

ASSOCIATED **AFPD** FOOD & PETROLEUM DEALERS, INC. **REPORT**

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APRIL 2007



AFPD Trade Dinner Co-Chairs Mike Rosch of General Wine & Liquor Company and Kristin Jonna of Merchants Fine Wine, Vinoteca and Vinology with AFPD President Jane Shailal and Chairman Fred Dally at the AFPD 91st Annual Trade Dinner. "Driving Change." More photos on pages 18 and 19.

Just In

MLCC recommends sting procedures

The Michigan Liquor Control Commission recently released guidelines for law enforcement agencies conducting sting operations on licensees accused of selling to minors.

Though the guidelines are not legally binding, officials said providing them to law enforcement and liquor licensees would reduce the length of proceedings for those establishments accused of selling to minors.

"These recommendations to law enforcement agencies are aimed at giving them the ability to improve processing and recording of sting or decoy activities and to give them solid cases for the violations they write," said Liquor Control Commission Chair Nida Samona.

"We expect an increase in the number of sale-to-minor acknowledgments because there will be little question that proper procedures were followed," Enforcement Director Rick Perkins said.

The sting standards are posted on the commission's website, www.michigan.gov/lc.
—Gongwer News Services

AFPD announces New Trade Show in Akron, OH

Four Trade Shows feature great offerings

By Michele MacWilliams

Whether your business is in Ohio or Michigan, whether you own or manage a service station, convenience store, supermarket, drug store or restaurant, AFPD has a trade show—or four—just for you. AFPD trade shows deliver a strong buyer audience that allows sellers to maximize the time spent with current and potential customers. Buyers can obtain special pricing, complete transactions on the spot and return to their stores with product ready to be delivered.

AFPD moves into Ohio

The AFPD announces its new Ohio Food & Petroleum Trade Show to be held June 19, 2007. This newly created event will showcase products and services for owners of gas stations, convenience stores, supermarkets, drug stores and other food and petroleum retailers. AFPD organizers are committed to delivering a show experience unique among grocery and petroleum shows. Cathy Willson, AFPD's Special Events Director, has researched venues extensively and chosen the John S. Knight Center in Akron, for its central location and easy access. The new AFPD Ohio Food & Petroleum Show takes place on Tuesday, June 19 from 2 to 8 p.m. and will attract retailers and wholesalers in the food and fuel industries. "With all the interest we've received so far from



both vendors, retailers and dealers, we expect this show to be very well attended," enthused Willson.

AFPD's three booming Michigan Trade Shows in Michigan grow in attendance

AFPD's extensive tradeshow experience spans from involvement with the creation and production of three other successful and well attended trade shows in Michigan. AFPD provides these trade shows to create new and innovative events and services to benefit those working in our industry.

AFPD's longest running and largest show is the AFPD 22nd Annual Trade Show, April 24 and 25 at Burton Manor in Livonia, Michigan. This year themed the "AFPD All Stars," business owners and buyers can meet with vendors in almost 200 booths to get the very best deals on goods to fill every store aisle and services to help you run more efficiently. We are proud to introduce a host of new vendors, who will bring exciting new products to the show floor.

In addition, Sherwood Food Distributors will have 75 booths this year and Spartan Stores is taking an entire wing of floor space to display their products and services. More information is available on page 13.

In September, AFPD once again presents its two flourishing Holiday

Beverage Shows. Special pricing, holiday gift sets and new products galore will be showcased. Due to the popularity of the shows last year, they are both bigger and better than ever!

First, is the West Michigan Holiday Beverage Show, scheduled for Wednesday, September 12 at the DeVos Place in Grand Rapids, Michigan. This will be the third year for this popular show, which has grown to encompass two exhibit halls. "Our members on the western side of the state used to have to take a day or two off of work to come to the Detroit area for the Beverage Show. Now, there is one in their backyard," says Willson. Two weeks after the West Michigan show, AFPD presents the Southeast Michigan Holiday Beverage Show at Rock Financial Showplace in Novi, Michigan on Tuesday, September 25 and Wednesday, September 26. "Our Holiday Beverage Shows provide an excellent opportunity for retailers to prepare for the busiest time of the year. Exhibitors display all their new products, often have special show pricing, holiday themed gift packs and related merchandise for sale," Willson added.

Look for future mailings inviting you to our shows and see pages 11-13 for more information. Companies interested in exhibiting can contact AFPD at (800) 666-6233.

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President's MESSAGE

AFPD's Trade Shows have purpose and value for your company



By Jane Shallal
AFPD President

Trade shows are a great opportunity for entrepreneurs to showcase their products or services to their target markets. Our AFPD trade shows have withstood the test of time

because we know that "people buy from people." AFPD Trade shows bring together in one location many of the key people in the industry or trade and provide opportunities to interact face-to-face with customers who have become an important part of the marketing mix.

For vendors and supplier companies, exhibiting at an AFPD trade show is an opportunity to showcase your products and services to retailers from around the state. Our shows are a powerful marketing tool. You will see more people in the show time than you would see in a year in the field. Buyers come to see you, and you get an opportunity to demonstrate and sell your products. It's very experiential, a great hands-on experience.

For retailers and dealers, no

matter how small your business may be, the benefits of attending a trade show sponsored by the AFPD far outweigh any reason not to attend. These shows have been developed especially for you in order to give retail owners, buyers and managers the opportunity to meet existing suppliers, conduct business transactions, network with others in your business and investigate new products. It is important to attend the show to take advantage of show specials, discounts and sales while they are truly bargains and needed in your store or station.

If retailers from the first part of the 20th Century were here today, they would see so much that has changed and yet, so much that is the same. They would also see that great ideas about serving customers, utilizing modern technologies and changing with the times, are still the keys to a successful operation. The best part is they could see all of this in one spot at any one of the AFPD Trade Shows. I look forward to seeing you at our shows and hope you will stop by and meet with me at the AFPD booth for coffee and conversation.

The Grocery Zone

By David Coverly



ASSOCIATED AFPD
FOOD & PETROLEUM DEALERS, INC.

AFPD Members: We want to hear from you!

Is your business celebrating a special anniversary? Did you just remodel or open a new facility? The Food & Petroleum Report wants to know. We will print information about our members as space permits.

Each month we also write feature articles about our members' businesses. If you would like to see your name on the pages of the Food & Petroleum Report, call our editor, Michele MacWilliams, at (800) 666-6233.

Interested in an AFPD membership?

☐ Yes! Please send me a membership application.

Your Name _____ Type of Business _____
 Business Name _____ Phone _____
 Address _____ Fax _____
 City _____ Email Address _____
 State _____ Zip _____ County _____

Cut out this page and fax toll free to (866) 801-9610 or mail to: AFPD, 30415 West 13 Mile Road, Farmington Hills, MI 48334 For more information call AFPD at 1-800-666-6233.



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Calendar

April 24 & 25, 2007

AFPD Annual Trade Show
 Burton Manor
 Livonia, MI
 Contact: Cathy Willson
 (800) 666-6233

June 19, 2007

AFPD Ohio Food & Petroleum Show
 John S. Knight Center
 Akron, OH
 Contact: Cathy Willson
 (800) 666-6233

July 18, 2007

AFD Foundation Golf Outing
 Fox Hills
 Plymouth, MI
 Contact: Michele MacWilliams
 (800) 666-6233

April is...

- National Food Month
- National Pecan Month
- National Soft Pretzel Month
- National Soyfoods Month

Statement of Ownership

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FOIA
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Petroleum News & Views

Information of Interest to Petroleum Retailers and Allied Trades

127th General Assembly off to deliberate start

Governor Strickland begins term as Ohio's first democrat Governor in 16 years

By Rick Ayish, AFPD Lobbyist

The first months of the 127th session of the Ohio General Assembly have started slowly, due to the significant changes in the political dynamics around Capital Square in Columbus.

Governor Ted Strickland's first months in office have been dedicated to putting together a new team of leadership throughout all of state government. The Ohio Legislature has had very few legislative sessions while the new Democrat Administration is being assembled. Governor Strickland continues to name cabinet officials as directors of state agencies and other individuals to serve in his administration.

In the Ohio General Assembly, the Republican leadership, who control both the Ohio House of Representative and the Ohio Senate, are reorganizing with smaller majorities than they have had in many years. With more than thirty new members joining the Legislature due to term limits, retirements and election results in November, new committee assignments are being made to the standing committees in the Ohio House and Ohio Senate.

Key appointments recently made of interest to AFPD members are: House Finance Committee Chairman Matt Dolan (R-Nowelty); House Ways and Means Committee Chairman Bob Gibbs (R-Lakeville); Senate Finance Committee Chairman John Carey (R-Wellston); and Senate Ways and Means Committee Chairman Ron Amstutz (R-Wooster). State Senator Patty Clancy (R-Cincinnati) and State Representative Tom Patton (R-Strongsville) will chair the Transportation Committees in the Ohio Senate

and Ohio House.

Governor Strickland will be presenting his first State of the State Message in conjunction with the introduction of his state budget proposal on March 14. Other priority bills such as the transportation budget, primary and secondary education funding reforms, higher education reforms and other priority issues will be at the top of the agenda. Once the Governor and legislative leaders agree to the priority bills introductions, hundreds of pieces of legislation will be introduced in the Ohio General Assembly by members and the session will be in full swing. It is expected that the Ohio Legislature will be in session until the end of June when the state budget must be enacted.

The leadership of the Ohio General Assembly and Governor Strickland continue to indicate that revisions to the tax reforms enacted last session will not be a priority. The message appears to be that they all agree that the tax reforms must be given more time to be implemented and the impact of the reforms on the state's economy evaluated. The Senate Ways and Means Committee will begin informational hearings to receive an update on the progress of the tax reforms that continue to be phased into Ohio's tax code, including Ohio's new commercial activities tax.

The sale of gasoline was exempted from the commercial activities tax. This was one of only a few exemptions granted when the tax was enacted. The Ohio General Assembly put the gasoline exemption in temporary law and it is set to expire on June 30, 2007. The Ohio General Assembly will be evaluating the gasoline exemption to the commercial activities tax in the upcoming biennial budget during the first half of 2007.

Spring Ahead

By Ed Weglarz



Spring is just around the corner, at least by the dates on the calendar, and it is time to plan for the remainder of the year. Hopefully you are "working" your plan for 2007 already, but if you aren't, it's not too late to plan, organize, coordinate, and motivate the people around you to implement your business plan for 2007.

While you're planning, mark your calendars now so you can participate in, and take the best advantage of, the events hosted and/or sponsored by AFPD.

Next on the agenda are the Michigan and Ohio Trade shows. The Michigan Trade Show will be held in Livonia, Michigan on Tuesday and Wednesday, April 24th and 25th, followed by the inaugural Ohio Trade Show in Akron, Ohio on Tuesday, June 19th.

The fun of very classy golf outings benefiting your association scholarship funds will take place in Michigan on Wednesday, July 18th in Plymouth, Michigan, followed 8 days later by the Ohio golf event on Thursday, July 26th in Medina, Ohio.

Holiday Shows will begin in Grand Rapids, Michigan on Thursday, September 12th, and will conclude with a 2-day Holiday Show in Novi, Michigan on Tuesday and Wednesday, September 25th and 26th.

Not only should you mark these dates on your day-planner and palm pilot so you can attend, but it's time to actively participate in the organizing and promoting of these events.

PLAN to attend as many of these events as you can fit into your schedule.

RECRUIT attendees so our exhibitors have the opportunity to show the up-to-date concepts to the retailers on the front lines.

SOLICIT exhibitors and sponsors to participate in any or all of the listed events. These events provide a great platform for suppliers to promote their goods and services.

ACCOMPANY a nearby retailer to your events; utilizing these events as a recruiting tool to attract new members to your association.

Watch the *Food & Petroleum Report* for details about these events.

Its time to rewind that "spring" of enthusiasm and move forward for what remains of 2007.

Thanks for supporting your association!

Uni-Mart acquires 28 BP assets in Ohio

Uni-Mart LLC has acquired 28 BP retail and wholesale fuel assets in the Youngstown, Ohio market.

Of the 28 acquired sites, Uni-Mart will directly operate 21 BP-branded retail sites and supply 7 BP-branded dealer-operated retail sites. Under the terms

of the agreement, all sites will remain branded BP.

With the addition of BP's Youngstown, Ohio retail sites, Uni-Mart will have 288 units located in Pennsylvania, New York and Ohio marketing more than 180 million gallons of motor fuels annually.

Valero enters Great Lakes region

Valero Energy Corporation is a U.S. company based in San Antonio that derives its name from that city's most famous landmark. Originally called Mission San Antonio de Valero when it was founded in 1718, it is better known to most people as the Alamo.

Today, Valero is North America's largest refiner with 18 refineries that have a combined throughput capacity of 3.3 million barrels per day. Valero's geographically diverse refining network stretches from Canada to the U.S. Gulf Coast, and from the West Coast to the Caribbean.

In 2006, the company began charting new territory in the Great Lakes region. To date, nearly 170 wholesale locations have converted, or will soon convert, to the Valero brand in Ohio, Michigan and Indiana with many more to come.

While long recognized for its leadership producing clean-burning fuels, Valero is also one of the nation's largest retail operators with more than 5,500 retail and wholesale branded locations in the United States, Canada and the Caribbean operating under various brand names

including

Valero, Diamond Shamrock, Shamrock, Ultramar and Beacon.

Following in the wake of the company's rapid growth is a long line of

accomplishments including: Ranked first among the world's refining and marketing companies in the 2006 and 2005 Platts Top 250 Global Energy Company Awards; ranked sixth among America's large employers on Fortune Magazine's listing of the 100 Best Companies to Work For; ranked on Forbes 2006 Platinum 400 list of America's Best Big Companies; named 2006 Convenience Store Chain of the Year by Convenience Store Decisions magazine.

Valero has often credited its unique corporate culture as one of the reasons for its success. And at the heart of this culture is a long-standing commitment to community service.

For example, in 2006 Valero and its employees gave \$13 million to the United Way, while retail employees raised approximately \$2.4 million for MDA and the Children's Miracle Network through fundraising campaigns in the company's stores. And, the \$7 million charitable contribution raised through last year's Valero



Texas Open and Valero Benefit for Children Golf Classic made it into the record book as the largest donation in the PGA Tour's history.

With Valero's distinctive teal and yellow signs sprouting up from California to the Carolinas and the Canadian border to the Gulf Coast, the company continues to aggressively expand its branded wholesale network.

To learn more about Valero, visit the company's web site at www.valero.com. To inquire about branding opportunities, contact Mark Westrick at (317) 841-1324 or mark.westrick@valero.com. For unbranded inquiries, contact Robert Ryan at (630) 427-0190, Ext. 205 or robert.ryan@valero.com.



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Spartan Stores grocery chain gets into gas; opens truck stop

D&W Fresh Market in Caledonia, Michigan, opened its first D&W Quick Stop convenience and fuel center, developed by Spartan Stores Inc., late last year.

"Gasoline is a natural addition to our one-stop-shopping strategy for customer convenience. This service is important to today's consumers and central to our commitment to being a neighborhood supermarket," said Ted Adornato, executive vice president of retail operations at Spartan Stores.

This new Quick Stop is part of the variety of products and services D&W offers to make it easier for time-starved consumers to satisfy their shopping needs in one location, the company said. The fuel and convenience center offers lottery tickets, beverage and food items including deli sandwiches and doughnuts made in the adjacent supermarket, as well as various promotions and discounts for D&W

supermarket shoppers.

D&W Fresh Market also offers the Fuel Rewards program. Fuel Rewards are various promotions and discounts that are offered to customers when they purchase specific items in the supermarket. Customers receive a discount ticket at the checkout that can be scanned at a D&W Quick Stop pump for redemption. Weekly fuel reward offers are found in D&W Fresh Market ads.

The grocery-and-gasoline combination is not new to Spartan Stores as it currently operates six Family Fare Quick Stops in Michigan.

The company said it is evaluating locations for future Quick Stops under both the Family Fare and D&W banners. Selling gasoline and groceries is a way to stay competitive in the market and helps build customer loyalty, it said.

— *CSP Daily News*

Wayne Services Group joins AFPD, services petroleum equipment

By Paul R. Harvey
AFPD Correspondent

For over 117 years, Dresser-Wayne has served the petroleum industry with a presence today in over 100 countries. Their experience in manufacturing and installing petroleum equipment led to the natural step of repairing and servicing these products. Dresser-Wayne created Wayne Services Group, now the largest retail petroleum service provider in the United States with over 100 certified technicians.

But Ohio petroleum retailers take note:

Wayne Services Group is factory authorized to service most major brands and categories of petroleum equipment, including dispenser repair and replacement, point of sale installation and repair, accident damage rebuilds, Ruby Verifone installation and service, tank monitor installation and repair, filter changes, calibrations and much more.

"For some reason our customer

base has the misconception that because we are owned by Dresser-Wayne that we only do work on Dresser-Wayne equipment," says Wayne Services Group of Ohio district manager, Mark Murphy. "This is not true. We can take care of any of their petroleum-related on-site service and install needs, whether it's Wayne, Tokheim, Veeder Root, Red Jacket and many other brands."

Wayne Services Group of Ohio, opened in early March 2006, became a member of the Associated Food



and running. For customers with an emergency, we'll work hard to be on-site within four hours," says Murphy.

What about parts? Other service providers often arrive at a repair site quickly, only to discover an

"We see many different types of service calls, so our techs must be trained for everything. We invested more than \$170,000 in training in 2005, with each Wayne technician attending more than five training classes annually."

- Mark Murphy, Wayne Services Group, Ohio

and Petroleum Dealers (AFPD). Murphy is excited about teaming up with AFPD's Ohio membership base. "Central and Southern Ohio is our main territory and service area, but

we can travel just about anywhere we're needed," says Murphy.

Ohio woke up February 13 to a howling snowstorm, but Wayne Services still managed to get technicians out to assist dealers who were out of service due to normal and emergency maintenance issues. "We know about the slim margins and wildly fluctuating gas prices facing our dealers today, so it's our goal to arrive at a service call within 24 hours of being contacted to get them back up

and running. For customers with an emergency, we'll work hard to be on-site within four hours," says Murphy. "Having the right replacement part available is critical to a timely resolution."

Dispensers, point of sale equipment, tank monitoring systems and other petroleum equipment continue to advance technologically, so it's crucial that service providers stay up-to-date on the latest service and repair tactics. For instance, many dealers are nearing the end of life on credit card processing equipment.

"Nationally, Wayne Services handled more than 60,000 service calls in 2005," says Murphy. "We see many different types of service calls, so our techs must be trained for everything. We invested more than \$170,000 in training in 2005, with each Wayne technician attending more than five training classes annually."

An important aspect of Wayne technical training is safety. With the high price of business liability insurance for gasoline retailers, Wayne understands the importance of on-site safety and has implemented the LPS (Loss Prevention Safety Systems) behavior-based safety



Mark Murphy, District Manager
Wayne Services Group, Ohio

training systems, and uses API certified recommended practices. Wayne technicians also participate in major oil company loss prevention and safety training.

And Wayne technicians look the part – every technician arrives on-site in a Wayne Services uniform, and all vehicles dispatched display the Wayne logo.

Gasoline retailers must run a tight ship to survive in today's brutal environment. Not only do they need fast and efficient repairs, they need to keep their annual maintenance and repair costs at a minimum. Wayne Services understands this from the top down and strives to provide lower overall service costs to their customers.

According to Murphy, knowing the proper repair and having the right part available in the truck reduces the need for return trips, thus saving the customer money in the long run.

"Some of our bigger customers have given us input on how much it costs to service each of their sites," says Murphy. "Overall for a year, we are typically one of the lowest, thanks to our concepts of superior troubleshooting methods and training which allow our technicians to find the problem faster," adds Murphy.

The Associated Food and Petroleum Dealers association welcomes Mark Murphy and Wayne Services Group, and invites all members to contact Murphy for additional information at (614) 330-3733, or mark.murphy@wayne.com.



Ohio Department of Commerce Director appointed

Governor Ted Strickland appointed Kimberly A. Zurz, Director of the Ohio Department of Commerce, on January 22. Director Zurz is a veteran businesswoman, who was a State Senator representing citizens in northeast Ohio at the time of her appointment to the Strickland Cabinet. She replaces former Ohio Senate President Doug White who served as Director of Commerce under former Governor Bob Taft.

Director Zurz is committed to providing strong leadership to carry out the Department's mission of consumer protection and fair, efficient regulation of business to fulfill the Strickland Administration Turnaround Ohio plan. As the Director of Commerce, Ms. Zurz has oversight of the Division of Liquor Control and the State Fire Marshall Divisions, which governs the Bureau of Underground Storage Tank Regulations.

The President of her family's 78-year-old business, The Eckard-Baldwin Funeral Home, in Akron,

Director Zurz has an informed perspective about the needs and concerns of small businesses and the importance of excellent customer service. She knows first hand how safeguarding the public and fair, efficient regulation of business work together to strengthen the state's economy.

While serving more than three years in the Ohio Senate, she earned a reputation as a staunch advocate for education and job creation. She represented Ohio's 28th District, which includes Portage County and a portion of Summit County. One of only a handful of women Senators in the Ohio General Assembly from 2003 to 2007, Director Zurz served as the Ohio Senate's Assistant Minority Leader and as the Ranking Minority Member on the Ways and Means and Economic Development Committee. She also served on the Judiciary Committee on Criminal Justice, the Judiciary Committee on Civil Justice and the Energy and



Public Utilities Committee.

Before her appointment to the Ohio Senate in 2003 and election in 2004, Director Zurz served almost 11 years on the Summit County Council, including three terms as president. During her service on the council, she presided over a county budget of over \$560 million.

Ohio News**NOTES**

Ohio public smoking ban update

Ohio voters passed Issue 5 on November 7, 2006, creating Ohio's indoor smoking ban under a new chapter of the Ohio Revised Code (ORC) effective Dec. 7, 2006. This new law requires "public places" and "places of employment" to prohibit smoking as of that date. These businesses and organizations must also post "No Smoking" signs that contain the telephone number 1-866-559-OHIO (6446) for reporting violations, and remove ashtrays and other smoking receptacles.

The Ohio Department of Health has begun the formal process of adopting enforcement rules for Ohio's new indoor smoking ban. Draft rules were filed with the Secretary of State and the Legislative Service Commission, triggering a 65-day process that provides for public comments, a public hearing and a final hearing before the Joint Committee on Agency Rule Review (JCARR). The Director of Health has until June 7, 2007, to adopt the rules. The proposed rules can be found at www.jcarr.state.oh.us/.

Ohio General Assembly Sues Governor Strickland

The Ohio General Assembly has filed a lawsuit challenging Governor Strickland's veto on his first day in office of Senate Bill 117, legislation passed by the previous Ohio General Assembly dealing with lead paint lawsuits/consumer protection lawsuits. Former Governor Taft had allowed the bill to become law without his signature. The lawsuit, filed in the Ohio Supreme Court, challenges the actions of Secretary of State Jennifer Brunner, who returned the bill to Governor Strickland. The Governor subsequently vetoed the bill.

The Republican leaders of the Ohio General Assembly believe the Governor did not have the authority to veto a bill that had already been acted upon by the previous Governor and journalized in the Secretary of State's office. Some believe that this was the start of partisan battles between Republicans in the Ohio General Assembly and the newly elected Democrat statewide officeholders.

So far, Republicans and Democrats have handled this matter in a civil manner, leaving it to the Ohio Supreme Court to rule on this process question that could have political ramifications for the working relationships between the Republicans and Democrats now sharing political leadership in Ohio.



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Drive-off stickers available through AFPD

Service station dealers in Ohio and Michigan can purchase stickers for gas pumps that are intended to deter customers from driving away without paying for the gas that they pump. The stickers, which cost \$1 each for members and \$1.50 each for non-members, explain that a person that drives off without paying can lose their license. To order yours, call AFPD at (800)666-6233.

KAN SMACKER

"The Lifetime Machine"

Super Series



KANSMACKER Super Series is a large capacity customer-operated plastic, can and glass redemption center that counts, crushes and bags both plastic and cans. The glass is returned in the Distributors' carton/cases.

STYLE	WIDTH	HEIGHT	DEPTH
Front Unload W/Side Glass	67"	72"	34"
Front Unload W/O Side Glass	47"	72"	34"
Front Unload W/ Rear Glass	47"	72"	54"
Rear Unload W/ Rear Glass	47"	72"	54"
Rear Unload W/O Glass	47"	72"	34"

VOLTAGE

110-115V 1 Ph (Standard Outlet)

PERFORMANCE/CAPACITY

Glass—40/minute—Holds up to 300

Plastic—30-45/minute—Holds 160

Cans—50+/minute—Holds 720

**CONTACT US FOR A 30-DAY
NO OBLIGATION FREE TRIAL**

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STYLE	WIDTH	HEIGHT	DEPTH
Front Unload W/Side Glass	32.5"	72"	33"
Front Unload W/O Glass	32.5"	72"	33"
Front Unload W/ Rear Glass	32.5"	72"	53"
Rear Unload W/Side Glass	53"	72"	33"

VOLTAGE

110-115V 1 Ph (Standard Outlet)

PERFORMANCE/CAPACITY

Glass—40/minute—Holds up to 140

Plastic—30-45/minute—Holds 120-200

Cans—50+/minute—Holds up to 480

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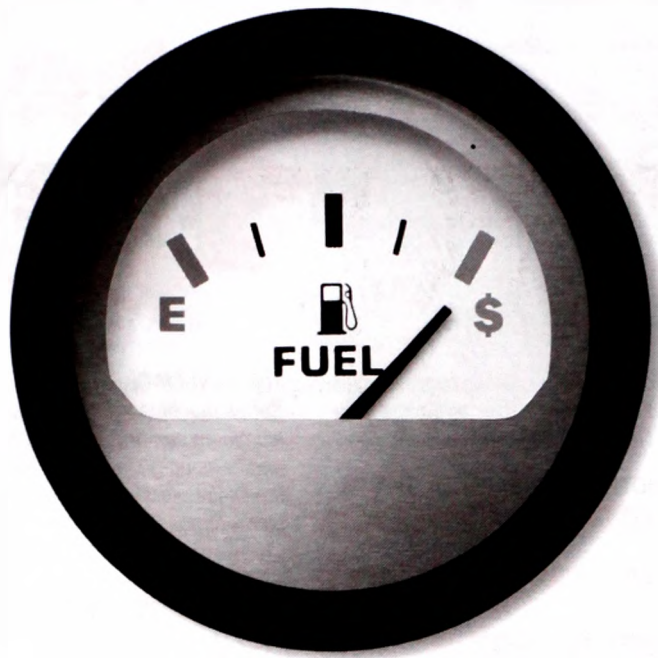


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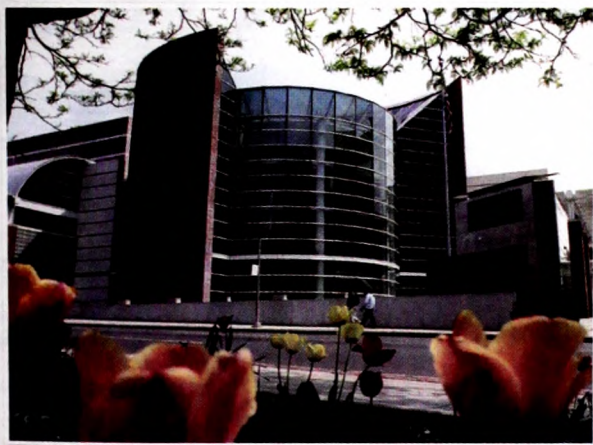


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ASSOCIATED **AFPD**
FOOD & PETROLEUM DEALERS, INC.

2 • 0 • 0 • 7
Announcing NEW Show!



FOOD & PETROLEUM TRADE SHOW

Tuesday, June 19, 2007

John S. Knight Center

77 E. Mill St., Akron, Ohio, 44308

Show Hours: Tues., June 19, 2007 • 2-8 p.m.

Ask your sales rep for tickets, or call 800-666-6233 for free tickets.

Admission Ticket Required. \$12 at the door.

Call AFPD for more information at: 800-666-6233



*AFPD's Ohio selling trade show, attracting buyers from:
convenience stores, supermarkets, gas stations,
specialty stores, bars, restaurants and drug stores.*

FOUR AFPD TRADE SHOWS OFFER SOMETHING FOR EVERYONE IN 2007

*Check out the offerings at all the AFPD Trade Shows.
Then, mark your calendar to exhibit or attend the events that are important to your business!*

AFPD's Annual Trade Show brings it all under one roof

"AFPD All Stars," 23rd Annual Trade Show
Tuesday, April 24, 5 p.m. – 10 p.m and Wednesday, April 25, 4 p.m. – 9 p.m.
Burton Manor
27777 Schoolcraft Road, Livonia, MI 48150

With nearly 200 booths and two days to tour the show, the AFPD Annual Trade Show is Michigan's premiere food, beverage and petroleum event of the year.

"I always make plans to attend the AFPD Trade Show, because it is totally new and different each year. I get a jump on new trends and pick up on some great show specials from numerous exhibitors," said Joyce Polsky of Fox Hills Medi Mart.

Sherwood Food Distributors will have 75 booths this year to showcase their meat, and deli products as well as their newer product lines that include baked goods. Spartan Stores will showcase their product offerings in an expanded area. In addition to food, the major liquor distributors will feature new products that promise to be popular during the summer, and service companies will offer everything from security cameras to loan packages specifically for retailers.

"With all the new exhibitors, the AFPD Trade Show will certainly provide the opportunity for attendees to see and sample cutting-edge products and services," says Cathy Willson, AFPD Special Events Director. "Plus," Willson added, "The show-only specials that are offered by most of our exhibitors will help your bottom line for months to come." For more information, please see page 14.



AFPD announces a new show for Ohio retailers

AFPD Ohio Food & Petroleum Trade Show
Tuesday, June 19, 2 p.m. – 8 p.m.
John S. Knight Center
77 E. Mill Street, Akron, OH 44308

In March of 2006 the Associated Food Dealers of Michigan merged with the Great Lakes Petroleum Retailers and Allied Trades Association to form the Associated Food & Petroleum Dealers. Since our membership now covers Michigan and Ohio, for 2007 we are introducing a show specifically for the Ohio market. The Ohio Food & Petroleum Trade Show promises to deliver the products and services sought by owners and managers of convenience stores, supermarkets, gas stations, specialty stores, bars, restaurants and drug stores in Ohio.



We have had a history of operating successful trade shows in Michigan and now we're reaching out to Ohio to do the same," said AFPD President Jane Shallal.

The show will be similar to AFPD's Annual Trade Show, which is held in the Metro Detroit area each spring. However, offerings at the Ohio show will also include exhibitors that are specific to the Ohio market.

"Every state is a little different when it comes to laws and regulations regarding the operation of service stations, bars, restaurants and convenience stores. The exhibitors in our Ohio Food & Petroleum Trade Show know and understand what retailers want and need to stay competitive in the Buckeye state," says AFPD representative, Ron Milburn.

AFPD has selected the trade show site at the John S. Knight Center in Akron, Ohio, for its central location and ease of access. Retailers will have six full hours to view exhibits, sample new products and take advantage of show specials.

"To our knowledge, this is the only show in Ohio that provides retailers with access to food, beverage, petroleum and related service vendors all under one roof. This is an excellent opportunity to take it all in during one afternoon," said Ed Weglarz, AFPD Executive Vice President of Petroleum. For more information, please see page 9.

Two Holiday Beverage Shows bring the action closer to home



Order your holiday gift sets at the show!!

Special pricing, holiday gift sets and new products galore will be available at AFPD's TWO Holiday Beverage Shows. Due to the popularity of the shows last year, they are both bigger and better than ever! What will your customers look for during the holiday entertaining season? What are the hottest new cocktails? Which wine will they choose with their holiday meals? AFPD's two Holiday Beverage shows will provide the venue for retailers to find the answers. With over 230 booths between the two shows, there is so much to see and sample that retailers need to take their time!

The AFPD West Michigan Holiday Beverage Show will take place on Wednesday, September 12, at the DeVos Place in Grand Rapids, Michigan. "This is our third year for the West Michigan Holiday Show at DeVos Place. Due to its popularity last year, we have enlarged it again and will have a stage with demonstrations of the newest cocktails and other items of interest," said Cathy Willson, AFPD special events director.

West Michigan Holiday Beverage Show
Wednesday, September 12, 2 p.m. – 8 p.m.
DeVos Place
303 Monroe Avenue NW, Grand Rapids, MI 49503

S.E. Michigan Holiday Beverage Show
Tuesday, September 25, 4 p.m. – 9 p.m.
Wednesday, September 26, 4 p.m. – 9 p.m.
Rock Financial Showplace
46100 Grand River Ave., Novi, MI 48374



Then two weeks later, AFPD's S.E. Michigan Holiday Beverage show (in it's 9th year) will take place once again at Rock Financial Showplace in Novi, Michigan on Tuesday and Wednesday, September 25 and 26. "The show has grown so much that we had to move into Hall C last year for more exhibit space and a place for people to sit and meet with other retailers," Willson added.

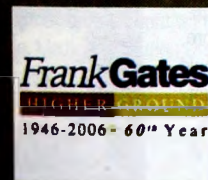
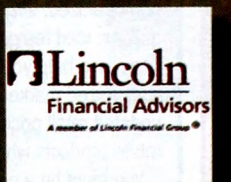
ASSOCIATED **AFPD**
FOOD & PETROLEUM DEALERS, INC.

MEMBER SERVICES GUIDE

Focused on your success

Operating a successful business is never simple. Beyond selling the product or delivering the services that your company offers, you have to manage the people and systems that keep it running efficiently and profitably. There are always financial issues, employee benefits, insurance concerns, technology and security challenges that keep you from focusing on your core business.

That's where AFPD can help. We are uniquely positioned to provide you with a wide range of professional services and solutions that are custom-tailored to the food, beverage and petroleum industry in Michigan and Ohio. Please take a few minutes to look through this guide. Because AFPD is focused on your success, you can focus on running your business.



Executive Office: 30415 West 13 Mile Rd., Farmington Hills, MI 48334 • Ohio Office: 5455 Rings Rd., Suite 100, Dublin, OH 43017
Phone: (800) 666-6233 • Fax: (866) 601-9610

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Ask your sales
rep for tickets.

April 24 & 25, 2007

at Burton Manor in Livonia

27777 Schoolcraft Road

I-96 just west of Inkster Rd.



For more
information,
contact
Cathy at
800-666-6233

Millionaire Raffle is back!

The first Millionaire Raffle sold out in just 11 days!



Now with more tickets. More prizes. More commissions.

The first Millionaire Raffle was so popular, we increased the number of tickets to 600,000 and total prizes to 918. Now even more people have a chance to win cash at the same great odds. And more tickets and winners mean more commissions for retailers — over \$790,000 total to be paid. That means the second round of Millionaire Raffle is sure to be even more exciting than the first!

On sale March 12 at all Club Keno and online retailers.

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to Each of the Six Grand
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Risk management seminars offered at Ohio Trade Show

North Pointe Insurance Company (NPIC), in cooperation with the Associated Food & Petroleum Dealers, will be providing risk management seminars at the Ohio Trade Show in Akron, Ohio on June 19, 2007. NPIC insurance claims managers and attorneys will present seminars throughout the course of

the day. The seminars will focus on general liability, liquor liability, and property issues relating to the food, beverage, and petroleum industries. The presenters will offer advice on how you may minimize claims and lawsuits as well as better position your business to defend against them. Some of the

discussion items include proper incident investigation, completion of incident reports and preparation of inspection checklists. The seminars are expected to last approximately 30 minutes, followed by a 10-15 minute question and answer session.

NPIC also expects to present



risk management seminars at some of the AFPD's Michigan events scheduled later this year. More information regarding the details for the seminars will be provided in the future. NPIC-insured attendees may reap the benefit of a 5% premium reduction at renewal, and those non-NPIC insured attendees may reap the benefit of a 5% premium discount at inception.

NPIC is a property and casualty insurance company headquartered in Southfield, Michigan. Rated A- ("Excellent") by A.M. Best, NPIC takes pride in providing insurance products for unique, niche business operations.

Commitment to provide the finest insurance coverage has made North Pointe Michigan's number one provider of Liquor Liability for the past 20 years. While maintaining its leadership position, NPIC has expanded into other niche markets such as non-standard homeowners, equine mortality, commercial package, bowling centers and roller-skating centers. The company has quickly earned the exclusive endorsements of the Bowling Proprietors Association of America (BPAA) and the Roller Skating Association International (RSA).

The dedication to their policyholders has also earned North Pointe the endorsement of the Associated Food and Petroleum Dealers for the past 19 years. North Pointe remains committed to offering insurance products that provide quality protection at a competitive price.

In the upcoming year, the AFPD will be supplying members with a newly published risk management handbook for various types of businesses within the food, beverage and petroleum industries.



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Interview with Detroit Police Department's Assistant Chief Robert Dunlap regarding the NEXT Detroit Neighborhoods Initiative

By Kathy Blake

Recently Mayor Kwame Kilpatrick announced his NEXT Detroit Neighborhoods Initiative (NDNI). The initiative is a five-year strategy focusing on the rejuvenation of Detroit neighborhoods into vibrant areas for citizens. The approach concentrates on improving basic quality of life issues such as cleanliness, safety and beautification through growth and development strategies. Six neighborhoods were chosen and divided into three categories—redevelop, revitalize and reinforce.

Assistant Chief Robert B. Dunlap began his career at the Detroit Police Department 21 years ago and has moved up the ranks over the years to his recent appointment as Assistant Chief of Operations and Investigations portfolios. He reports directly to the Chief of Police and is in charge of eight deputy chiefs and over 1,900 patrolling police officers. Here are his responses to questions about the NDNI and the role of retailers:

1. What is the Police Department's role in the NEXT Detroit Neighborhoods Initiative (NDNI)?

Every location that is being designated is being assigned a deputy chief. There is a committee for each neighborhood. The Police Department is fully engaged on each aspect of the mayor's initiative focusing on safety and quality of life issues.

2. You have identified five things that retailers can do to make their stores safer and more inviting. Please explain them.

1) Develop relationships in their community with customers, and other businesses. Participate in community and civic affairs and police community affairs by joining committees that assist the police in quality of life. We need the store owners to participate in activities that are being coordinated and to attend neighborhood meetings. Retailers should know who their district deputy chief is and who is in charge of their neighborhood and develop a working relationship with them and their officers.

2) Retailers also need to train employees on how to resolve conflicts between cashiers and disgruntled customers in order to improve customer service and sensitivity. If you should encounter a conflict at your store, use the neighborhood city hall—where neighbors can come to your location and help with conflict resolution or talk to their district deputy chief. The merchant isn't always at fault, it's not always about who's at fault, it's

how to make the best decision to prevent or resolve a conflict. One should ask, is it worth the argument?

3) The upkeep of a store building has a lot of impact on whether it appears safe. Clean around the building, not just every week, but on a regular basis. Hire young people from the community to come and clean up, investing back in the community. Cleanliness has a lot to do with the perception of safety.

4) Retailers can also enhance safety hardware at their facilities by investing in cameras. Nowhere in America can we put officers on every corner. Cameras don't stop crime, but many of the crimes perpetrated in our community are repeated by the same individuals. You should also allow for sufficient lighting around buildings and parking lots and install building alarms.

5) Report any illegal or suspicious activity. Be on the watch for people hanging out in the parking lot. Be the eyes and ears for their customers as a duty to provide a safe shopping experience. You should report minors unlawfully in public places and report abandoned vehicles.

3. Why are stores being targeted by vice police for stocking out-of-date products? I don't agree that stores are being targeted. We don't condone any form of targeting. Yes, we've had some issues with officers writing tickets for merchants stocking expired food. We only take that type of enforcement action for stores that have specific documented complaints or when a store-owner is uncooperative. Otherwise, our officers won't walk through the aisles, inspecting for out-of-date food products. The Department of Consumer Affairs takes care of that. We send police officers out if a location is suspected of illegal activity, such as selling alcohol or tobacco to minors or selling narcotic paraphernalia or loose cigarettes.

4. What should the store owner be doing during an inspection?

Store owners should comply with the investigation and notify the district deputy chief supervisor by the next day. Get the name and badge numbers of every officer involved and provide videotape of the inspection. That would help us to make an investigation within our department.

5. Is response time for calls to the police going to improve as a result of the NDNI?

If the police are not responding right away, it's because it's not a high enough priority.



We'll send police to a fight in progress before a report of someone hanging out or loitering. Life first, then property.

6. What has your department done to help your officers understand the situations that retailers face on a day-to-day basis: crime, loitering, shoplifting? Everyday except Fridays, we have a crime briefing. We discuss crimes that occur city-wide, we share with auditors where most crimes are taking place. We make the officers aware of what's happening everywhere in our city. Most of these crimes take place in transient locations, mostly convenience and party stores, gas stations, bars, and night clubs.

We expect our officers to develop good relationships with store owners in their area. We don't have beat cops in every neighborhood. When I was a deputy chief, store owners knew that if they had a problem in their store, they could call me and I'd take care of it. Store owners need to get to know their deputy chiefs and officers in their neighborhoods.

7. How can store owners improve the relations between them and the police?

Go and make themselves known. When I was district commander and chief of the 11th precinct, I could not go to 2,200 businesses. I held quarterly business meetings for the district and sent invitation letters to come and discuss safe, efficient ways to do business in our community. I became familiar with the retailers who came to those meetings, Sam Garmo, Najib Attisha, the Shina brothers, to name a few.

We don't just want their financial contribution, we want retailers to participate in their community and invest in their community. We want them to attend the monthly neighborhood meetings.

I also recommend that local business

support the Detroit Police Department's Businesses United with Officers and Youth (BOUY), programs. It might also be beneficial to hire and train youth within your local community. Lastly, all businesses should periodically update their emergency contact numbers with the Police Department.

Detroit Police Department Precinct contact information and Community Relations information

Community Relations meetings schedules are subject to change. Please call for location and time of meetings and if you have an item to be discussed.

Detroit Police Department Headquarters
1300 Beaubien Detroit, MI 48226
(313) 596-2200

Central District (formerly the First and thirteenth Precincts)
4747 Woodward Avenue, Detroit, MI 48201
(313) 596-1300
Community relations (313) 596-2103
(Meetings are held at 6:30 p.m. on the 3rd Tuesday of the month)

Southwestern District (formerly the Second, Third and Fourth Precincts)
4700 Fort St W, Detroit, MI 48209
(313) 596-5300
Community relations (313) 596-6375
(Meetings are held at 7 p.m. on the 3rd Tuesday of the month)

Northeastern District (formerly the Seventh and Eleventh Precincts)
5100 East Nevada St., Detroit, MI 48234
(313) 596-1100
Community relations (313) 596-1121
(Meetings are held at 6:30 p.m. on the 2nd Tuesday of the month)

Western District (formerly the Tenth and Twelfth Precincts)
1441 W 7 Mile Rd, Detroit, MI 48203
(313) 596-1200
Community relations (313) 596-1221
(Meetings are held at 6 p.m. on the 1st Thursday of the month)

Eastern District (formerly the Fifth and Ninth Precincts)
11187 Graitot Avenue, Detroit, MI 48213
(313) 596-5900
Community relations (313) 852-4229
(Meetings are held at 6:30 p.m. on the 1st Wednesday of the month)

Northwestern District (formerly the Sixth and Eighth Precincts)
11450 Warwick St., Detroit, MI 48228
(313) 596-5600
Community relations (313) 596-5682
(Meetings are held at 6:30 p.m. on the 4th Monday of the month)

Associated Food & Petroleum Dealers celebrates merger at annual black tie gala, themed "Driving Change"

On Friday, February 9, AFPD hosted its 91st annual black tie dinner at Penna's of Sterling in Sterling Heights, Michigan. This year the event - which drew nearly 1,000 leaders from the food, beverage and petroleum industries - was themed "Driving Change," in celebration of the Association's recent merger.

"This is our annual opportunity for industry leaders to meet socially and enjoy an evening together with good food and entertainment," said AFPD President Jane Shallal. "Attendees are truly the 'Who's Who' of the food,

beverage and petroleum industries in Michigan and Ohio who all work together to drive change in the industry."

Festivities at the Annual Trade Dinner began with cocktails and hors d'oeuvres at 6:30 p.m. An evening program highlighting the merge of the two associations was followed by dinner at 8:00 p.m. In addition, after dinner guests were treated to live entertainment, a special Scotch, Cognac and cigar bar, and complimentary photos.



The Faygo table



Susan & Ron Kohler of Oakridge Mkts



Presenting the AFPD Board of Directors!



The Frito Lay table enjoyed the night



(l) AFPD President Jane Shallal with Vanessa Denha-Garmo of the Chaldean News



The Pepsi Bottling Group



Keeping with the Driving Change theme, attendees enjoyed an exciting race car game.



Sky Spirits featured a creative martini bar, complete with ice carving.



Barb Rubel and Karen Gohsman looking at their gift earrings.



The Coca-Cola table



Jeff Leckie from Liberty USA was the lucky door prize winner of a bottle of Remy Martin. Extra courtesy of Remy Cointreau USA.



The entertainment, Endless Summer, was a hit with the dance crowd.



The folks from DTE Energy

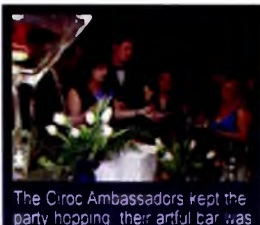
AFPD thanks its Sponsors and Trade Dinner Committee

Co-Chairs: Kristin Jonna, *Merchants Fine Wine*
Mike Rosch, *General Wine & Liquor Co.*

Wendy Acho	Bobby Hesano	Mark Sarafa
Stephanie Beau	Joe O'Bryan	Deirdre Scott
James V. Bellanca, Jr.	Jim O'Shea	Dennis Sidorski
Al Chittaro	Ernesto Ostheimer	Bill Viviano
Jim Chuck	Costas Sambanis	Norman Yaldoo



AFPD Petroleum Board Members enjoyed the festivities.



The Ciroc Ambassadors kept the party hopping; their artful bar was a big hit.



The cocktail room was a popular spot.

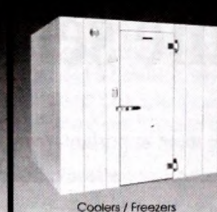
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AFPD Members reach 400,000 mark in the One Million Pound Challenge

Last fall, The Associated Food & Petroleum Dealers (AFPD) partnered with Forgotten Harvest to issue the One Million Pound Challenge to help feed hungry people in Southeast Michigan. Running through August 1, all Michigan food retailers and wholesalers were 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.

"We are pleased to reach the 400,000 pound mark, but still have a considerable way to go to reach our goal," says AFPD President Jane Shallal, who urges all AFPD members to join this effort to help feed the hungry.

A February 12 front page article in the Detroit News stated that a record one in nine people – 1.19 million – Michigan residents seek food stamps or other assistance to put food on their tables.

"There is really no reason not to help," Shallal maintains. "By donating food that would normally be thrown away, businesses can save on disposal fees while taking a tax deduction."

Businesses can join in by simply contacting Forgotten Harvest. They will do the rest. You can arrange pick-ups that range from a one-time donation, to a weekly - or even daily - schedule. To help with AFPD's One Million Pound Challenge, call Forgotten Harvest at (248) 350-FOOD (3663).

Tax incentives announced for businesses making food donations

A new tax incentive for businesses, which is part of the Pension Reform Bill passed last year, provides additional reasons to donate food to charities.

For the first time in the history of the nation, all business entities - including grocery stores, convenience stores, farms, small

businesses and restaurants - will receive a tax incentive to help in the fight against hunger in their communities. Under previous tax law, only C corporations, generally larger companies, were eligible for the enhanced deduction for donations of food.

Below are facts on the landmark food donation provision included in The Pension Protection Act of 2006 (Public Law 109-280):

- Allows all business taxpayers to take a charitable tax deduction of fit and wholesome food to non-profit charitable organizations that serve the needy;
 - Provides an enhanced tax deduction which is equal to the basis (cost) plus one-half the fair market value appreciation, not to exceed twice the cost;
- For Forgotten Harvest, Metro Detroit's only mobile food rescue organization, the hope is that their current list of 375+ food donors will continue to grow as more companies learn of the new tax incentive.



"This is a wonderful victory in the fight against hunger and waste," said Susan Goodell, executive director for Forgotten Harvest. "The new law is a significant addition to the already substantial incentives offered to food donors. But the bottom line is that we cannot continue to feed dumpsters and landfills while our neighbors go hungry."



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Classified

FOR SALE— Hobart meat cutter, Hamberger grinder, Taylor Made soft serve ice cream machine, propane buffer and Toledo meat scale. Contact Eddie at (313) 925-0511.

FOR SALE— Full service grocery store located in Warren. Beer, wine, lottery and ATM. 11,800 sq. ft. Option to purchase real estate with three additional rentals for a total of 15,800 sq. ft. Owner retiring, call Bob at (586) 781-3298.

FOR SALE— Commercial property - Downtown Flint Area. Over 5,000 sq. ft. commercial space. Established neighborhood convenience store with beer & wine license. Attached full service mechanics shop with hydraulic lifts. Businesses operating for 25 years. Great Price. Call 1-888-221-2041 - reference DQS.

FOR SALE— Oakland County Shell gas station, 3/4 acre of property, high traffic area, off freeway exit. Convenience store, car wash, gasoline and diesel sales. Serious inquiries only. Contact Joe: H (810) 229-5929, C (248) 854-1856.

FOR SALE— Only one previous owner, owner is retiring. Excellent location. Liquor, beer, wine, deli, groceries and gas. For further information contact Nab at (734) 586-7575.

FOR SALE— Party store including bakery & pizza since 1961. 8-door walk-in cooler. High traffic area in St. Clair Shores. Building and business included. Half of building could be used as rental income. A must see. Call Paul Mulier at (586) 212-3138.

FOR SALE— Anwood Scaleomatic Dough Divider. Model # S-300. \$9,900 o.b.o. Hobart Dough Mixer. Model # HR350. Mixes up to 150lb of flour (needs a hook). \$3,500 o.b.o. Call Kenny at (248) 508-7298.

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.

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-\$7000. 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 \$30,000. 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.

Congratulations Million Dollar Retailers



By Commissioner Gary Peters

As noted in this column before, the Lottery had its most successful year ever in 2006. Revenues were at an all-time high of \$2.2 billion; prizes, \$1.2 billion; commissions, \$165 million; and contribution to the School Aid Fund, \$688 million.

Your role in each of these record-breaking milestones has been extremely important. Without you selling our product, the Lottery simply could not exist. This month I'd like to salute our top retailers. While all retailers are critical, these locations have achieved at least \$1 million in sales, which is quite an accomplishment. Each year this list gets longer and longer, a testament to how hard all of you are working.

Leading the pack are two retailers who in 2006 sold \$2 million worth of Lottery tickets: Oak Liquor and Wine in Oak Park and Carmen's Liquor & Deli in Detroit. Both are strong retailers, selling online and instant games, and have worked hard maintaining a strong base of Lottery players.

Million dollar retailers include the following:

Gratiot Fairmont Market, Detroit
MGM Food Center, Detroit
Stop N Shop, Saginaw
Westland Food Store, Westland
New Northend Market, Oak Park
Town & Country Liquor, Southfield
Greenfield Party Shoppe, Southfield
Danny's Fine Wine, Oak Park
Thrifty Scot, Detroit
8 Mile Express, Detroit
Shoppers Market, Warren
Luxor Market, Detroit

Oakland Liquor Party Shoppe, Southfield
Scotia Stop Food Store, Oak Park
SMM Investment, Inc., Detroit
Angelos Food Specialties, Benton Harbor
In N Out Food Store #31, Detroit
A & L Market, Detroit
Shoppers Market Centerline, Center Line
Light House Liquor, Oak Park
Five Star Liquor, Dearborn
Toma Foods, Dearborn
New Super Fair Foods, Detroit
Country Farm Market, Pontiac
Meijer #28, Flint
Pied Piper, Detroit
Meijer #23, Lansing
Seven Star Food Center, Detroit
Casino Liquor Shoppe, Detroit
Cherry Belt Party Store, Inkster
Beverage 1, Detroit
Parklane Cork & Bottle, Detroit
Sax Discount, Taylor
Mario's Market, Lansing
Special Way Market, Detroit
Meijer #29, Burton
Short Stop Depot, Saginaw
M C Petro, Detroit
Sav Mart Supermarket, Detroit

Not only have many traditional games retailers reached or exceeded the \$1 million mark, but a number of Club Games retailers have as well.

Included are:

M T Loonies, Temperance
Florentine Pizzeria Restaurant & Sports Lounge, Grand Rapids
Great Baraboo Brewing Company, Clinton Township
Tommy Branns Steak House, Wyoming
Florentine Restaurant, Grandville

Retailers, thank you again for all your hard work.

Extra commission opportunity: From March 11 through April 8, 2007, customers who purchase a \$40,000,000 SPECTACULAR instant game ticket can redeem a coupon with their favorite retailer and receive a free \$2 instant ticket. The one-time coupon can be found in select home-delivered, Sunday newspapers on March 11. This is an extra commission opportunity. You'll receive the six percent sales commission on the \$2 ticket and will be eligible for a two percent cashing commission on that ticket as well.

Millionaire Raffle: All is confirmed and the next Millionaire Raffle will launch on Monday, March 12. The drawing will be Friday, April 20. Get ready, retailers! This was the hottest ticket on the Lottery market when it was available to players in November last year; it sold out in just 11 days. Based on feedback we've gotten from players, we expect this one to be a hit as well.

New instant games: Look for huge sales with Deal or No Deal, a \$2 ticket which launches on March 5. We expect this ticket to be a big seller. On March 12, Single Double Triple Bingo, at \$5, goes on sale. March 19 will see 4-Way Bingo, a \$2 ticket, and on March 26, Filthy Rich, at \$1, goes on sale. We'll help Michigan's favorite baseball team kick off their season with a Detroit Tigers ticket for \$5 on April 2, and on April 9, Mom's the Word goes on sale for \$5.

For additional information, please visit the Lottery's Web site at www.michigan.gov/lottery.

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National Wine & Spirits 1-888-697-6424
1-888-642-4697
Trans-Con Sales & Marketing 1-888-440-0200

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Mighty Auto Parts (614) 252-6000

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& Sausage (313) 532-1181
Awrey Bakeries 1-800-950-2253
Great Lakes Baking Co. (313) 866-0300
Interstate Breads/
Wonder Bread/Hostess (586) 792-7580
Taystee Bakeries (248) 476-0201

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ATM Management (614) 891-9200
ATM of America (248) 932-5400
ATM of Michigan (248) 427-9830
Bank of Michigan (248) 865-1300
Citizens Bank (248) 324-8537
Comerica Bank (313) 222-4908
LaSalle Bank 1-800-225-6662
Metropolitan Mortgage Group (614) 901-3100
Peoples State Bank (248) 548-2900
Temecula Valley Bank (440) 256-2664

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
Aspen Fitness Product (248) 470-4300
B & B Beer Distributing Co. (616) 458-1177
Bacardi Imports, Inc. (734) 459-2764
Brown-Forman Beverage Co. (734) 433-9989
Brownwood Acres (231) 599-3101
Cadillac Coffee (248) 545-2266
Central Distributors (734) 946-6250
Coca-Cola Bottlers of MI

Auburn Hills (248) 373-2653
Detroit (313) 825-2700
Madison Heights (248) 585-1248
Van Buren (734) 397-1700
Port Huron (810) 982-8501

Coca-Cola Bottling - Cleveland (216) 690-2653
Coors Brewing Co. (513) 412-5318
Diageo 1-800-462-6504
E & J Gallo Winery (586) 532-0321
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Galaxy Wine (248) 669-9820
General Wine & Liquor Co. (313) 867-0521
Great Lakes Beverage (313) 865-3900
Hansen's Beverage (313) 575-6874
Henry A. Fox Sales Co. 1-800-762-8730
Hubert Distributors, Inc. (248) 858-2340
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Jones Sodas (269) 382-4200
Kent Beverage Co. Inc. (616) 241-5022
L & L Wine World (248) 588-9200
McCormick Distilling Co. (586) 296-4845
Michigan Beverage Dist. LLC (734) 433-1886
Mike's Hard Lemonade (248) 344-9951
Miller Brewing Company (414) 259-9444
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1-888-642-4697

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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
Pettipren, Inc. (586) 468-1402
Powers Distributing Co. Inc. (248) 393-3700
Premium Brands of MI (Red Bull) 1-877-727-0077
Skyy Spirits (248) 709-2007
Tri-County Beverage (313) 584-7100

United Beverage Group (404) 942-3636
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BROKERS/REPRESENTATIVES:

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CROSSMARK Sales Agency (734) 207-7900
Hanson & Associates, Inc. (248) 354-5339
S & D Marketing (248) 661-8109

CANDY & TOBACCO:

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

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Beck Suppliers, Inc. (419) 332-5527
RS Hill Car Wash Sales & Service (937) 374-1777
Kleenco Car Wash Services (614) 206-2313

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A-1 Global Catering (248) 514-1800
Farmington Hills Manor (248) 888-8000
Karen's Cafe at North Valley (248) 855-8777
Lawrence Brothers (616) 456-1610
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
Dairymens 1-800-944-1301
H. Meyer Dairy (513) 948-8811
Ice Cream Express Unlimited 1-800-844-6032
Kistler Farms (269) 788-2214
Pars Ice Cream Co. (313) 366-3620
Prairie Farms Dairy Co. (248) 399-6300

EGGS & POULTRY:

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

ENVIRONMENTAL & ENGINEERING:

Environmental Compliance
Technologies, LLC 1-866-870-8378
Environmental Services of Ohio 1-800-798-2594
Flynn Environmental, Inc. (330) 452-9409
Huron Consultants (248) 546-7250

FRESH PRODUCE:

Andrews Brothers Inc.
Detroit Produce Terminal (313) 841-7400
Aunt Mid Produce Co. (313) 841-7911

FUEL SUPPLIERS:

Central Ohio Petroleum
Marketers, Inc. (614) 889-1860
Certified Oil Company (614) 421-7500
Countywide Petroleum (440) 237-4448
Free Enterprise, Inc. (330) 722-2031
Gilligan Oil Co. of Columbus, Inc. 1-800-355-9342
Gillola, Inc. (216) 241-3428
Refiners Outlet Company (216) 265-7990
Ullman Oil, Inc. (440) 543-5195

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