stores in January so that store employees and customers could apply for the scholarships.

One major issue dealt 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 contamination that occurred off site, 20 years ago by a third party hired to dispose of drain oil. AFD’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 to do support our issues,” added Weglarz.
New Exciting Fun Runner Packages!

See Your Pepsi Representative for More Details

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Minimum wage, Penny Plan are hot topics

By Fred Daily
APFD 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 APFD 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 $6.85 per hour, effective October 1, 2006. APFD 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? With 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 APFD.

As we wind down this legislative year, APFD 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.
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 Com, 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 motorists 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.

The Grocery Zone

By David Coverly

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 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!
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

Get Quenched!

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

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

Absopure Tastes Great Because It Comes From Our Own Natural Source In Pristine Southern Michigan!
Our brands lead to some beautiful relationships.

Here's to beautiful relationships.

DIAGEO

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.
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.

Dealer news
Cigo has decided to stop supplying fuel to more than 1,800 Cigo-branded outlets, including stations in Ohio, according to AFPD officer and Cigo dealer, Pat LaVecchia. In a recent Wall Street Roundup, Continued on page 18.

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-AFD 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.

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

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- 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.!

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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!
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 gifting 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.

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.

10 | AFPD Food & Petroleum REPORT
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, metro Detroit's only mobile food rescue 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.

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.

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*

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Helping people one meal at a time
There is no way to measure the satisfaction you will receive knowing that your donation will...
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

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, bilingual 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 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, www.foodsafety.gov, 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!
Senator Deborah Cherry strives to balance Michigan’s budget

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 recently worked 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 or write State Senator Deb Cherry, PO Box 30026, Lansing, Michigan, 48909-7536.
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"You must be the change you wish to see in the world."

-Mahatma Gandhi

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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.
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.
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September 2006 | 19
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 Learn Vino 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. 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.

Titratable Acidity: 0.636g/100ml
pH: 3.85

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.

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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
- Cleanview Digital Surveillance
- Closed Circuit
- DTE Energy
- Faygo Beverages Inc.
- Frito Lay Inc.
- Galaxy Wine Distributors
- General Wine & Liquor (49 booths)
- ICU Surveillance
- JAYD Tags
- J.J. Security Systems
- Jones Soda
- Kansmacher
- Kar-Nut
- Marketplace Solutons
- 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.
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...

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

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

Tuesday,
September 19,
2 pm • 8 pm

September 2006 I 23
Lottery partners with Michigan summer activities

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 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.
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.

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MORE CHOICES = MORE PROFITS

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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

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22% margin

cost / $78 = Selling Price

Design Your Own Book

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popular example

9x11@23%, 100ml@30%, 750ml@25%, 375ml@20%, 375ml@20%
Congratulations AFD Foundation Golf Outing Winners!

Closest to the Pin #6 G.F.: Scott Kapusto and Patricia Trefun
Most Accurate Drive #5 Hills: Michael Kilano
Closest to the Pin #2 Lakes: Tina VanDyke
Most Accurate Drive #17 G.F.: Mark Sarafa

Champions – Group One:
Second Place – Group One:

Champions – Group Two:
Second Place – Group Two:

7Up Bottling Group
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Coca-Cola Bottling Company
Country Fresh
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Diageo
DTE Energy
Eastown Distributors
Faygo Beverages
Frito Lay
General Wine & Liquor Co.
GTEch Corp.
Hass MS&L
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LaSalle Bank
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Miller Brewing Company
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Spartan Stores, Inc.

Eagle Sponsors
Matt Cole (Brown Forman), Sam Shoukri (Showman's) Mark Bohka (General Wine & Liquor Co.) and Vinnie Shoukri (Showman's)
Dear AFPD,

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.

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

Ronnie Jamil - Co-Chairman
Fred Dully
Paul Knutson
Wendy Acho
Mark Skinner
Lee Benjamin
A Chitarro
Jim Chuck
Ed Finn
Chip Gerlach
Bob Halstead
James Hooks
Joe O’Bryan
Rick Sarafa

Bill Turner - Co-Chairman
Tom Waller
Rick Welch
Jackie Elery
Joey Shalali
Christina Zaituna
Ryan MacWilliams
Emily Blake
Aaron Lutz
Kimme Cottrell
Jim Garmo

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!

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Cummins Bridgeway Power
LaSalle Bank
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Niklas
CROSSMARK
Pepsi Bottling Group
7UP Bottling Group
Brown-Forman Beverage Co.
Pernod Ricard
Gadaletto, Ramsby & Associates
Miller Brewing Company
General Wine & Liquor Co.
National Wine & Spirits
Absopure Water Co.
Better Made
Blue Cross Blue Shield of MI

Coca-Cola Bottling Co.
Country Fresh
Faygo Beverages
Interstate Brands
Kar’s Nuts
Arctic Glacier
Prairie Farms
S. Abraham & Sons
Red Bull
Bacardi
Trans-Con Sales & Marketing
Sherwood Foods
Pointe Dairy Services
Cuisine de France
Sara Lee
General Mills
Jay’s Foods
Motown Snack Foods
D&B Grocers Wholesale

September 2006 | 27
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!

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.

Carly Atto
Submitted by: Farmington Pet Supplies
Sponsored by: Meadowbrook Insurance
Carly will be a freshman at the University of Michigan in East Lansing majoring in mathematics. She graduated from Mercy High School in Farmington Hills where she was an Honor's student council member and a member of the Mercy student council. She has volunteered for Big Brothers/Sisters, Habitat for Humanity and the March of Dimes.

Jeffrey Blitchmann
Submitted by: Spartan Stores, Inc.
Sponsored by: TUP Bottling Group
Jeffrey will be a freshman at Michigan Technological University in Houghton majoring in computer science. He 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/Sisters, Habitat for Humanity and the March of Dimes.

Christopher Fink
Submitted by: Orchard Ten Quality Foods
Sponsored by: Coca-Cola Bottling Company
Christopher will be 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. He was on the Dean's List every semester. He plays French horn in the college band and completed a six-month study abroad in Australia.

Kurtis Edelbrock
Submitted by: Professional Insurance Planners
Sponsored by: D & R Grocers Wholesale
Kurtis is a sophomore at Salem State University in Plymouth 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.

Darius Beasley with Diageo's Scott Skinner
PEPSI PERPETUAL SCHOLARSHIP
Darius Beasley
Submitted by: Starbuck 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.

Nick Bontomasi of Coca-Cola Bottling Co. with Christopher Fink

Jim Gohsman of D&B Grocers Wholesale with Kurtis Edelbrock

Matt Cicin of Baccaro with Stephen Gardner
PEPSI PERPETUAL SCHOLARSHIP
Timothy Finch
Submitted by: Frigo Lay
Sponsored by: Frigo 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.

Fadi Hanna
Submitted by: LaSalle Bank
Sponsored by: LaSalle Bank
Fadi will be a freshman at Michigan State University in East Lansing majoring in math and science. He graduated summa cum laude from Wayne State High School in Sterling Heights. He received a 4.0 for excellence in government class, was in Science Olympiad, Spanish club and an advanced acting in. He volunteered to serve food to the homeless at church, St. Renee Church in Sterling Heights.

Jacob Goetz with Mark Kanik of GTech Corp

Fadi Hanna

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 plans to attend the University of Michigan in Ann Arbor for graduate school in Biology.

Congratulations to all Scholar winners from the Board of Directors and suppliers of AFPD!
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 varsity tennis team. She also was a mentor 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 Department of Influenza Disease. She is also a Golden Key National Honor Society member and a resident advisor for the U of M Housing Department.

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 is 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.

Brandon Shouki
Submitted by: Showman’s Fine Wine & Liquor
Sponsored by: National Wine & Spirits
Brandon will be a freshman attending the University of Michigan Ann Arbor majoring in management 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 ‘’Helga Cup.’’ In college, she is a member of the German University rowing team.

Briana Scales
Submitted by: AFD Board Member Chris Zebani
Briana Scales with AFD Board Member Chris Zebani

Janelle Smith
Submitted by: Metro Foodoard
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 Elitch White Project for four years, a non-profit organization dedicated to teaching Detroit area students art and financial skills.

Alexandra Snook
Submitted by: Sneak’s Butcher Shoppe, Inc.
Sponsored by: Pernod Ricard USA
Alexandra is a sophomore attending Albion College in Albion. She graduated from Manor High School in Bloomfield Hills and was in the National Honor Society. She was 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 management and 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 Kinneers, Ambassadors and the Sport Business Association.

Continued on page 31.
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!

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 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 a 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 to the Wayne State Honors program. In his freshman year he volunteered for the AFD Turkey Drive and has been an AFD Foundation Golf Outing volunteer.

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.

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Fueling Your Future!

Countywide Fuel Branding Program

- 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

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

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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