

Just In



AFPD brings the excitement of Las Vegas to Michigan!

On January 25, 2008, AFPD

will host the premiere event of the year for the food and petroleum industries...our Annual Trade Dinner and Ball. Plan now to join 1,000 industry leaders for an evening of dining, dancing and some casino-style entertainment. One lucky guest will win a trip to Las Vegas! In addition, this year's program will feature a special memorial tribute to the life of past AFPD Chairman Frank Arcori. It all takes place at Penna's of Sterling in Sterling Heights, Michigan. See page 10 for details or call Michele MacWilliams at (248) 671-9600 for sponsorship opportunities and tickets.

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Michigan's new tax law and what it means to you

By Michele MacWilliams

On October 1, at 4:18 a.m. Governor Jennifer Granholm announced the legislative approval of a comprehensive solution to the state's budget.

"The approval of new revenues in the package enabled the Governor to fulfill her promise to sign legislation authorizing a 30-day continuation budget, allowing government services to continue during the period required to finalize all the budget package specifics," said Kim Rhead, of Karoub Associates, AFPD's Michigan lobbying firm. The Legislature is now putting together the appropriations bills for the 2007-2008 fiscal year.

The major elements of the budget package are:

1. An immediately effective increase in the income tax from 3.9 percent to 4.35 percent with a rollback to 3.95 percent on October 11, 2011, and back to the current rate of 3.9% on October 1, 2015.

2. A sales tax expanded to cover certain services to become effective December 1, 2007. The taxes imposed in the package are calculated to raise \$1.48 billion a year. The following is a list of services that will be taxed, along with their NAICS code:

- Carpet and upholstery cleaning services, code 56174
- Business service center services, code 56143
- Consulting services, code 5416
- Investigation, guard and armored car services, code 56161
- Investment advice services, code 52393
- Janitorial services, code 56172
- Landscaping services, code 56173
- Office administration services, code 5611
- Other personal services, as listed in NAICS industry code 812990.
- Other travel and reservation services, code 56159
- Scenic transportation services, code 487
- Skiing services, code 71392
- Tour operator services, code 56152
- Warehousing and storage services, code 4931
- Packaging and labeling services, code 56191
- Specialized design services, code 5414
- Transit and ground passenger transport services, code 4853
- Courier and messenger services, code 492
- Personal care services, code 8121, except

hair care services.

- Service contract services in which the seller, in exchange for the buyer's single payment, agrees to provide repair, maintenance, or replacement of 1 or more items of tangible personal property during a specific period of time, which services the buyer is not required to buy in connection with the purchase of tangible personal property.
- Security system services, code 56162
- Document preparation services, code 56141
- Miniwarehouse services and self-storage unit services, code 53113

What does this mean to AFPD members?

Michigan small-business owners have more questions than answers about how an increase in state taxes could affect their businesses. "Every business owner, retailer, dealer or operator needs to consider the potential impact that the six percent use tax on services will have on their operational costs. We all use a variety of the above services throughout the year - making its impact difficult to assess," said Jane Shallal, AFPD president.

Tax Law, Continued on page 9.



The aisles were packed for the AFPD S.E. Michigan Holiday Beverage Show!

Held September 25 and 26 at Rock Financial Showplace in Novi, attendees were treated to a huge array of new products and show specials. Please see pages 24 and 25 for more photos and details on this fun and informative event.

Our Turkeys will Trot!

It's time for the AFPD Annual Turkey Drive. In it's 27th year, AFPD and its members provide Thanksgiving turkeys for needy families across the Metro Detroit area. AFPD's Turkey Drive Committee has pledged to raise enough money to provide turkeys for 2,000 needy families. But they can't do it alone. They need the help of all AFPD members. A donation of just \$200 will provide Thanksgiving turkeys to 20 families. For more information, please turn to page 22.



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'TIS THE SEASON

Getting your store ready for the holidays



By Jane Shallal
AFPD President

As we approach the festive season, I hope that you are taking advantage of this time by dedicating shelves and sufficient space for seasonal merchandise. Dedicated space and a sharp merchandising focus can bring grocery markets a bigger share of Christmas and winter holiday sales. If you want to be in the game, you have to be seen as the destination for seasonal products.

Previous shopping patterns show that 75% of us will still be shopping 10 days before Christmas, 60% will be looking for gifts a week before the holidays, and more than 20% will still be at it Christmas Eve. So be ready!

Here are some Seasonal Merchandising Ideas to consider this holiday season:

- For October, November and early December you should focus on traditional decorations and newer items, including lights, wreaths and bows. Be creative—decorate a Christmas tree in your store and sell the decorations separately!
- The holiday seasons afford the best opportunity for candy creativity. Have unique holiday candy assortments. Display your candy with Christmas decorations and wraps.
- If you have a bakery, sell small seasonal bakery baskets—filled with a variety of seasonal cookies. Wrap with colorful cellophane. Bakeries can earn as much as 80% of their sales from impulse purchases.
- After the second week of December, interest in traditional decorations is gone and product is sold

down. This creates an opportunity to showcase other products in the store, particularly HBC.

The holiday season is the best time to produce and effectively merchandise a large variety of nonfood products. National sales trends show that products like cosmetics, bath products, power toothbrushes, women's fragrances and men's shaving lotions and fragrances perform extremely well during this period and present an opportunity for retailers to build incremental sales in HBC.

- Experts also find that other nonfoods categories such as batteries and greeting cards and candles get some of its top opportunities around Christmas. Battery purchases are strong before Christmas and also sell well in the weeks afterward. You can capture this prolonged interest by maintaining high-profile displays of batteries and make sure you stock up on key items for at least two weeks after Christmas.

Customers purchase millions of Christmas cards each year. According to Hallmark officials, with Christmas one of the top card-sending holidays, time-pressed consumers look for ways to make their participation in the holiday tradition as easy as possible. While the widest selection is available in the card department, putting such items in high-traffic locations like the seasonal aisle, the floral department and the front end is

important.

- About 35% of U.S. candle purchases are made between November and December. Not surprisingly, during this time there is a surge in food-related fragrances for candles like Coffee Cake, Cinnamon Roll, Hot Chocolate, Apple Pie and Vanilla Coffee.
- Videos and books should be moved to the holiday display areas, and integrated with other gifts.
- Gift cards play a strong role in retailing seasonal events.
- Christmas is a great opportunity for items such as tape, disposable cameras and stocking stuffers such as children's items or lip balms.
- Hang winter hats and gloves.
- Consider making the 12/26 close-out sale an event.

The biggest challenge for you as a retailer, is not achieving volume, but letting your shoppers know these products exist in your stores. Make it easy for your customer to shop. For instance you can take out items from your HBC aisle and move them into the seasonal department around Dec. 10 or feature them in high-traffic display areas to capture impulse. People look at these products more like gift items when they are in secondary locations than they do when they are in the HBC aisle. Place your promotional displays in high-traffic locations such as your seasonal aisle, near checkouts and near endcaps. Set up a grab-and-go holiday gift area which is visually appealing and price-competitive to build sales in your nonfoods categories. Product visibility and availability is key!

I hope that you will use seasonal merchandising this holiday season as a source of new growth for profits and traffic at your store.

I also wish each and every one of you a safe, happy and PROSPEROUS season.

The Grocery Zone

By David Coverly



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Facts about interchange fees contradict card company claims

The National Association of Convenience Stores, (NACS) has been a watchdog in regards to Visa and MasterCard's hidden interchange fees. This report details the association's findings:

- Merchants say Visa and MasterCard keep their operating rules secret, but Visa and MasterCard say the rules are posted on their Web sites. Fact: Visa and MasterCard both post excerpts from their rules on their Web sites, but not the complete rules needed for a full understanding. Visa offers to show merchants a fuller set of the rules, but only if they sign a non-disclosure agreement prohibiting discussion of what is seen.

- Merchants say they are not allowed to offer cash discounts, but Visa and MasterCard say cash discounts are allowed. Fact: Federal law prohibits a ban on cash discounts, but credit card company rules make cash discounts extremely difficult to offer. Visa in particular has attempted to characterize some cash discounts as a prohibited surcharge on credit card use, and has threatened some merchants with fines of \$5,000 a day for offering cash discounts.

- Merchants say interchange rates are non-negotiable, while Visa and MasterCard say they can be negotiated. Fact: Merchants are not part of the process when interchange rates are set and cannot negotiate interchange rates with Visa or MasterCard. Courts have held that Visa and MasterCard dominate the credit card market, and the Kansas City Federal Reserve found that the popularity of cards among consumers gives merchants no realistic choice but to accept Visa and MasterCard regardless of rates.

- Merchants say interchange fees hurt consumers while Visa and MasterCard say interchange fees benefit consumers. Fact: Interchange fees do pay for rewards programs offered by credit cards, but the fees mean that all consumers pay for rewards whether they take advantage of them or not. All consumers shoulder the burden of interchange as the fees are passed along in higher prices, with the average family paying an extra \$300 because of interchange fees in 2006.

- Visa and MasterCard claim retailers are asking for price controls,

while retailers say they only want competition. Fact: Merchants have not advocated price controls, either in testimony before Congress or in meetings with members of Congress. Claims that merchants are advocating price controls are false.

- Visa and MasterCard say retailers who accept any Visa credit card should be required to accept all Visa credit cards and the same for MasterCard, while retailers say they should be allowed to choose which cards to accept. Fact: Visa and MasterCard each have an "honor all cards" rule requiring merchants who accept any credit cards under the Visa name or MasterCard name to accept all credit cards issued under that name. Merchants believe this is a key part of the problem, because even if banks competed to offer lower interchange rates, merchants would still be required to accept those with high interchange rates. Also, card issuers do not currently provide merchants with the information necessary to know the exact interchange rate being charged when a card is presented at the register. - NACS

No federal tobacco tax increase—for now

The U.S. House of Representatives failed to override President Bush's veto of H.R. 976, the bill passed by Congress to reauthorize and expand the State Children's Health Insurance Program (S-CHIP). The legislation would have authorized an increase in federal tobacco taxes—including a 61-cents-per-pack cigarette tax hike to \$1 per pack from the current 39 cents, as well as other tobacco tax increases—to pay for the expansion.

The House vote was 273 in favor of overriding the veto and 156 against overriding the veto, according to the National Association of Tobacco Outlets

(NATO). This result fell short of the two-thirds majority needed to override the veto. Of the 273 representatives voting in favor of the override, 229 were Democrats and 44 were Republicans. The 156 representatives that voted to sustain the veto included 154 Republicans and 2 Democrats.

Congress will likely consider a revised version of the S-CHIP bill soon in order to keep the program running. Currently they are operating on a temporary extension. Any compromise bill, however, could still contain an increase in federal tobacco taxes.

AFPD worked diligently to support the President's veto and we thank all our members who called



their congressmen and expressed their opposition and concern about raising cigarette taxes by 61 cents per pack.

Calendar

January 25, 2008

AFPD Annual Trade Dinner & Ball
"Viva Las Vegas!"
Penna's of Sterling, Sterling Heights, MI
Contact: Michele MacWilliams
1-800-666-6233

April 28 & 29, 2008

Michigan AFPD Annual Trade Show
Rock Financial Showplace, Novi, MI
Contact: Cathy Willson
1-800-666-6233

June, 2008

Ohio AFPD Annual Trade Show
Cleveland, OH
Contact: Cathy Willson
1-800-666-6233

July 16, 2008

AFD Foundation Golf Outing
Fox Hills, Plymouth, MI
Contact: Michele MacWilliams
1-800-666-6233

July 24, 2008

AFPD/Liberty USA Golf Outing
Weymouth Golf Club, Medina, OH
Contact: Tony Deluca
1-800-666-6233

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AFPD works closely with the following associations:



Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

Central Ohio Kroger's cranking up supermarket gas war

Lines have been drawn in central Ohio's supermarket gas war. Kroger upped the ante recently with a promotion that offered 15¢ of free gasoline to shoppers who spent at least \$60 in its stores. Customers who purchased \$100 were awarded \$10 in free gas, while buyers loading their carts with \$160 in goods received \$15 worth of free gas. The promotion ended October 14.

The company, through local press reports,

says it's looking to gain a "competitive advantage" over central Ohio competitors like Giant Eagle. The two have been battling over the region's gasoline customers. Earlier this year, Giant Eagle doubled its gas discount, offering central Ohio shoppers 20 cents off per gallon for every \$50 spent.

Giant Eagle currently has 17 central Ohio gas outlets, while Kroger offers 15 fuel sites.

Gasoline thieves steal 3,000 gallons

High-tech credit card scheme suspected

The Associated Food and Petroleum Dealers (AFPD) recently was alerted about a possible high-tech gas theft scheme.

Customers at a BP station on John R. Road in Hazel Park, Michigan, drove off on September 27 with 3,000 gallons of free fuel after thieves apparently discovered a way to override the satellite credit card payment system, according to police.

Police suspect some people knew they were stealing gasoline while others possibly didn't

realize their credit cards would not be charged.

Edward Weglarz, AFPD Vice President of Petroleum said, "We haven't heard of this type of scam. It sounds like someone has figured out a way to circumvent the system."

Police reports indicate the station owner estimates his loss at nearly \$10,000. Police have no suspects but plan to review security tapes and other evidence.

AFPD will update members as more information becomes available.

Village Pantry acquires Imperial Co.

Village Pantry Inc., an affiliate of Sun Capital

Sun Capital Partners Inc., owner of Village Pantry, announced that it has acquired the business of Imperial Co. Inc. Imperial operates 33 Next Door Store convenience stores in Michigan and northern Indiana and sells premium branded fuel to complement its convenient products, quick-serve restaurants, car washes and other value-added service offerings. Terms of the acquisition were not disclosed.

Village Pantry operates 146 convenience stores throughout Indiana and Ohio, providing a broad selection of grocery, deli and bakery items.

Mick Parker, president and CEO of Village Pantry Inc., said, "We are delighted to be adding the Next Door Store convenience stores to the Village Pantry portfolio of convenience stores to augment our footprint in two Midwestern states. We expect to take advantage of the economies of scale

offered by this transaction and be better positioned to enhance the value proposition for our loyal customers. The transaction will also provide increased opportunities for growth and the continued rollout of new merchandising concepts."

David C. Johnson, president of Imperial Co. Inc., commented, "This is a great opportunity for the Imperial Company/Next Door Store concept to join with Village Pantry, a company that shares our commitment to service and to our customers and associates. Both companies share a similar operating philosophy and have no location overlap. It is a great fit for both organizations."

Sun Capital Partners Inc. is a leading private investment firm focused on leveraged buyouts, equity, and other investments in market-leading companies that can benefit from its in-house operating professionals and experience.

Potpourri of scams

By Ed Weglarz
AFPD Executive Vice President of
Petroleum

Originally, this editorial was going to focus on the "disconnect" between retail gasoline prices and the price at the rack. It appears that retailers are "chasing" demand that's not there, while some aggressive retailers may be trying to recoup volumes lost to customer behavior, not to competitors. Think about this phenomenon each day when setting your retail price.

But recently, a spate of retail scams has surfaced that each of our members should be aware. Here's a report of scams brought to our attention this month:

- Watch for unusual activity at your "pay-at-the-pump" dispensers. Someone has figured out how to use a valid credit card to activate the dispenser without a corresponding charge to any credit card account. (See story to the left for details.) We are working with service companies to further investigate this issue.

- In Michigan, someone is entering retail stores with video cameras and identifying themselves as representing the Department of Agriculture, Weights and Measures Division. They take video of the premises, enumerate alleged violations, and ask for money to "pay the fine." Please note that all state inspectors have picture IDs, and documentation from the department. Inspectors never ask for money for fines, the business owner is billed by the Department for fines and fees. Ask for ID and contact the police or the Department of Agriculture if you suspect



anything. (See page 20 for more details on this scam.)

- Petroleum Marketers have been receiving emails from someone impersonating the "IRS" and promising a tax refund that can be credited to VISA, MasterCard, or certain debit cards. The email requests social security numbers, credit card numbers, PIN numbers, and other financial information needed to process the refund. Most of these emails originate from service@IRS.org. IRS never requests this type of info over the Internet and all federal agency email addresses end in .gov and never in .org. Be careful when providing financial information to anybody!

It's important to be cordial and cooperative with folks representing governmental agencies. But there is nothing wrong with asking for photo IDs and back-up documentation when an inspector arrives at your store. You can also call the department represented, to verify that the visitor is on official government business at your site.

Please call us to share any incidents that you might experience so we can notify our members to be on the lookout for the scam artists.

Protect yourself from carbon monoxide poisoning

By Howard Cherry, CECM
AFPD Safety Director
Environmental Services of Ohio

As members of the petroleum retailing, repair and c-store industry, many of us are around carbon monoxide (CO) on a consistent basis. Carbon monoxide is a colorless, odorless, toxic gas that interferes with the oxygen-carrying capacity of blood. It's non-irritating and can overcome its victims without warning. Many people die from CO poisoning, usually while using gasoline powered tools and generators in buildings or semi-enclosed spaces without adequate ventilation.

Effects of CO poisoning

Severe carbon monoxide poisoning causes neurological damage, illness,

coma and death. The symptoms of CO exposure include headaches, dizziness and drowsiness. It also causes nausea, vomiting, and tightness across the chest.

Some sources of exposure

A leading source of CO illnesses are portable style generators and generators in buildings. Other sources include concrete cutting saws, compressors, power trowels, floor buffers, space heaters, welding, and gasoline powered pumps.

Preventing CO exposure

Generators should never be used indoors or in enclosed or partially enclosed spaces such as garages, crawl spaces and basements. Opening windows and doors in an enclosed space may help prevent CO buildup.

When using a generator, make sure the unit has three to four feet of space on all sides and above it to ensure adequate ventilation. Remember to position a generator far enough away from windows and doors so that CO fumes do not enter and build up in occupied spaces.

When using space heaters and stoves, ensure that they are in good working order to reduce CO buildup, and never use in enclosed spaces or indoors.

If possible, consider using tools powered by electricity or compressed air, if available.

If you experience symptoms of CO poisoning, get to fresh air immediately and seek medical attention as soon as possible. For more information about the dangers of CO, contact OSHA at (800) 321-OSHA or log on to osha.gov

Workplace safety: What you need to know

You can reduce injuries in your workplace by giving people clear instructions when assigning jobs. Give all employees the dos, including all the procedural and safety steps to get the job done. And give them the don'ts, including identifying hazards they might encounter. Finally, give them the consequences, including any disciplinary actions for breaking the rules.

If your employees have not been trained according to OSHA standards, you could be facing costly injury claims and OSHA fines. For more information, contact your AFPD Safety Director, Howard Cherry, CECM at (800) 798-2594.

Ohio General Assembly's fall session addresses priority legislation

By Rick Ayish
AFPD Ohio Lobbyist

The Ohio Legislature's session schedule for the remainder of 2007 is focused upon the consideration of priority bills of the leadership of the Ohio General Assembly and Governor Ted Strickland. The Ohio Legislature hopes to complete action in November and December on a number of important issues prior to the 2008 election year. The Republican leadership of the Ohio House of Representatives and the Ohio Senate share the objective of Governor Strickland and Democrats in the Ohio Legislature of enacting legislation to address the regulation/de-regulation of the electric utility industry. Senate Bill 221 has been introduced in the Ohio Senate at the request of Governor Strickland. Ohio consumers and businesses face increased electricity costs in 2009 with the expiration of Ohio Public Utility Commission negotiated rate stabilization plans with Ohio electric utilities at the end of next year. Although it will be a difficult challenge to move such a complicated and controversial bill quickly, a year-end timetable has been set as a goal for passage of Senate Bill 221 to assist in

managing increasing electricity costs of Ohio consumers and businesses.

The Ohio House has passed and sent for consideration to the Ohio Senate, House Bill 125, the "Health Care Simplification Act," proposing to standardize administrative procedures and reduce red tape in dealing with medical care/insurance coverage. Health care access and increasing costs of coverage remain a challenge for Ohio businesses and its citizens.

Senate Bill 193, proposing to create a Gasoline Oversight Commission to study petroleum pricing and supply practices remains pending consideration by the Ohio Senate. The bill will make excessive pricing of gasoline an unfair and deceptive sales practice. Senate Bill 193 may receive committee hearings in the Ohio Senate prior to the end of the year, however the legislation is not considered a priority bill by Senate leadership and it is expected to be on the 2008 legislative agenda.

The remainder of the 2007 session of the Ohio General Assembly and the upcoming 2008 election year session will be an active one. AFPD will keep its members informed of issues that effect AFPD members and their businesses.

How sweet it is

Liberty USA/AFPD Ohio snack program delivers profits

By Paul R. Harvey

Are you leaving money on the table? Gross margins and volume sales are up. You might be losing out on profits if you haven't signed on for the Liberty USA/AFPD Packaged Sweet Snacks program.

Liberty USA has partnered with the top manufacturers to bring all Ohio Associated Food and Petroleum Dealers (AFPD) members a warehouse delivered program they will be proud to offer their customers.

The average c-store sells over \$57 every day in the sweet snack category. Based on these average sales, AFPD members partnering with Liberty USA are realizing yearly returns of about \$9,000 per store, or nearly \$4,000 more than competing programs.

Why warehouse delivered snacks? The Liberty USA warehouse delivered snack program features more powerful brands that create much higher margins and prime store placements.

The Sweet Snacks program is flexible, designed to meet the

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needs of stores big and small. Stores with tight spaces will appreciate a front-only rack with 24 facings and 23 total items. For retailers with more room, a medium-sized rack with 41 facings and 31 total items can help build profits, while those with even more space can opt for a three-sided rack featuring 92 facings and 52 total items. All three racks can be efficiently managed in just 5 to 10 minutes, three times a week.

For more information about Liberty USA's Packaged Sweet Snacks program, contact your Liberty USA representative or call Karen Balliet at Liberty USA, (800) 289-5872, ext. 1054.

John Shaw tells it like it is

By Michele MacWilliams

John Shaw is not your typical gas station owner. There is no grease under this man's fingernails. Driving up in his Lexus, his tanned complexion and starched shirt gives the impression that he would be more comfortable in a Wall Street office than behind the counter of a Toledo-area gas station. And perhaps he would.

As a director of investment brokers at Merrill Lynch for 20 years, Shaw has seen his share of executive office suites. So how did he end up owning two Toledo-area Exxon stations?

"When I worked for Merrill Lynch, we moved every two years. We located in the Toledo area in our last move and decided it was a wonderful place to raise our kids. The schools are good and we wanted to settle here," says Shaw.

He left Merrill Lynch in 2003 to begin his own company, which he still runs today, called J. Shaw Associates LLC, a brokerage firm that researches, locates and attracts new business to Toledo.

"I really backed into the service station business," Shaw laughs.

He had a friend who ran Exxon stations in Arkansas. Exxon didn't have a presence in the Toledo area, and Shaw saw an opportunity. He opened his first "Exxon on the Run" in 2005 on Dixie Highway in Perrysburg, a southern suburb of Toledo. A second station, on McCord Street in Toledo proper with the same concept, opened in 2006.

Shaw is a busy man, and has managers that take care of much of the day-to-day business. Still, he spends a good deal of time at each station. "I never thought I'd

be emptying garbage cans at 1:00 a.m. or cleaning toilets and stocking shelves, but you do it when it's your investment," he says.

The stations are new, clean and bright. The bold red, yellow, blue and white exterior color scheme draws attention, while the clean lines of the station's design give it a welcoming atmosphere.

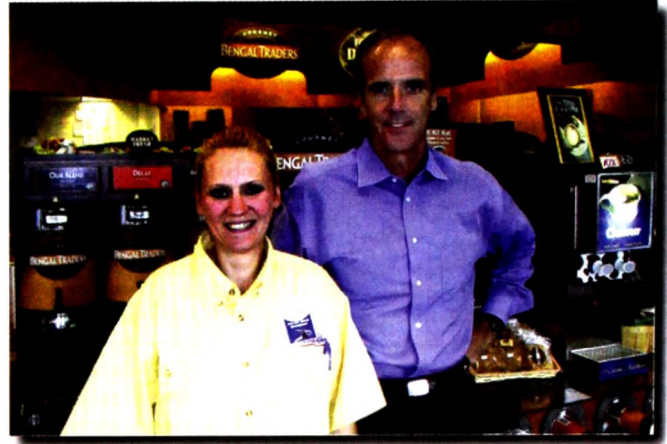
The Dixie Highway station is truly a one-stop shop for many of life's daily needs. In addition to the gas pumps, the station also features a car wash. Inside, customers find a complete convenience store, selling everything from motor oil to gourmet coffee and lunch to go.

The interior of the store is a surprise to many visitors. The Corian counter tops on the self-serve coffee island and hot food section, the terra cotta tile floor, and the mustard yellow and deep earthtones of the walls, lend an upscale atmosphere.

In Ohio, gas stations can sell beer and wine and Shaw takes advantage of this by showcasing his wine selection on a conspicuous wall near the self-serve islands. Quotes by famous Americans, proclaiming the virtues of wine, are posted above the shelves, creating a natural draw to the area. The largest sign brings smiles to many customers and reads: "Wine is constant proof that God loves us and wants us to be happy." – Benjamin Franklin.

With the constant demands of operating two gas stations in addition to his other business ventures, John Shaw stays very busy.

"If I was to do it over, I would never be branded," he says adding that he has become frustrated with the lack of support he has received from Exxon.



John Shaw (right) with store manager Tammie Monti



The gourmet coffee aisle attracts weary travelers

However, Shaw recently switched to Liberty USA for his foodservice program and can't say enough good things about the change.

"Liberty is a great company. They really help the retailer. We interviewed a number of companies before choosing Liberty and we couldn't be happier. They are our partners. They give us better pricing, they help us merchandise products and they have a tremendous customer support team."

Owning two gas station/convenience stores has changed John Shaw. Through the doors of his stores he has seen people from all walks of life, from the homeless

to the very wealthy. He knows first hand about store robberies, about employees who don't show up, and about people who vandalize just for fun. However, he also delights in pumping gas for elderly customers, who are happy to exchange small talk and are thankful for a helping hand. The experience has also given him a new respect for the small business owner – the tailor down the street or the person with the lunchtime office sandwich cart. "These are the people that keep America going. It's not big business. Small business owners are the brave souls that keep our economy going and make our country great."



Ohio Bureau of Workers' Compensation to cut group rating discounts

Thousands of Ohio employers, including AFPD members, who pay for workers' compensation insurance through group rating plans will likely have to pay more starting next summer.

In September, the new board governing the Bureau of Workers' Compensation (BWC) unanimously approved cutting discounts for group-rated employers beginning July 1, 2008. The maximum discount, which currently stands at 90 percent, could fall as low as 80 percent.

Group rating is an incentive program designed to promote and reward safe working conditions. Smaller employers with better-than-average safety and claims records join together so they can achieve the lower rates available to larger employers. AFPD has a strong BWC group rating plan for its members.

According to the BWC, these groups aren't paying enough to cover the cost of helping injured

workers, making employers that aren't part of a group pay more to make up the difference. Group-rated employers will pay more as a result of the decision, but it is estimated that premiums charged to those employers not involved in a group will fall by four to five percent.

AFPD President Jane Shallal has contacted BWC Chairman Charles Bryan on behalf of the Ohio AFPD members enrolled in our group rating plan. She asked the BWC board to reconsider the recommendation to lower the maximum discount on group rating plans to "no less than 80 percent" because of the significant, immediate and negative impact it will have on AFPD's members and Ohio's economy.

Shallal states, "Our members that will be impacted are businesses that are creating new jobs in Ohio, while at the same time doing the best job

of managing safety in the workplace. Penalizing these employers and creating additional cost barriers for new businesses in Ohio does not support the Administration's goal to promote job growth in our state. Nor does it support the Administration's goal to restore transparency and accountability to BWC with the focus on the primary mission to provide readily accessible, high quality workers' compensation benefits to Ohio's injured workers at the lowest possible cost to Ohio's business."

Group rating has been part of recent controversies at the scandal-stricken Bureau. According to the Columbus Dispatch, a task force led by Inspector General Thomas P. Charles found that the Bureau had lowered premium rates through "manual overrides" of its computer system in past years.

Rich Elsea of The Frank Gates Service Company estimates that

191 of AFPD's 251 Ohio member companies subscribing to the group rating plan will see an increase of 50 percent or higher in their premiums. "This ruling creates a substantial increase in premiums for nearly 95,000 Ohio employers. Of that, premium rates will double for more than 36,000 group-rated employers currently receiving the maximum 90 percent discount," stated Elsea.

"We strongly encourage you to consider the direct and negative impacts these changes will most certainly have on Ohio employers. Further adjusting Ohio's group rating discount without adequately documenting the impact of past changes is a dangerous approach," Shallal stated to the BWC.

AFPD offered to work closely with BWC to promote a fair and equitable group rating landscape that makes sense for Ohio businesses and accomplishes BWC's goals.

FritoLay

Category dominance

City Solutions for growth
Narrars Party Store
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Come see for yourself!

Contact Tom Hesslau for more details—517-819-4880

Gasoline is now included in Ohio Cat Tax

By Jerry Shriner
Maroon, E.K. Williams, Fiducial

The Ohio Commercial Activity Tax (CAT), an annual "privilege tax" for doing business in the state of Ohio that took effect July 1, 2005. It is a tax that is based on gross receipts (sales) of business activities in the state of Ohio.

When your "taxable gross receipts" reach \$50,000 in a calendar year, you must register with the CAT department. You can register electronically at tax.ohio.gov for \$15, or you can call the state at (888) 722-8829 and have a registration form mailed for \$20.

If your taxable gross receipts are under \$1 million, you can file your return annually by February 9, the following year and pay the minimum fee of \$150.

If your taxable gross receipts are over \$1 million, you will pay CAT on your "gross taxable receipts" that are over the \$1 million, plus \$150 minimum. The CAT rate for the rest of 2007 and the first quarter of 2008 is only .156%. The next four quarters, it goes up to .208%, and starting April 1, 2009 it goes up to .26%.

You must file quarterly returns.

There are penalties for not registering and late payment penalties of up to \$1,000!

The Ohio Cat Tax, prior to July 1, 2007 has exempted gasoline. **Starting July 1, 2007, gasoline is no longer exempt!** If you sell 80,000 gallons a month at \$2.80 per gallon, the "Cat Tax" will cost you approximately \$300 per month at this year's rate. It will cost you about \$400 per month next year, and in 2009, it will cost you about \$500 per month. Plus, as the price of gasoline increases, so does your CAT.

Some gross receipts revenue are excluded from CAT. The fuel taxes and excise tax on tobacco, beer and wine are all exempt. Sales tax and a few other items are also exempt.

If you are an Ohio convenience store that sells gasoline, the exclusions make your CAT return a fairly complicated tax return to file correctly. So that you do not overpay, we strongly recommend that you consult your tax professional to be certain that you are set up correctly, and are only paying the legal amount that is due.

Tax Law,

Continued from front page.

If your business outsources laundry, landscaping, maintenance, delivery services, janitorial services, packaging and labeling services, repair or maintenance services, consulting, or security services, as of December 1, you will be paying a six percent service tax on those business items. has You, as retailers should evaluate all the services that are used to get an idea of how this will affect your business.

On a side note, Donn Eurich, executive director of the Midwest Carwash Association (MCA), said Michigan members will not be affected by the state's new tax on services, originally planned to include carwashes.

A Michigan Department of Treasury website has been established to help disseminate information on PA 93, which is being updated often with more concise information as it becomes available. The website is: www.michigan.gov/taxes/0,1607,7-238-43529-177121--,00.html

If you have additional questions regarding taxed services, contact the Michigan Department of Treasury's customer service line for Sales, Use and Withholding Taxes at 517-636-4730 or email that department at treasSUW@michigan.gov.

Due to the outcry from small business across the state, the Senate has introduced legislation to repeal the six percent service tax portion of Public Act 93. The sponsor of that legislation (SB 824) is Senator Cameron Brown. (R-Sturgis). AFPD will monitor this new legislation and keep members informed through this publication.

Attention Food and Beverage Industry:

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FOOD & PETROLEUM DEALERS, INC.

Food & Petroleum
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Monthly Theme/ Promotion Schedule

January	Store Design, Equipment
February	Trade Dinner and Ball
March	Service Organizations
April	Beer & Snacks
May	AFD Buying Trade Show
June	Deli & Dairy
July	"Independent's Day"
August	AFPD Foundation Golf Outing
September	Meet our Scholars
October	Holiday Beverage Show
November	"Made in Michigan"
December	Food & Beverage Industry Trends

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If you're reading this message, we can help you increase your company's market share in Michigan. Our rates are competitive and layout and design personnel are available to give you your own special flair to your ad.

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Viva Las Vegas!

92nd Annual

AFPD Trade Dinner & Ball

Associated Food & Petroleum
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Featuring
a Special Tribute to
Past AFPD Chairman
**FRANK
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Friday, January 25, 2008

Penna's of Sterling • 6:30 p.m.

(Van Dyke at 15 Mile Road, Sterling Heights, Michigan)

Join over 1,000 leaders in the food, beverage and petroleum industries

ACE SPONSOR—\$10,000

(Limited sponsorships available)

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- Half-price ad of your choice in the Food and Petroleum Report
- Use of 4 company products at dinner
- \$600 for each additional table

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- Corporate signage at the dinner
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- \$800 for each additional table

QUEEN SPONSOR—\$4,000

- One table of 10 for dinner (Preferential seating)
- 4 company images for media presentation • Corporate signage at the dinner
- Half-price ad of your choice in the Food and Petroleum Report
- Use of 1 company products at dinner
- \$900 for each additional table

JACK SPONSOR—\$2,500

- One table of 10 for dinner
- 2 company images for media presentation • Corporate signage at the dinner
- Half-price ad of your choice in the Food and Petroleum Report
- \$1,000 for each additional table

Tables of 10—\$1,275 • Couple—\$300 • Individual—\$150

AFPD

Please call
Michele MacWilliams at AFPD

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for best seating.

Ohio group rating enrollment reminder

All employers participating in a workers' compensation group rating program must re-enroll every year. Members who currently are participating in the Associated Food and Petroleum Dealers (AFPD) group rating program should receive enrollment packets by the end of November 2007.

To continue your group status, you must maintain your association membership and submit your application to The Frank Gates Service Company, our program administrator. Please read in your renewal materials by the deadline indicated in your packet and include the AC-26 group application and the 2008 service fee. Frank Gates must submit all enrollment materials to the Ohio Bureau of Workers' Compensation by February 28, 2008.

If you are a current group member and do not receive a packet this fall, please contact our Frank Gates' representative, Rich Elsea, at (800) 777-4283 or (614) 766-8721, or via email at relsea@frankgates.com. If you are not currently a member of the AFPD group rating program, you can request a free, no-obligation savings estimate. To see how much you can save, please call Frank Gates at (800) 395-4119 or submit an online AC-3 form at www.frankgatesgroups.com.

AFPD Ohio members can participate in "Honor Grounds" Program

Want to offer your customers a quality coffee product and, at the same time provide financial support to military veterans? You will soon have the opportunity to do so, when Liberty USA rolls out its new Honor Grounds (HG) program.

HG is a patriotic marketing program, developed to generate a long-term monetary contribution for military veterans and their families. To accomplish this, HG's parent company, Consolidated Services Group (CSG), is introducing a high quality coffee product to retail and food service markets around the country.



The objective of the program is to create a profitable, nationally recognized, branded product that honors military members and their contribution to the United States while using 50 percent of net revenue from all HG sales for contribution to those organizations that serve and support military members and their families.

CSG is establishing "The Patriot Fund" to specifically manage all charitable contributions through an



Thermal Servers

independent charitable trust.

According to Jeff Gehman of CSG, his company will develop a marketing plan to recognize local military veterans. "Through the HG website, individuals can submit their, 'Hometown Hero Story.' Each month a story will be selected and a label will be created and heat stamped on the back of every retail bag," says Gehman.

For more information on this program, contact your Liberty USA representative.

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QuickServTAX

PICS wants to take inventories throughout the United States

By Kathy Blake

Michigan-based PICS, Phyle Inventory Control Specialists, is a growing company that has found a niche. Using the innovative and leading technology of its parent company, AST Inc. Universal Data, Inc., (UDI), PICS is becoming "the inventory specialists" for grocery stores, pharmacies, hardware stores, gas stations and convenience stores. "We want to do inventory for all AFPD members," declares John Phyle, PICS Vice President of Sales and son of AST Inc. founder Charles Phyle.

The company is growing by leaps and bounds. PICS was started by the father and son in 2006. It already has multiple offices in 22 states from coast to coast.

"We're a Michigan company and we're growing," John beamed.

Much of the growth is by acquisition. "Because we had capital to grow our business, we did a leap-

frog approach," said John.

In December 2006, PICS acquired Action Inventory. Action Inventory, a Michigan based company, has been in business for over 25 years.

In June, PICS bought Gohs Inventory Services of Southfield, Michigan, a respected provider of inventory audit services for over 50 years, servicing customers throughout the Great Lakes states of Michigan, Ohio, Indiana, and Illinois. The former owner, Bill Wright is working with PICS Inventory Specialists through the end of 2007 to smooth the transition from Gohs to PICS for customers.

In August, PICS acquired the third company this year, Muscolino Inventory Services. Muscolino has been in operation since 1947 and is headquartered in Arcadia, California. It is the largest regional inventory service in the southwest.

PICS parent company, AST Inc. has been a leader in inventory technology for 30 years. Charles started AST Inc. in 1977. "When we first started, they used calculators. Now the units have processors in them," explained John. With technology advances, Charles began designing smarter handhelds and formed the AST Company.

"My dad raised the bar on how to do inventory in a store by designing and engineering these handhelds," said John.

"We started manufacturing handheld inventory units for private label for other companies to do inventories. We were also their Information Technology (IT) Department," said John.

The success of their early models led to the development of an entire family of portable handheld terminals, industrial computers, and associated software to meet a wide range of logistics, warehouse management, and data collection needs. Now they can inventory a large store on one single handheld unit.

AST manufactures boards, devices, scanners, Blue Tooth scanners and also provides repair for handhelds and scanners. "We manufacture 95 percent of handhelds for all inventory companies in the U.S. We offer state-of-the-art hardware



left: John Phyle, PICS VP of Sales

below: John Phyle with father, Charles Phyle Sr. (founder and president) and brother, Chuck Phyle II, principle of UDI and PhyleTec



The Titan 4000 with cordless blue tooth scanner and RF technology



John Phyle using the Titan 4000 in inventory scanner testing area

design, manufacturing and service combined with custom software and reporting systems," said John.

John's brother-in-law, Dave Kahler, is the Vice President of Operations for AST. "Two year ago, we came up with using Bluetooth technology. We're the only company offering it," said John. Their latest development is the Titan 4000 which uses Bluetooth wireless laser scanning technology. All of their units use radio frequency (RF) data transfer.

PICS has 10 computer programmers who program the handheld units to the specifications and product offerings of the client. "If a gas station or grocery store calls, we build their programs and everything else they need," said John.

"We will go out and do inventories providing up to 30 people to a store for an inventory. We have up to 450 people out doing inventory on a given day, using our own technology."

From retail inventories to price verifications, PICS also provides

services for financial, UPC/SKU inventories.

Five years ago, the Phyle family built the company's headquarters on 29 acres in Holly, Michigan to house the growing group of businesses: AST, PICS, UDI and PhyleTec. UDI and PhyleTec are supply chain management companies for warehouses and distribution centers. Owned by Charles Sr. and John's brother, Chuck Phyle II, the two companies manage products logistically in warehouses and manufacturing facilities, from sub-assembly to finished product.

"Holly is a great area because of access. Positioning was one thing we looked for when relocating. We have plans for another building on the property to manage inventory people," said John. For more information, call PICS at (888) 303-8482 or visit the website www.PICSinv.com.

Welcome to Solterra

Marlena Studer brings quality, hand-picked wines from Chile to the Great Lakes

Marlena Studer didn't intend to become a winemaker and wine marketer. However, a horseback ride through the vineyards of Chile turned into a lifelong passion for the Ann Arbor-based entrepreneur.

"In 2002, I visited the wine country of Chile and discovered a burgeoning paradise. After spending a day tasting tantalizing red wine, I was invited by friends to take a horseback ride through vineyards that lay at the feet of the majestic Andes," remembers Studer. "I was enchanted by the richness of tastes, the fragrant aromas, the warmth of the sun-drenched climate and its people, and the natural beauty of the surrounding landscape."

As she talked with winemakers and managers of vineyards, she began to understand the enormous untapped potential Chile had to produce world-class wine. Between the stunning Andes and the striking seaside in the center of that narrow country of Chile lies terrain that Studer says is ripe for wine production.

"After I returned to the states, the idea for creating my own wine label fermented in my mind. The name 'Solterra' emerged as a name that represented the merging of two aspects of Chilean terrain that earn its distinct character - an abundance of sun and the perfect geographic conditions for great wine," she added. "For the 'Solterra' label, I hand-select Chilean wine that is rich in character and taste, but priced competitively so it's accessible to a wide range of consumers."

The geographical and climatic conditions in Chile are rich with opportunity for world-class winemaking. Well insulated by the protective boundaries of the Andes Mountain Range to the east and the Pacific Ocean to the west, Chilean vines were never infected by the dreaded Phylloxera insect, and thus, possess original rootstock.



According to Studer, agrochemicals or pesticides are rarely needed in the Chilean vineyards since diseases and pests are infrequent. Sunshine is ubiquitous in the Central Valley, yet it is tempered by mountain and ocean breezes that create ideal temperature variability for ripening grapes. Finally, the soil and water conditions require little intervention since the loose soil drains well and natural irrigation from mountain runoff requires only a little enhancement with drip irrigation systems.

Solterra's wine portfolio is the result of careful selection and collaboration between the winemaker

and professional wine tasters. But what makes Solterra unique is Studer's marketing ideas. Studer is a musician and she sings vocals on a jazz CD she named "Sip it Slowly." All 12 cuts on the CD have something to do with wine. Studer wants wine lovers to listen to her CD as they enjoy Solterra wine. In addition, she has developed recipes for food to complement her wine, which she posts on the Solterra web site and also included with the CD.

"I am passionate about wine that engages all of the senses, food that is a work of art, and music that expresses intense emotion," she writes on the CD jacket. "I work with my winemaker in Chile to hand-select reserve-quality wine that is luscious in fruit-forward taste and outstanding in varietal character. It is my hope that you will enjoy the pleasures of wine, food and music as you slowly sip each of the Solterra Reserve wines, enjoy the extraordinary four-course meal (printed inside) and listen to the jazz tunes in this CD that bring passion



Marlena Studer at the AFPD S.E. Michigan Holiday Beverage Show



to life, literally and metaphorically, through food and wine..."

Solterra is distributed by General Wine & Liquor. For more information on Solterra wines, call Marlena Studer at (734) 216-4443 or visit the Solterra web site at www.solterrawine.com.

Michigan Voters must now have photo ID

Voting is a right of all U.S. citizens, and AFPD encourages all members to exercise this right, as it means so much to their business. But now, when you head to the polls, be sure to bring your driver's license or photo ID. In July 2007, the Michigan Supreme Court upheld Public Act 583 of 1996 requiring photo identification to vote, which can consist of a driver's license or personal identification.

However, if a voter does not have either of the above, the following are acceptable:

Driver's license or personal identification card issued by another state; Federal or state government-issued photo identification;

- U.S. passport or Military identification card with photo;
- Student identification with photo from a high school or an accredited institution of higher education;
- Tribal identification card with photo.

Voters who do not have acceptable photo identification and voters

who have photo identification—but do not bring it to the polls, can still obtain a ballot and vote by completing the Affidavit of Voter Not in Possession of Picture Identification, which will be at the polling site.

A photo identification that doesn't show the voter's residential address is acceptable, but if a voter's photo identification has a different address than where he or she is registered to vote, that voter must use an affidavit.

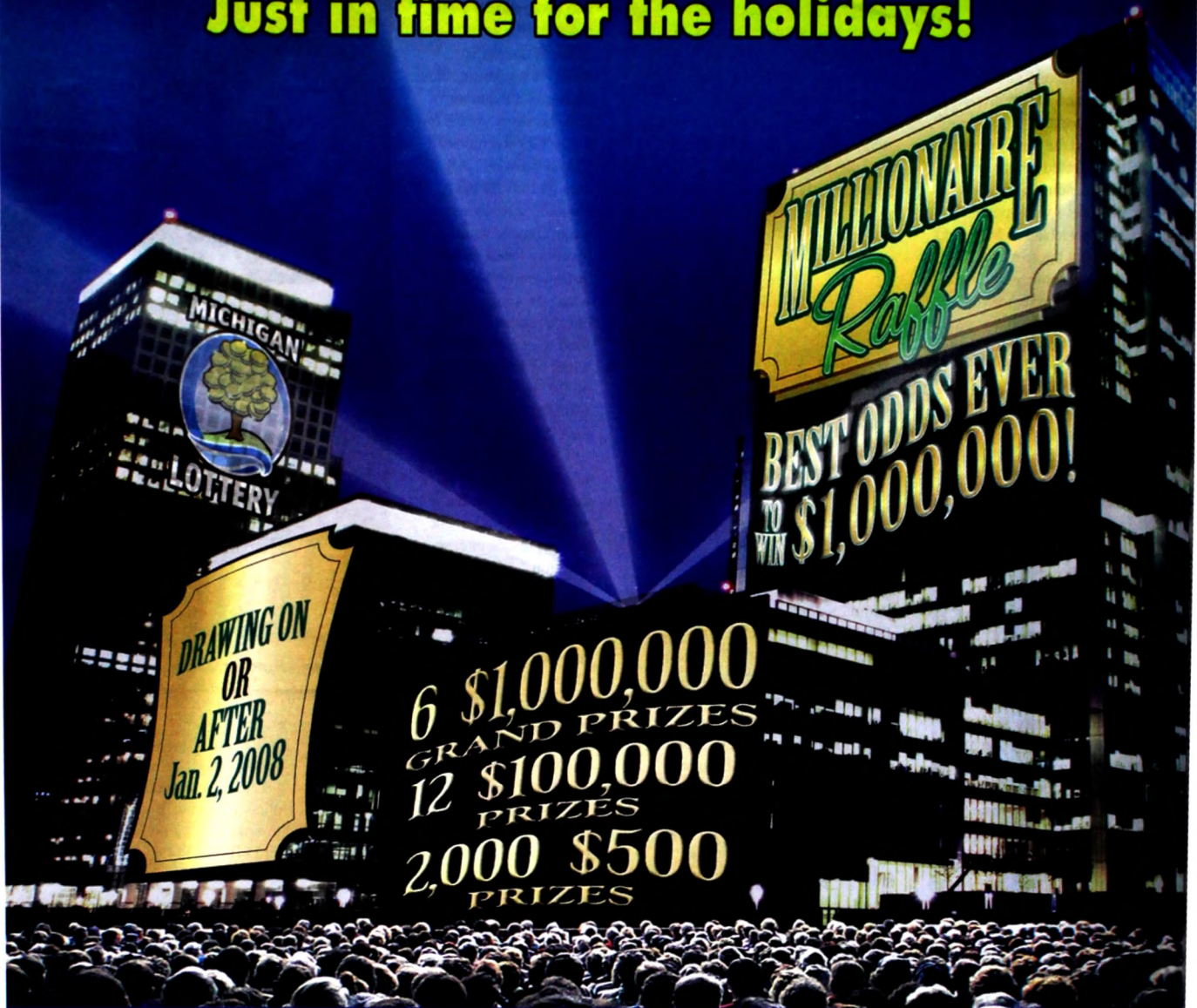
A voter cannot be challenged by

an election inspector or challenger just because he or she does not have photo identification or did not bring it to the polls, as long as the voter signs an affidavit. Voters who apply for an absentee ballot are not required to comply with the requirement.

Additional information can also be found in Picture Identification in the Polls: Instructions to Election Officials, www.mi.gov/documents/sos/090507_Voter_Id_QA5_209294_7.pdf.

Millionaire Raffle Returns Nov. 19!

Just in time for the holidays!



Stocking stuffer! Wallet stuffer!

What better time to launch the next round of Millionaire Raffle than right before the holidays! Remind players they can give everyone on their list — and themselves — real holiday cheer with the best odds ever to become a millionaire. We even scheduled the drawing for January 2, 2008 or later. That makes Millionaire Raffle one rich holiday gift!

Remember, the raffle drawing will take place on or after January 2, 2008.

If all tickets are not sold out by January 2, 2008, the drawing will be held within 10 days of sellout.

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Michigan food banks call for help

By Michele MacWilliams

It's that time of year again – just before the holiday giving season, when food banks begin to deplete their reserves.

"We're seeing two things come together," said Anne Lipsey, executive director of Kalamazoo

based food-bank clearinghouse Loaves & Fishes. "First, we have very high demand. We saw about 21 percent more people served that much more food this summer than last summer," she told the *Kalamazoo Gazette*.

Second, Lipsey said, it is just

before the charitable-giving season, which means people are starting to think about giving food and money but have not yet given.

Loaves & Fishes is not the only emergency-food organization that is struggling.

Emergency-food supplies

at the state's regional food banks have dropped to critical levels, according to the Food Bank Council of Michigan. Officials point to the state's high unemployment rate, the 13.3 percent of residents living at or below the poverty line, statewide job losses and the rising cost of transporting goods.

According to the USDA, one quarter of the food produced in this country, 96 billion pounds, is wasted.

You can make a difference

For most AFPD members, donating food is not only the right thing to do, it also makes financial sense.

"Our AFPD members have a wonderful history of giving back to the community," said AFPD President Jane Shallal. "Last year we asked AFPD members to help us donate one million pounds of food to Forgotten Harvest. I am pleased to say that we exceed the challenge. However, the need for food still exists," she explained.

The mission of Forgotten Harvest is to rescue food in the Metro Detroit area that would otherwise be thrown away and provide it to shelters and soup kitchens to feed the hungry.

There is no cost to you for donating. In fact, it often saves money. Donating food saves dumpster fees, as well as providing tax write-offs. There is no way to measure the satisfaction you will receive from knowing your donation will help feed hungry people in our community. To donate, call them at (248) 350-FOOD (3663). Forgotten Harvest accepts regularly scheduled donations, occasional donations and one-time-only donations. You can set up a program that fits your store's needs.

AFPD's Annual Turkey Drive is another way that Metro Detroit area members can make a real difference right in their own communities.

This is the 27th year that AFPD

Food Banks,
Continued on page 21.

Hey, is it legal for something to taste like this?



Introducing Café Bohême™

A unique blend of gourmet coffee, premium French vodka with crème and a hint of vanilla.

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Michigan Lottery breaks records—again



By Tom Weber
Acting Commissioner

In 2006, the Lottery set records in sales, prizes paid, commissions paid and contribution to the state School Aid Fund. We considered this a great accomplishment. With the close of fiscal year 2007, I am

pleased to report that we have yet again broken our own records. With sales of over \$2.3 billion, prizes paid at over \$1.35 billion, retailer commissions at over \$170 million, and net to School Aid at over \$740 million, the Lottery continues to be an outstanding success.

Thanks to all of you, our retailer partners. Without your participation, the Lottery could not exist. We appreciate all of your efforts.

Raffle update: Just in time for the holidays, the Lottery will launch a \$20 Millionaire Raffle game on Nov. 19. Be sure to remind your customers that this is a great gift idea for friends and families on their lists. As with previous Millionaire Raffles, this game will offer players the best odds ever to win \$1 million.

The Millionaire Raffle will offer 600,000 tickets and has prizes of six prizes of \$1 million, 12 prizes of \$100,000 and 2,000 prizes of

\$500. If all tickets are not sold out by January 2, the drawing will be conducted within 10 days of sellout.

As with all previous raffle games, six digit tickets, beginning with 000001, will be issued in numerical order as sales occur across the state. When ticket number 600,000 is reached, sales will close. Players will not be able to choose their own numbers and must match the exact number as drawn by the Lottery.

Players will be able to check winning numbers on the Lottery's website at www.michigan.gov/lottery, at Lottery retailers or at Lottery regional offices throughout the state.

New Instant:

Deal or No Deal returned on October 29 with bigger and better prizes. Each \$5 ticket offers players a chance to win \$100,000 instantly, plus second chance opportunities to win a trip to Hollywood with a chance to play the REAL Deal

or No Deal, or \$1 million in cash. Also starting on October 29 was Double Triple Cashword with top prizes of \$35,000.

Holiday instant tickets arriving in November include:

Cashing Through The Dough (\$1, \$5,000 top prize), Evergreen (\$2, \$25,000 top prize), Holiday Gold (\$5, \$250,000 top prize), and Treasure Tree (\$10). Top prize in the Treasure Tree game is \$500,000 and another \$500,000 will be awarded in a second chance drawing held on January 15, 2008. Remember, holiday instant tickets make great stocking stuffers.

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 2006, the contribution was \$688 million. For additional information, please visit the Lottery's Web site at www.michigan.gov/lottery.

Reach Higher Savings in Workers' Comp

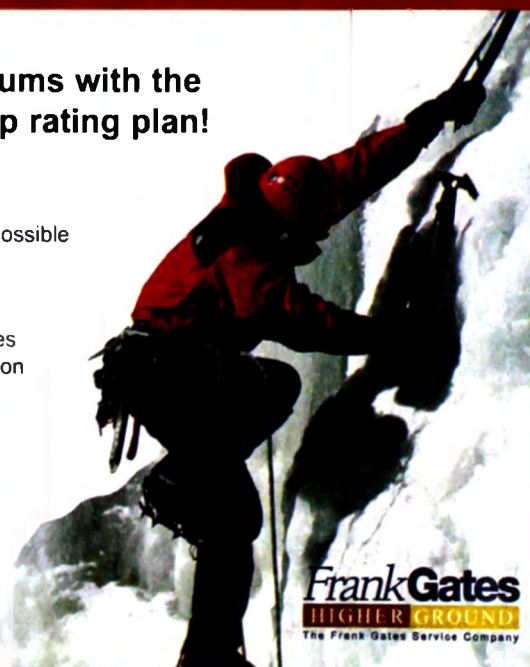
Save on Ohio workers' compensation premiums with the Associated Food & Petroleum Dealers' group rating plan!

Our program offers members:

- The most savings tiers in the industry, which pinpoint your highest possible premium discount—up to the BWC's maximum
- Savings opportunities and competitive fees for all industry groups
- Expert service from the Frank Gates Service Company, who provides workers' compensation claims management and program consultation for group-rated, state-funded and self-insured employers

Frank Gates also offers online claims reporting, software solutions, liability claims services and alternative risk financing.

Visit www.frankgatesgroups.com to find out how we can take your company to a higher level of savings and service!



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Michigan Rep Jeff Mayes pushes for renewable energy

State Representative Jeff Mayes
(D-Bay City)

Assistant Majority Whip

Committees

- Agriculture, Chair
- Energy and Technology, Vice-chair
- Banking and Financial Services
- Tax Policy
- Transportation

By Kathy Blake

Michigan Representative Jeff Mayes, (D-Bay City), is focused on making renewable energy more common in Michigan. As the vice-chair of the Energy and Technology committee, he is working on several bills that promote using solar, wind, hydroelectric, and bio-based power.

"We'll see more renewable wind, landfill gas, bio-mass and methane digesters, which use human and animal waste to create gas," said Mayes. Green Meadows, a dairy operation, has a methane digester. This is a way of solving the problem of animal waste disposal for the dairy operator.

"My colleagues support renewable fuels and building new facilities.

Michigan needs more new base-load electricity generation, including nuclear facilities. Today's plants burn cleaner. We need to reduce our dependence on carbon fuels," explained Mayes.

Michigan depends almost entirely on fuels imported from other states and countries, and the state has the nation's eighth-highest cost burden when it comes to the amount spent on energy, according to the American Council for an Energy-Efficient Economy.

Rep Mayes sponsored the bill to create the Renewable Fuels Commission. "We're working with Senator Van Woerkom (R-Norton Shores), chair of the Senate Agriculture Committee, in a bipartisan effort to help deal with the issue of bringing these fuels to market. We need to review what we're doing as a state with the industry, including service stations, car dealerships. We're not looking to mandate percent of use," said Mayes.

Rep. Mayes and Rep. Terry Brown (D-Pigeon) helped launch an aggressive plan to boost renewable

energy production in Michigan. They announced the plan in June at Pigeon's Laker Elementary School, the site of the first wind turbines in Michigan to produce electricity for a school district. Also in the area, two major wind energy projects are planned for Huron County, including a \$90 million wind farm.

The 21st Century Renewable Energy Plan will:

- Require that renewable energy sources – such as solar, wind, hydroelectric and biomass-based power – account for 10 percent of the state's energy production by the end of 2015. The plan sets a goal of 20 percent by 2025.

- Foster more "alternative-energy renaissance zones" across the state by including solar and wind generation and fuel-cell technologies among those that qualify for renaissance zone tax abatements, helping to spur local investment in renewable energy.

- Promote energy conservation through updated construction codes and consumer tax credits for energy-efficient appliances.

- Provide tax credits for the purchase of solar equipment.

- Establish a statewide target of reducing electricity consumption by one percent per year.

Research in bio-based technologies

In June, Rep. Mayes announced his plan to provide tax incentives to facilities and individuals involved in the research and development of bio-based technologies, such as preparing biomass for processing cellulosic ethanol.

Food Safety Act

In a move to strengthen public health protections, Rep. Mayes and State Senator Jerry Van Woerkom (R-Norton Shores) introduced a comprehensive plan to tighten rules on food preparation and establish certification requirements that would help prevent the spread of food-borne illnesses. In June, they introduced a revision to the Food Safety Act of 2000 that would include the following measures:

- Requiring that all food service establishments employ managers who are certified as having passed an accredited food safety exam.

- Clarifying when to restrict an ill employee from work and when to allow an employee to return to work.

- Requiring food managers to demonstrate knowledge of the control of food allergens. Tightening controls of bare-hand contact with food to prevent the spread of disease.

"Michigan leads the country in protecting the public," said Rep. Mayes. This revision shows that food safety is an evolving process that is dependent on managing risks, he explained.

Michigan Business Tax

As a member of the House Tax Policy Committee, Rep Mayes played a critical role in the months-long effort to draft the Michigan Business Tax which was signed into law in July.

"The Michigan Business Tax is a comprehensive package that does the right thing by rewarding companies for investing in our state. With the old Single Business Tax, we didn't treat businesses that were investing in the state well," Mayes said.

Predatory Gas Pricing

Rep Mayes introduced HB 4913 in June that will make it illegal for gas stations to limit the amount of fuel sold to any customer, which will prohibit stations from discriminating against consumers and protect against predatory pricing.

"We cannot allow a small number of gas stations to play games with consumers. Retailers who advertise a certain retail price but then limit the amount that can be purchased are engaging in a deceptive trade practice. That practice violates the notion of a free, fair, and open market."

"By manipulating fuel prices and encouraging a volatile market, a few bad actors will continue to pull the rug out from under mom and pop stores that are just trying to get by. We must protect against predatory pricing which is good for consumers," Mayes said.

Education

Rep. Mayes graduated from T. L. Handy High School of Bay City in 1990. He received a Bachelor of Arts Degree in Political Science in 1994 from the University of Michigan, where he was an Evans Scholar, sponsored by the Western Golf Association.



Government Experience

Rep. Mayes made his first political impact in 5th grade, when he helped a neighbor run for city office. After high school, he was active in area politics and managed several local campaigns, including the election and re-election of former State Rep. A. T. Frank of Saginaw. He also worked as a Legislative Assistant to Bay City State Representatives Howard Wetters and Joseph Rivet.

From 2000 to 2004, he served as Supervisor of the Charter Township of Bangor and is the former president of the Bay County Township Officers Association. As supervisor, he was instrumental in creating the Bay Future, a group that works with business and the public to find new businesses to invest in Bay County.

Community Involvement

Rep. Mayes is an Eagle Scout and an active member of the Boy Scouts of America Shoreline District Committee. He has been involved in a number of community organizations, including: Bay Area Women's Center Board, Bay Area Community Foundation, Bay County Medical Control Authority Board, Bangor Township Downtown Development Authority and the Saginaw Valley State University Math Resource Center Advisory Committee.

Contact Rep. Mayes

To reach Rep. Mayes, write to him at: The Honorable Jeff Mayes, State Representative, PO Box 30014, Lansing, MI 48909-7514; call his office at (517) 373-0158 or email jeffmayes@house.mi.gov.

Alert: Possible impersonation of MI Dept. of Agriculture inspectors.

A person or persons may be impersonating inspectors from the Michigan Department of Agriculture. A gas company recently sent out this notice to their retailers:

"Please make your dealers aware of the following:

Apparently we have a couple

going around to sites with a video camera and claiming they are from the State of Michigan Licensing Department. The couple takes video of what they claim are health code violations and then threaten to issue a violation and have the site closed. Next they tell the site owners they can simply pay a violation penalty

of \$400.00 to them and correct the issue to keep the site open. Most dealers are smart enough not to fall for this, but others have."

While law enforcement officials have been notified, the MDA Food and Dairy Division provides these guidelines that establishments can expect from our inspectors.

- Food and Dairy inspectors will always show credentials when inspecting an establishment or interfacing with establishment personnel.

- Food and Dairy inspectors will not threaten to close a facility in lieu of a fine without following the proper administrative procedures which include providing the owner with written notification of the division's intent to levy a fine as well as the opportunity to contest such fine. If the owner chooses to pay the administrative fine immediately, MDA inspectors are discouraged from accepting cash and will advise the owners to make payment at Regional Offices or by mailing payment to the Lansing Office.

If at any time an owner of any establishment is uncertain with whom they are dealing with, they may contact the Licensing Desk at (517) 241-2461 and speak with Rick Dethlefsen who will assist them in identifying inspectors as needed.

Attention, AFPD Members

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Question of the MONTH

I had a customer attempt to return some beer and wine. What is Michigan's return policy on liquor products?

Answer

Under Administrative Rule 436.1531, an off-premise licensee "may accept from a customer, for a cash refund or exchange, an alcoholic liquor product purchased by the customer from the off-premise licensee if the product is demonstrably spoiled or contaminated or the container damaged to the extent that the contents would likely be of an unsanitary nature or unfit for consumption and if the returned product is not resold and is removed from the licensed premises as soon as practicable, but not more than 14 days after its return." So, a refund is available only to a customer who returns an alcoholic liquor product (this includes beer and wine) to your store because it is spoiled or damaged. In this situation, the store may refund the customer's money and return the product for a refund to its distributor if done so within 14 days.

Classified

FOR SALE—Banquet/party hall and restaurant, over 7000sq. ft., year-long business. Hall has over 350 seating capacity, plus a dance floor and bar. Restaurant has 60 seats plus bar and two fully equipped kitchens. Centrally located (near all the freeways) 5 min. from downtown. Seeing is believing. Please contact: BHAHALL@YAHOO.COM or "Zak" 313-218-0961.

NEED EXTRA DRY STORAGE?—Family owned Westside Cold Storage for dry or freezer space. Located at 3340 Trumbull Ave., Detroit, MI. Accessible Monday - Friday 7:00am to 3:00pm. Reasonable rates, easy unloading/pickup and protected by Guardian Alarm. 313-961-4783.

BUSINESS OPPORTUNITY—Well established neighborhood supermarket. Entirely equipped and stocked with inventory. High traffic area located in Lansing, Michigan. SDD Liquor license available for purchase/transfer. Seller will entertain potential buyers of the business only or of the business and real estate. Call (313) 495-9952.

FOR SALE—Michigan thumb area convenience store. Beer, wine, lottery, gas, food & property. Call (810) 387-3390 or (810) 387-0154.

LIQUOR STORE FOR SALE—Located in Muskegon (West Michigan). Busy Location. Must sell, owner moving out of state. Asking \$329,000. Serious enquiries only. Call (231) 288-0532.

FOR SALE—New 50ft wooden wall shelf unit with rolling ladder (7 shelves high). Matching 50ft liquor style checkout counter. Both for \$5,000. Call a manager at Market Square (248) 644-4641.

HELP WANTED—Cashiers, meat & deli counter. Market Square, 1964 Southfield Road, Birmingham MI. Call (248) 644-4641 and ask for a manager.

FOR SALE—4 acre commercial lot, more available, vacant, Roscommon County, MI. Possible supermarket location in the center of town. \$200,000 please call (989) 389-1428.

FOR SALE—5 plus acres with 25,000 sq. ft. retail and storage building with phone, electric and natural gas. In the center of town. \$495,000 please call (989) 389-1428.

FOR SALE—Alma, MI. 14 plus acres at expressway with 6 on & off ramps. Good building site, class A road. Natural gas at the street and electric on the property. \$495,000 OBO please call (989) 389-1428.

STORE FOR SALE—BEER, WINE & LIQUOR doing \$8,000-\$9,000/wk. LOTTERY takes in \$5,000/wk. Located in city of Plymouth. \$165,500 for business only. MUST SELL. For information call Bill (734) 453-5040.

PALLETS WANTED—Detroit Storage Co. Free pickup. Call (313) 491-1500.

FOR SALE—Price Reduced!! Bakery & pizza store since 1961. 8-door walk-in cooler. High traffic area in St. Clair Shores. Building and business included. Will consider leasing building. A must see. Call Paul Mulier at (586) 212-3138.

FOR SALE—Atwood 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.

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) 880-8505.

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

Food Banks,

Continued from page 16.

has provided turkeys to needy families in the Metro Detroit area. "The list of groups that ask for turkeys grows each year and there are many more requests than we could ever fill," said Jim O'Shea, owner of MoTown Snacks and Co-Chair of this year's Turkey Drive.

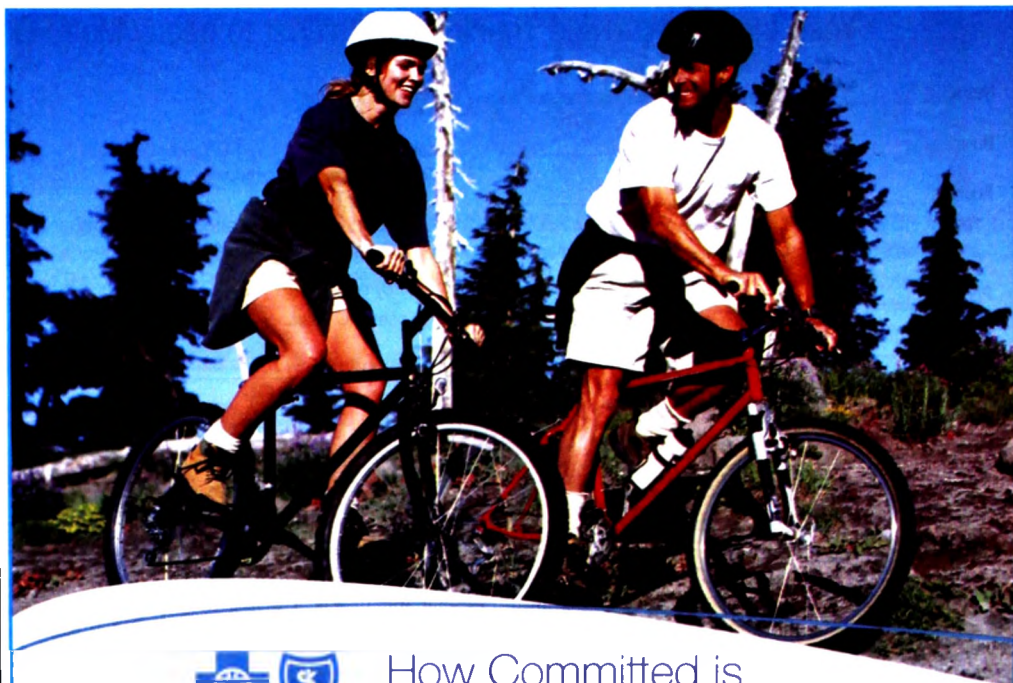
"We plan to provide turkeys to 2,000 needy families, and we are asking all AFPD members to help with a monetary donation." For more information, or to donate, please see page 22.

Even small donations make a difference.

In Manistee, Mary Russ, owner of DeMarz Studio Photography,

collected 300 cans to donate to her Emergency Food Bank.

According to the Daily News (Ludington) Russ explained, "My motto is, if you think you are too small to make a difference, try going to bed with a mosquito. If everyone did what I did and pitched in, they can make a difference."



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A nonprofit corporation and independent licensee of the Blue Cross and Blue Shield Association

AFPD Turkey Drive – 27 years of giving

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

This is an Associated Food & Petroleum Dealers tradition that

started 27 years ago and each year the list of charitable groups that ask for turkeys grows. There are many more requests than we could ever fill.

Co. Chair Najib Attisha of Indian Village Market, remarks that, "Thanksgiving is a time to reflect, give thanks and help those

who have less. We hope you can pitch in. A \$200 donation to the AFPD Turkey Drive will provide turkeys for 20 families! When you consider that each turkey serves about 12, that's Thanksgiving turkey for 240 people!"

We need your help. It is truly

heartwarming to be a part of our annual Turkey Drive and to know that together, we have brightened the day for 2,000 needy families. To make a donation, please fill out the form below or call Michele MacWilliams at (800) 666-6233. Thank You.

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

Name _____

Business _____

Address _____

Phone _____

Email _____

Payment Method:

By check:

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

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

By credit card:

Circle one: MC Visa

Card Number: _____

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

Signature _____



I will provide Thanksgiving turkeys for:

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

Fax to AFPD at (248) 671-9610

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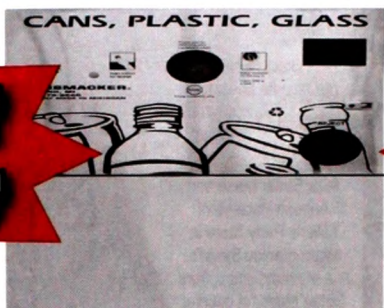
OR

call AFPD at (248) 671-9600 or (800) 666-6233

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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/O Side Glass	47"	72"	34"
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

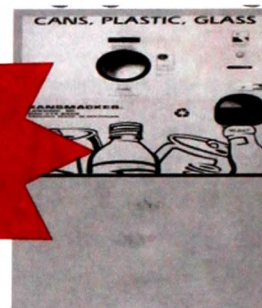
Glass—40/minute—Holds up to 300

Plastic—30-45/minute—Holds 160

Cans—50+/minute—Holds 720

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The KANSMACKER MINI 3 in 1 is a compact version of the Super Series machine with a smaller capacity customer-operated plastic, aluminum can and glass redemption center that counts, crushes and bags both plastic and aluminum cans. The glass is returned in the Distributors' carton/cases. This machine can be configured in 6+ different possible configurations to fit almost any space provided.

STYLE	WIDTH	HEIGHT	DEPTH
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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S.E. MICHIGAN HOLIDAY BEVERAGE SHOW

AFPD members celebrated the holidays early this year at our S.E Michigan Holiday Beverage Show held on September 25 and 26 at Rock Financial Showplace in Novi. The "spirits" moved at the show as attendees were treated to a huge array of new products and show specials.

It was a busy, busy show!

Miss Black Velvet served her favorite beverage!

Miss Better Made and Augeen Kalasho of Miller's Party Store in Warren enjoy Sylvia's line of potato chips, from Better Made, of course.



Svedka Vodka is on the fast track. It is a smooth vodka, priced below many competitors.



The huge crowd enjoyed the show!



Dara Wehrmeister, Al Chittaro and daughter Paige Chittaro provided samples of their popular Faygo products.



Yazi is a new ginger vodka.



Iceberg Vodka is made from water harvested from icebergs near Greenland... and it's kosher.

S.E. MICHIGAN HOLIDAY BEVERAGE SHOW

DiVine Vodka is made in Michigan.



Lighting Supply Company is a complete source for lighting products.

Oops is a new wine from Chile made from the lost grapes of Bordeaux. (Well, that is what the label says!)



Richard Tiedemann from Flora Springs Winery touted his Trilogy Wine from Napa Valley.



Everything was bright in the Signature Signs booth.



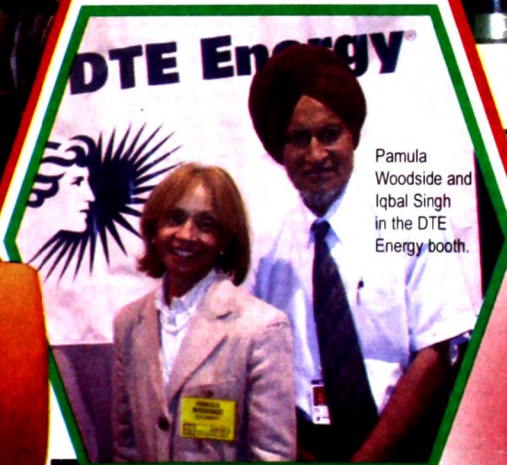
Miller offered a large selection of craft beers.



Wine was lined up and ready for tasting.



DTE Energy



Pamula Woodside and Iqbal Singh in the DTE Energy booth.

For the holidays, Veuve Clicquot Champagne comes in it's own stylish purse! Remove the padding inside once the bottle is empty, and it is a stylish handbag.



Cent Cinquenaire Grand Marnier comes gift-packed with decorative glasses.



One of the biggest trends in wine and spirits is to use organically-grown ingredients. Natura is a new natural wine from Chile.



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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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Ackroyd's Scotch Bakery & Sausage (313) 532-1181
Awrey Bakes (1-800-950-2253)
Great Lakes Baking Co. (313) 866-0230
Interstate Brands/ Wonder Bread/Hostess (248) 588-3954
Taystee Bakeries (248) 476-0201

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ATM of Michigan (248) 427-9830
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Comerica Bank (313) 222-4908
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Michigan Merchant Services (616) 794-3271
MoneyGram (517) 292-1434
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Allied Domecq Spirits USA (248) 948-8913
Anheuser-Busch Co. 1-800-414-2283
B & B Beer Distributing Co. (616) 458-1177
Bacardi Imports, Inc. (734) 459-2764
Brown-Forman Beverage Co. (734) 433-9989
Brownwood Acres (231) 599-3101
Cadillac Coffee (248) 545-2266
Central Distributors (734) 946-6250
Coca-Cola Bottlers of MI

Auburn Hills (248) 373-2653
Belleville (734) 397-2700
Metro Detroit (313) 868-0808
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
Eastown Distributors (313) 867-6900
Faygo Beverages, Inc. (313) 925-1600
Future Brands (248) 471-2280
Galaxy Wine (734) 425-2990
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
Intrastate Distributors (313) 892-3000
J. Lewis Cooper Co. (313) 278-5400
Jones Soda (269) 217-4176
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 (847) 264-3800
National Wine & Spirits 1-888-697-6424
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New England Coffee Co. (717) 733-4036
On Go Energy Shot 1-877-LIV-ONGO
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) 488-1402

Powers Distributing Co. Inc. (248) 393-3700
Premium Brands of MI (Red Bull) 1-877-727-0077
Skeyy Spirits (248) 709-2007
Tr-County Beverage (313) 584-7100
United Beverage Group (404) 942-3636
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Hanson & Associates, Inc. (248) 354-5339
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RS Hill Car Wash Sales & Service (937) 374-1777
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Karen's Kafé 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

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Dairymen 1-800-944-2301
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

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Consumer Egg Packing Co. (313) 871-5095
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Environmental Services of Ohio 1-800-798-2594
Flynn Environmental, Inc. (330) 452-9409
Huron Consultants (248) 546-7250
Oscar W. Larson Co. (248) 620-0070
PM Environmental (517) 485-3333

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Detroit Produce Terminal (313) 841-7911
Aunt Mid Produce Co. (313) 841-7911

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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
Gillotti, Inc. (216) 241-3428
Refiners Outlet Company (216) 265-7990
Ullman Oil, Inc. (440) 543-5195

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

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Al Bourdeau Insurance Services (248) 855-6690
BCBS of Michigan 1-800-666-6233
CBIZ/Employee Benefit Specialist Inc. (614) 793-7770
Charles Halabu Agency, Inc. (248) 968-1100
Frank Gates Service Co. (614) 793-8000
Frank McBride Jr., Inc. (586) 445-2300
Gadaletto, Ramsby & Assoc. 1-800-263-3784
JS Advisor Enterprises, Inc. (248) 684-9366

Lyman & Sheets Insurance (517) 482-2211
North Pointe Insurance (248) 358-1171
Rocky Husaynu & Associates (248) 851-2227
Underground Storage Tank Insurance (Lyndall Associates, Inc.) (440) 247-3750

MANUFACTURERS:

Art One Sign Expo, Inc. (248) 591-2781
Burnette Foods, Inc. (616) 621-3181
General Mills (248) 465-6348
Jaeggi Hillsdale Country Cheese (517) 368-5990
Old Orchard Brands (616) 887-1745
Red Pelican Food Products (313) 921-2500
Signature Signs (586) 779-7446
Singer Extract Laboratory (313) 345-5880

MEAT PRODUCERS/PACKERS:

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

MEDIA:

The Beverage Journal 1-800-292-2896
Booth Newspapers (734) 994-6983
Detroit Free Press (313) 222-6400
Detroit News (313) 222-2000
HSI (586) 756-0500
Michigan Chronicle (313) 963-5522
Suburban News-Southfield (248) 945-4900
Trader Publishing (248) 474-1800
WDIV-TV4 (313) 222-0643

NON-FOOD DISTRIBUTORS:

Items Galore (586) 774-4800

POTATO CHIPS/NUTS/SNACKS:

Better Made Snack Foods (313) 925-4774
Detroit Popcorn Company (313) 835-3600
Frito-Lay, Inc. 1-800-359-5914
Herr's Snacks (248) 967-1611
Kar Nut Products Company (248) 588-1903
Motown Snacks (Jays, Cape Cod) (313) 931-3205
Niklas Distributors (Cabana) (248) 582-8830
Pik a Snak, Inc. 1-866-466-9166
Up North Jerky Outlets (248) 577-1474

PROMOTION/ADVERTISING:

DBC America (313) 363-1875
Enterprise Marketing (616) 531-2221
PJM Graphics (586) 981-5983
Promotions Unlimited 2000, Inc. (248) 372-7072
Sign-A-Rama - Commerce Twp. (248) 960-7525

RESTAURANTS:

Copper Canyon Brewery (248) 223-1700

SECURITY/SURVEILLANCE:

ADT Security Services, Inc. (248) 583-2400
Closed Circuit Communications (248) 682-6400
Freedom Systems Midwest, Inc. (248) 399-6904
Scada Systems (313) 240-9400

SERVICES:

AAA Michigan 1-800-AAA-MICH
Advance Me Inc. (513) 518-3150
Al Bourdeau Insurance Services 1-800-455-0323
American Communications of Ohio (614) 855-7930
American Liquid Recyclers (740) 397-4921
American Mailers (313) 842-4000
AMT Telecom Group (248) 862-2000
Bellanca, Beattie, DeLisle (313) 882-1100
Binno & Binno Investment Co. (248) 540-7350
C. Roy & Sons (810) 387-3975
Cartronics, Inc. (760) 707-1265
Cateraid, Inc. (517) 546-8217
Central Alarm Signal (313) 864-8900
Cherry Marketing Institute (517) 669-4264
Clear Rate Communications (734) 427-4411
Cox, Hodgman & Giarmarco, P.C. (248) 457-7000
Cummins Bridgeway Power (248) 573-1515
Diamond Financial Products (248) 331-2222
Dragon Systems 1-888-285-6131
DTE Energy 1-800-477-4747
Excel Check Management (248) 787-6663
Financial & Marketing Ent. (586) 783-3260
Gadaletto, Ramsby & Assoc. 1-800-263-3784
Gasket Guy (810) 334-0484
Great Lakes Data Systems (248) 356-4100
Integrity Mortgage Solutions (586) 758-7900
Jado Productions (248) 227-1248
Kansmacker (248) 249-6666

Karoub Associates (517) 482-5000
Lincoln Financial Advisors (248) 948-5124
Marcoin/EK Williams & Co. (614) 837-7928
Marketplace Solutions (248) 255-2475
Mekani, Orow, Mekani, Shallah, Hakim & Hando P.C. (248) 223-9830
Merchant Payment Services (937) 256-3244
Metro Media Associates (248) 625-0070
Murray Murphy Moul + Basil LLP (614) 488-0400
Network Payment Systems 1-877-473-9477
Newco Sales & Management, LLC (legal collections) (248) 982-2029
POS Systems Group Inc. 1-877-271-3730
Rainbow Tuxedo (248) 477-6610
RFS Financial Systems (412) 999-1599
Secure Checks (586) 758-7221
Security Express (248) 304-1900
Shimoun, Yaldo & Associates, P.C. (248) 851-7900
Sign-A-Rama - Commerce Twp. (248) 960-7525
Signature Signs (586) 779-7446
Simplicity Wireless (619) 654-4040
Southfield Funeral Home (248) 569-8080
Staples 1-800-693-9900
UHY Advisors, Inc. (248) 355-1040
Waxman Blumenthal LLC (216) 514-9400
Wireless Giant (248) 786-4400

STORE SUPPLIES/EQUIPMENT SERVICES:

Belmont Paper & Bag Supply (313) 491-6550
Brehm Broaster Sales (989) 427-5858
Culinary Products (989) 754-2457
DCI Food Equipment (313) 369-1686
DryB's Bottle Ties (248) 568-4252
Envipco (248) 471-4770
Hobart Corporation (734) 697-3070
JAYD Tags (248) 624-8997
Leach Food Equipment Dist. (616) 538-1470
Lighting Supply Company 1-800-544-2852
Martin Snyder Product Sales (313) 272-4900
MSI/Bocar (248) 399-2050
Petrom-Con Corporation (216) 252-6800
Taylor Freezer (734) 525-2535
TOMRA Michigan 1-800-610-4866
Wayne Service Group (614) 330-3733

WHOLESALE/FOOD DISTRIBUTORS:

Brownwood Acres (231) 599-3101
Capital Distributors 1-800-447-8180
Central Foods Wholesale (313) 862-5000
Chef Foods (248) 789-5319
Consumer Egg Packing Co. (313) 871-5086
Cox Specialty Markets 1-800-648-0357
D&B Grocers Wholesale (734) 513-1715
Derby Pizza (248) 650-4451
EBY-Brown, Co. 1-800-532-9278
Great North Foods (989) 356-2281
H.T. Hackney-Columbus (614) 751-5100
H.T. Hackney-Grand Rapids 1-800-874-5550
I & K Distributing (989) 743-6497
International Wholesale (248) 353-8800
Interstate Brands/ Wonder Bread/Hostess (313) 868-5800
Jerusalem Foods (313) 846-1701
Kaps Wholesale Foods (313) 567-6710
Karr Foodservice Distributors (313) 272-6400
Liberty USA (412) 461-2700
Liberty Wholesale (586) 755-3629
Lipan Foods (586) 447-3500
Mexicantown Wholesale (313) 554-0001
Nash Finch (989) 777-1891
Nat Sherman (201) 735-9000
Niklas Distributors (Cabana) (248) 582-8830
Norquick Distributing Co. (734) 254-1000
Piquette Market (313) 875-5631
Polish Harvest (313) 758-0802
Robert D. Arnold & Assoc. (810) 635-8411
Royal Distributors of MI. (248) 350-1300
S. Abraham & Sons (616) 453-4358
Sara Lee Foods US (508) 586-3386
Shaw-Ross International Importers (313) 873-7677
Shawwood Foods Distributors (313) 366-3100
Spartan Stores, Inc. (616) 878-2248
SUPERVALU (937) 374-7809
Tom Maceri & Son, Inc. (313) 568-0557
Total Marketing Distributor (734) 641-3353
United Wholesale Dist. (248) 356-7300
Value Wholesale (248) 967-2900
Weeks Food Corp. (586) 727-3535

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AFPD

1st Annual Trade Dinner & Ball

Friday, February 2, 2007
Penna. of Sterling

The Evening Program

- 6:30 Cocktails & Hors d'oeuvres
7:30 Welcome, VIP Recognition - Jane Shallal, AFPD President
Evening Program - Kristin Jonna, Merchant's Fine Wine
Mike Rosch, General Wine & Liquor Co
Multi-Media Presentation
Invocation - Jane Shallal, AFPD President
8:30 Dinner
9:30 Dancing to 'Endless Summer', Special After-Dinner Bar Opens
11:00 Door Prizes, Special Presentation
11:30 Dancing to 'Endless Summer'

Dinner Menu

Jacob Creek Shiraz
Penfolds Rawson Retreat Chardonnay
Dinner rolls and garlic bread
Italian mixed tossed salad
Family style Fettuccine Alfredo
Broiled Filet Mignon
Boneless Chicken Brochette
Green Beans Almondine
Red Skin potatoes with sour cream
Chocolate Mousse Cake

No smoking in the main dining room, please

Trade Dinner Committee

Co-Chairs: Kristin Jonna, Merchant's Fine Wine
Mike Rosch, General Wine & Liquor Co.

Wendy Acho
Stephanie Beau
James V. Bellanca, Jr.
Al Chittaro
Jim Chuck
Bobby Hesano
Joe O'Bryan
Jim O'Shea
Ernest Oshheimer
Rudy Patros
Costas Sambaris
Mark Sarafa
Deirdre Scott
Dennis Sidorski
Bill Viviano
Norman Yalldoo

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Jane Shallal - President

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Joe Bellino, Jr.
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Pat LaVecchia
Vice Chair of Legislative Affairs - Petroleum/Auto Repair
Chris Zebari
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Vice Chair Membership - Petroleum/Auto Repair
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Vice Chair Long Range Planning
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Vice Chair Community Relations
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James V. Bellanca, Jr.
Legal Counsel

A special thanks to these sponsors

- Entertainment sponsored by Coca-Cola
- Desserts compliments of Diageo
- Cappuccino Bar courtesy of Michigan Lottery
- Earrings compliments of Faygo
- Photo Booth sponsored by Frito Lay
- Jacob Creek Shiraz and Penfolds Rawson Retreat Chardonnay compliments of General Wine & Liquor Co
- Race Game sponsored by DTE Energy
- Centerpiece arrangements compliments of Pepsi
- Alcoholic beverages courtesy of Brown-Forman, Diageo, General Wine & Liquor Co., J. Lewis Cooper Co., Miller Brewing, National Wine & Spirits Corp., Pernod Ricard, Skyy Spirits and Trans-Con Sales & Marketing
- Soft drinks, juice & mixers courtesy of 7UP, Coca-Cola, Faygo and Pepsi
- Premium Hand-Rolled Cigars compliments of Churchills Fine Cigars, Birmingham

Vital Directors

Amr Al-Nami
Mary Dechow
Kristin Jonna
Alaa Nami
Mike Shina
Thom Welch
Brian Yalldoo
Mark Shamoun

Supporting Directors

Gary Davis
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Earl Ishbia
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Scott Skinner
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Maunice Helou
Vickie Hobbs

Corporate Directors

Ronnie Jamil
Terry Fanda
Sam Dairo
Bill Viviano
Mark Karmo

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2007 Trade Dinner Committee and the AFPD Board of Directors

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THE 91ST ANNUAL TRADE DINNER & BALL OF THE ASSOCIATED FOOD & PETROLEUM DEALERS
FRIDAY, FEBRUARY 9, 2007



As we cover new ground, we're

Driving Change

in the industry!

*You are cordially invited to join us for
the Associated Food & Petroleum Dealers*

11th Annual Trade Dinner and Ball

Enjoy fine cuisine, dancing and entertainment with more than 1,000 industry leaders.

Friday, February 9, 2007

Penma's of Sterling

38400 Van Dyke Avenue at 16 1/2 Mile Road, Sterling Heights, MI

6:30 p.m. Cocktail Reception

8:00 p.m. Dinner

Black Tie Please

Co-Chair: Kristin Jonna Mike Rosch
 Merchants Fine Wine General Wine and Liquor Co.

*Refuel at the Scotch, Cognac and Cigar Bar
Complimentary Photo Booth | Cappuccino Station*



Driving Change

On April 1, 2006, the Associated Food Dealers of Michigan and the Great Lakes Petroleum Retailers and Allied Trades Association merged to form a more comprehensive group, the Associated Food & Petroleum Dealers. Please join us on February 9, as we celebrate this merger and move forward, "Driving Change" in the industry!

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

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for providing complimentary ice to all of our exhibitors!
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23rd Annual AFPD Trade Show 2007
Tuesday, April 24, 5 00 p.m. - 10 00 p.m.
Wednesday, April 25, 4 00 p.m. - 9 00 p.m.

Supported by



23rd Annual AFPD Trade Show 2007

Exhibitor List & Booth Numbers:

7UP Bottling Group Beverage Distributor - (313) 937-3500	199	Country Fresh / Melody Farms Dairy Products - (800) 748-0480	101
AAA (Michigan) Insurance Services - (800) AAA-MICH	217	Cummins Bridgeway Power Generators - (248) 573-1515	300
Absopure Water Company Beverage Distributor - (800) 334-1064	239	Detroit Newspaper Partnership L.P. Media - (313) 222-2322	216
Amberetto Distributed by General Wine & Liquor - (313) 867-0521	109	Dry B's Disposable Wine Drip Collar - (248) 568-4252	183
Arctic Glacier Inc. Ice Products - (810) 987-7100	209	DTE Energy Utilities - (800) 477-4747	210
Armada Tax Service & Cash Advance Financial Services - (248) 635-6828	96	Faygo Beverages/everfresh Beverage Distributor - (313) 925-1600	205
Ashby's Sterling Ice Cream Products - (810) 987-7100	111	Frito Lay Inc. Snack Foods/Nuts - (800) 359-5914	226
Associated Food & Petroleum Dealers Trade Association - (800) 666-6233	247	Gasket Guy Gasket Replacement - (810) 334-0484	244
ATM Depot ATM Machines - (248) 414-9600	219	Great Lakes Data Systems Inc. Point of Sale Services - (248) 356-4100	192
ATM of America, Inc. ATM Machines - (248) 932-5400	231	Heartland Distributed by General Wine & Liquor - (313) 867-0521	109
ATM of Michigan ATM Machines - (248) 427-9830	244A	Heaven Hill Distributed by General Wine & Liquor - (313) 867-0521	105
Awrey Bakeries Bakery - (800) 950-2253	242	HSI Magazine Co. Magazine Sales - (586) 756-0500	119
Better Made Snack Foods, Inc. Snack Foods/Nuts - (313) 925-4774	112	Hispanic Foods Wholesale Food Distributor - (313) 894-2100	89
Blue Cross Blue Shield of Michigan Insurance Services - (800) 666-6233	92	Huron Consultants Environmental Services - (248) 546-7250	240
BMC Point of Sale Services - (517) 485-1733	230	Ice Cream Express Ice Cream Distributor - (800) 844-6032	208
Bravo Tax Financial Services - (248) 336-1400	181	Intrastate Distributors Inc. Beverage Distributor - (313) 892-3000	241
Brahm Broaster Sales Inc. Broaster Pressure Fryer - (989) 427-5858	97	IPP of America Payment Processing - (973) 830-1918	227
Brown-Forman Beverage Company Alcoholic Beverage Distributor - (734) 433-9989	103	J J Security Security/Surveillance - (248) 404-8144	222
Captain One Distributed by General Wine & Liquor - (313) 867-0521	107	Jayd Tags Customized Liquor Shelf Tags - (248) 624-8997	88
Centerra Wines Alcoholic Beverage Distributor - (313) 867-0521	118	Jim Leach LLC Commercial Food Equipment - (616) 538-1470	213 & 214
Central Foods Wholesale Food Distributor - (313) 862-5000	206	Jones Soda Beverage Distributor - (269) 217-4176	237
Coca-Cola Bottling Company Beverage Distributor - (734) 397-2700	114 & 116	Kanemaker Reverse Vending - (248) 249-6666	246

23rd Annual AFPD Trade Show 2007

Exhibitor List & Booth Numbers:

Kar's Nuts Snack Foods - (248) 588-1903	200	Pernod Ricard Liquor Distributor - (248) 601-0172	115 & 117
Landy Cognac Distributed by General Wine & Liquor - (313) 867-0521	109	Piquette Market Fresh & Frozen Meats - (313) 875-5531	221
Leelanau Wine Cellars Distributed by General Wine & Liquor - (313) 867-0521	117	POS Systems Group & Power 1 Merchant Services Point of Sale Services - (877) 271-3730	95
Luxco Distributed by General Wine & Liquor - (313) 867-0521	107	Prairie Farms Dairy Co. Dairy Products - (248) 399-6300	113
Lyman & Sheets Insurance Services - (517) 482-2211	229	Quick Capital Financial Services - (586) 630-4060	245
Marketplace Solutions Point of Sale Services - (248) 255-2475	91	Quickserv Tax Financial Services - (248) 586-1040	211 & 212
Michigan Lottery Lottery Services - (517) 335-6832	108	Secure Checks Cashing Systems Financial Services - (586) 758-7221	102
Michigan Merchant Services Inc. Credit Card Processing - (616) 794-3271	104	Sherwood Food Distributors Food Distributor - (313) 366-3100	121 - 180
Mike's Hard Lemonade Alcoholic Beverage Distributor - (248) 344-9951	203	Signature Signs International LED Signage & Lighting - (586) 779-SIGN	233
Miller Brewing Company Beer Distributor - (414) 259-9444	202	Simplicity Wireless Mobile Phones - (619) 654-4040	106
MoneyGram International Financial Services - (856) 772-1562	110	Skyworks Fireworks - (248) 399-5664	218
Motown Snack Foods Snack Foods - (313) 931-3205	99	Spartan Stores Food Distributor - (616) 878-2248	301 - 320
MSVBocar Store Supplies & Equipment - (248) 399-2050	235	Suburban Magazines Magazine Sales - (248) 945-4900	234
Nat Sherman Tobacco Distributor - (201) 735-9000	225	Tag-It Customized Liquor Shelf Tags - (877) 778-2446	182
National Wine & Spirits Corp. Alcoholic Beverage Distributor - (888) 697-6424	184 - 191	Taylor Freezer Food Service Supplies & Equipment - (734) 525-2535	220
Nelco Services ATM/Merchant Card Processing - (866) 286-9188	90	Tomra Store Supplies & Equipment - (800) 610-4866	215
North Pointe Insurance Co. Insurance Services - (248) 358-1171	94	Trans-Con Sales & Marketing Alcoholic Beverage Distributor - (888) 440-0200	193B - 198
On Go Energy Shot Beverage Distributor - (877) LIV-ONGO	93A	Up North Jerky Outlets Jerky Snacks - (248) 577-1474	120
Oscar W. Larson Contracting Services & Equipment - (248) 620-0070	243	U S Ice Ice Products - (313) 862-3344	223
Pacific Wine Partners Distributed by General Wine & Liquor - (313) 867-0521	117		
Para Ice Cream Ice Cream Products - (313) 366-3620	93		
Pepsi-Cola Bottling Group Beverage Distributor - (800) 368-9945	224		

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FOOD & PETROLEUM DEALERS, INC.

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FOOD & PETROLEUM DEALERS, INC.

Announcing **NEW Show!**
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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.

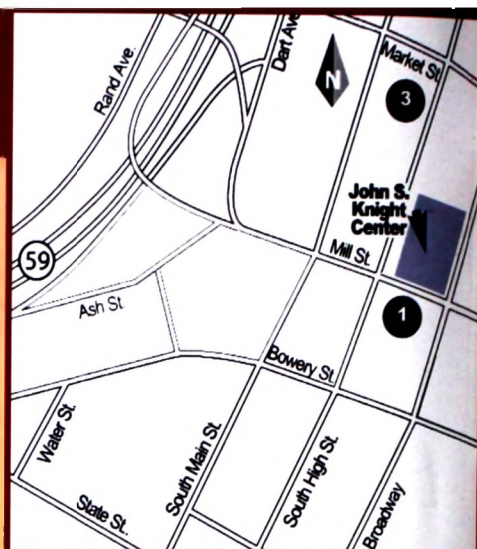
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specialty stores, bars, restaurants and drug stores.**

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- ✱ Six full exhibit hours
- ✱ Free promotional materials
- ✱ Dedicated exhibitor support
 - direct mail promotions
 - complimentary customer tickets
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| <p>1 Broadway deck -686 spaces
S. Broadway St. entrance
W. side of St. 1/2 block past
Bowery St. Skywalk to
John S. Knight Center</p> | <p>3 High St. & Market St. deck
-600 spaces
S. Broadway St. entrance
-1/2 block South of Market</p> |
|--|--|

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DIRECTIONS TO THE JOHN S. KNIGHT CENTER

FROM TURNPIKE I-80 East to Exit 180 (Rt. 8 South) VIA RT. 8 Follow Rt. 8 South to Perkins St. exit. Right on Perkins St. to High St., turn Left. Stay on High St. (one-way street going South) past E. Market. Center is located on the left at the corner of High & Mill Sts. Parking is available all around the Center.

FROM NORTH I-77/I-76 (they run concurrently briefly) to Exit 22A VIA I-77 (Main Broadway/Downtown) & WEST You will merge with a one-way side street (Small St.) VIA I-76 Follow South St. to the 2nd light. At that point all traffic **MUST** turn left onto Broadway, which is a one-way street going North. Follow Broadway to Mill St. (about 1-1 1/2 miles) Center is located at the corner of Broadway & Mill St. Parking is available all around the Center.

FROM NORTH I-71 to I-76 East to Exit 22A (Main/Broadway/Downtown) and SOUTH (follow directions above) VIA I-71

FROM SOUTH I-77/I-76 to Exit 22A (Main/Broadway/Downtown) VIA I-77 The exit ramp Y's, bear right to Broadway & EAST Broadway is a one-way street going North VIA I-76 Follow Broadway to Mill St. (about 1-1 1/2 miles) Center is at the corner of Broadway & Mill St. Parking is available all around the Center
JOHN S. KNIGHT CENTER - 77 EAST MILL STREET - AKRON, OH 44308

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

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

2007 • OHIO

Food & Petroleum Trade Show

SHOW HOURS: Tuesday, June 19, 2007
2 p.m. to 8 p.m.

LOCATION: John S. Knight Center,
77 E. Mill St., Akron, Ohio 44308

COSTS: Rate:
10 x 10 Booth—\$600 each

STANDARD BOOTH:

- 10 feet deep by 10 feet across
- back drop is curtained
- unlimited ice is available
- one 8-foot skirted table
- floor is carpeted
- two chairs
- waste basket
- company sign

ELECTRICAL: All electrical requirements must be made through John S. Knight Center. All electrical costs will be borne by exhibitors.

SETUP: Tuesday, June 19, 2007 • 7 a.m. to 1 p.m.

TEAR DOWN: Tuesday, Tuesday, June 19, 2007 • 8 pm. to midnight
(Everything must be out by 12 a.m. — no exceptions)

To exhibit in the AFPD Ohio Trade Show:

- 1) Review the enclosed floor plan and choose your booth.
Every effort will be made to accommodate all booth location requests.
- 2) Fill out the contract.

**Reserve your booth today in Ohio's premier trade show.
For more information, call AFPD Toll Free at: 800-666-6233.**

Testimonials:

"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 special from numerous exhibitors,"
said Joyce Polsky of Fox Hills Medi Mart.

"The show experience is great. It gives you a chance to see and test products first-hand. It's nice to purchase items in a different environment away from the store, matching names with faces and building relationships,"
said David Najor from Farmers Food Center.

NEW Show!



ASSOCIATED AFPD
FOOD & PETROLEUM DEALERS, INC.

*Working hard for the
food and petroleum industry
for over 97 years!*

Associated Food & Petroleum Dealers, Inc.

MICHIGAN OFFICE:

30415 West Thirteen Mile Road • Farmington Hills, Michigan 48334
Toll-Free Phone: 800-666-6233 • Toll-Free Fax: 866-601-9610

OHIO OFFICE:

5455 Rings Rd., #100 Dublin, OH 43017-7519

EXHIBITORS: SAVE

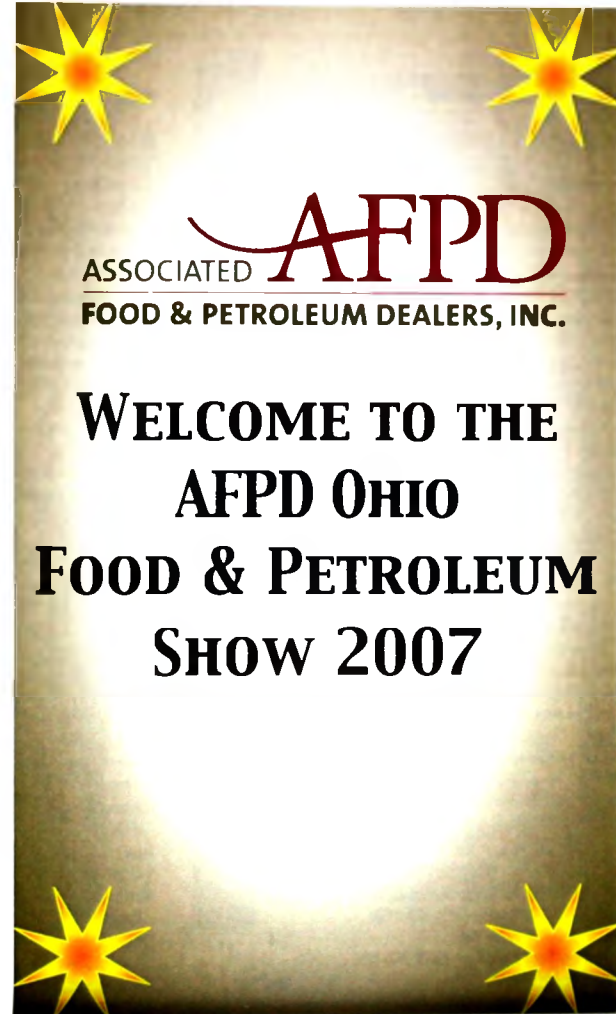
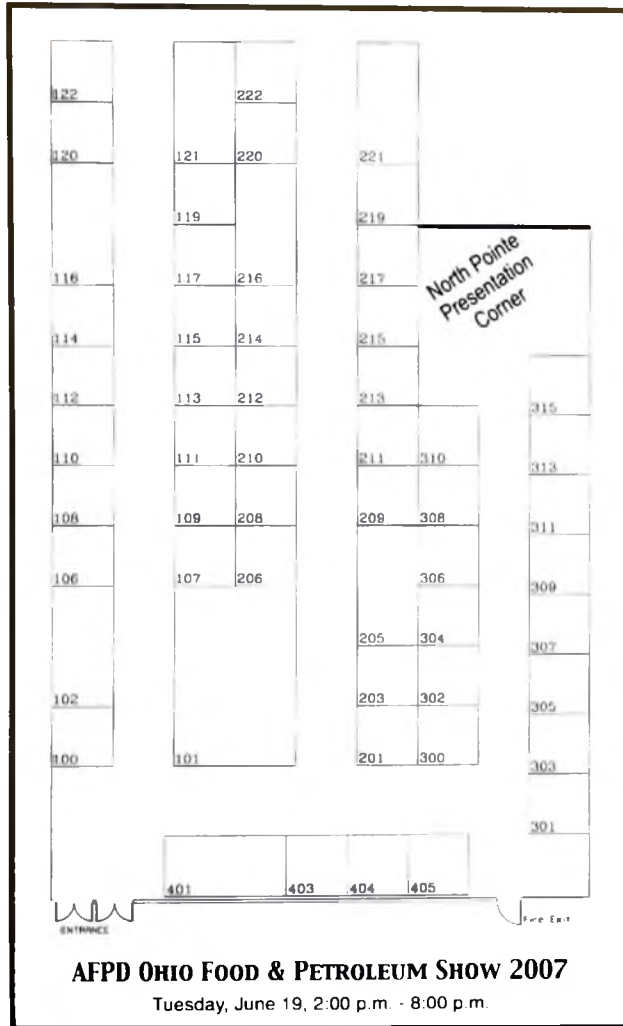
50% OFF

The cost of advertising
in AFPD'S *Food &
Petroleum Report!*

Exhibitors in AFPD's Ohio Trade Show can take advantage of the unique opportunity to save 50% off the 6-time rates, and 50% off the 4-color and spot color rates for advertising in the *Food & Petroleum Report*. Preview your show specials and help guide attendees to your booth! Regular deadlines apply. Call Cathy Willson to place your company's ad or to get more information. Layout and copy help is also available.

No bags allowed in or out.

The law requires that you be at least 21 years of age to attend this show.



AFPD OHIO FOOD & PETROLEUM SHOW

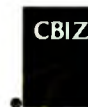
EXHIBITORS:

Advanced Insurance Marketers, Inc.	404
<i>Insurance Services - (517) 694-0723</i>	
Associated Food & Petroleum Dealers	102, 104
<i>Trade Association - (800) 666-6233</i>	
AIR-serv	213
<i>Tire Inflation & Vacuum Equipment - (800) 247-8363</i>	
American Communications	100
<i>ATM's/Payphones/Prepaid Terminals - (614) 855-7790</i>	
Anheuser-Busch	313
<i>Beer Distributor - (440) 746-7500</i>	
Aunt Mary Ann Donuts	222
<i>Donuts & Muffins - (330) 478-1655</i>	
Ballreich's Potato Chips	302
<i>Snack Foods - (419) 447-1814</i>	
Broaster Sales & Service	221, 223
<i>Broasters & Broaster Foods - (260) 749-5408</i>	
CBIZ	107
<i>Insurance Services - (800) 373-4327</i>	
Clean Fuels of Indiana, Inc.	309
<i>Environmental Services - (260) 824-5146</i>	
Cornelius Systems ATM	305
<i>ATM & Money Counting Machines - (248) 545-5558</i>	
Cummins Allison Corp.	403
<i>Currency Equipment - (440) 824-5050</i>	
Cummins Bridgeway	206
<i>Generators - (440) 735-2147</i>	
Dairymens I Meyer Dairy	109
<i>Dairy Products - (800) 944-1301</i>	
Dan Dee Pretzel	215
<i>Snack Foods - (330) 417-1644</i>	
Dental Solutions	112
<i>Dental Plans - (800) 752-1547 Ext 161</i>	
Dr. McGillicuddy's	311
<i>Liquor Distributor - (440) 835-8581</i>	
E & J Gallo Winery	304
<i>Wine Distributor - (440) 887-3441</i>	
Faygo Beverages/Everfresh Juices	303
<i>Beverage Distributor - (313) 925-1600</i>	
Frank Gates Service Co.	110
<i>Workers Compensation - (800) 777-4283 Ext 271</i>	
Frito Lay	205, 207
<i>Snack Foods/Nuts - (800) 359-5914</i>	

Group One Realty, Inc.	210
<i>Real Estate Services - (614) 888-3456</i>	
G-Tech Corporation	116, 118
<i>Lottery Machines & Equipment - (216) 787-8639</i>	
H.T. Hackney	216, 218
<i>Wholesaler - (614) 751-5100</i>	
Harmony Brands LLC	405
<i>Charley Bigg's Chicken - (740) 549-4700</i>	
Home City Ice	212
<i>Ice Products - (800) 376-5388</i>	
Hunt Brothers Pizza	401, 402
<i>Pizza Products - (615) 259-2629</i>	
Huron Consultants	306
<i>Environmental Services - (248) 546-7250</i>	
Insights Security	308
<i>Security/Surveillance - (216) 292-7233</i>	
IPP of America	307
<i>Bill Payment Services - (973) 830-1918</i>	
Kleenco Car Wash Services	300
<i>Car Wash Services - (614) 206-2313</i>	
Liberty USA	101, 103, 105, 200, 202, 204
<i>Supplier/Programs & Food Service - (800) 289-5872</i>	
Mike's Hard Lemonade	217
<i>Alcoholic Beverage Distributor - (440) 829-9834</i>	
Marketplace Solutions	117
<i>Point of Sale Services - (248) 255-2475</i>	
Michigan Merchant Services/Co-Card	111
<i>Credit Card Processing - (616) 794-3271</i>	
Miller Brewing Co.	219
<i>Beer Distributor - (513) 257-3878</i>	
Modern Welding of Ohio Inc.	301
<i>Storage Tank & Fuel Systems Manufacturer - (740) 344-9425</i>	
Network Payment Systems	208
<i>ATM's/Credit Card Services - (873) 473-9477</i>	
New England Coffee Co.	108
<i>Coffee Products - (717) 733-4036</i>	
North Pointe Insurance Co.	203
<i>Insurance Services - (800) 229-6742</i>	
Ohio Lottery	114
<i>Lottery Services - (216) 787-3200</i>	
Pepsi Americas	209
<i>Beverage Distributor - (330) 963-5201</i>	

Quick Capital	220
<i>Financial Services - (586) 650-4060</i>	
Reliable Oil Equipment, Inc.	214
<i>Petroleum Equipment Distributor - (800) 883-5533</i>	
Reliance Cylinder Exchange	211
<i>Propane Tank Exchange - (419) 473-1375</i>	
Scada Systems	122
<i>IT & Security Solutions - (313) 240-9400</i>	
Secure Checks	120
<i>Financial Services - (586) 758-7221</i>	
Sherwood Food Distributors	119
<i>Food Distributor - (313) 366-3100</i>	
Simplicity Wireless	115
<i>Mobile Phones - (248) 865-0440</i>	
Synergy Solutions	113
<i>Car Wash Supplies & Equipment - (330) 497-4752</i>	
Trion Industries	121
<i>Shelf Management Systems - (570) 824-1000</i>	
USTI	106
<i>Underground Storage Tank Insurance - (800) 558-8784</i>	
Velvet Ice Cream Co, Inc.	201
<i>Ice Cream Products - (740) 892-3921</i>	

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free parking!



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all trade show products
stay cool! **Visit booth**
212 for all your ice
requirements.



Bag Sponsor
Your load is easier to carry
thanks to USTI, our bag sponsor!



We need YOU to make it fly!!


The AFD Foundation is the 501(c)(3) charitable organization of The Associated Food & Petroleum Dealers, Inc. (AFPD). We will gladly accept monetary donations toward the AFD Foundation Scholarship Fund as well as product and prize donations for goodie bags, snack stations and door prizes.

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

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

Co-Chairs: Faiez Asmary, National Wine & Spirits Corporation
Ron Boji, United Wholesale.

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

AFPD
FOOD & PETROLEUM DEALERS, INC.
30415 W. 13 Mile Road
Farmington Hills, MI 48334
248-671-9600
Fax 248-671-9610

AFD Foundation Golf Outing 2007

Wed., July 18, 2007
Fox Hills, Plymouth

The Perfect Drive: The Perfect Golf Outing!








Help Educate
Kids in Our
Industry!



AFD Foundation Golf Outing 2007

Wednesday, July 18, 2007 • Fox Hills, Plymouth



AFD Foundation Golf Outing 2007

Wed., July 18, 2007 • Fox Hills, Plymouth



The Perfect Swing at the Perfect Golf Outing!

Benefits AFD Foundation Scholarships!

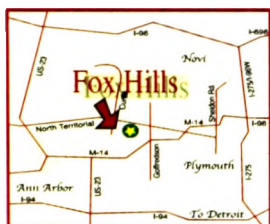
Proceeds raised will help fund academic scholarships!

Any way you slice it . . .

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

But we need your help to make par!

Please complete the registration form below. For questions and to make Goodie Bag or Door Prize Donations, call Michele MacWilliams at 248-671-9600.



Fox Hills is located at:
8768 North
Territorial Road
in Plymouth

HOLE SPONSOR PACKAGES

Eagle—\$2,200

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

Birdie—\$1,200

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

Non-Sponsor Options:

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

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

Supported by:



Blue Cross
Blue Shield
Blue Care Network
of Michigan

Call
248-671-9600
for reservations

2007 AFD Foundation Golf Outing • Wed., July 18, 2007 • Reservation Form



SPONSORSHIP PACKAGES: Please indicate your selection with an X

Eagle Sponsor—\$2,200 Birdie Sponsor—\$1,200

NON-SPONSOR OPTIONS:

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

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

Make checks payable to: AFD Foundation

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

I can donate 408 token items / samples for Goodie Bags

I can donate the following Door Prizes: _____

BILLING / CONTACT INFO:

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

PAYMENT METHOD INFO:

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

Please return via fax by July 5, 2007 to Michele MacWilliams at (248) 671-9610. If mailing in payment, send to AFD Foundation, 30415 W 13 Mile Road, Farmington Hills, Michigan 48334 Phone (248) 671-9600



Thank You Sponsors!

*The AFD Foundation Sincerely Thanks These Sponsors
For Their Generous Support of our 2007 Scholarship Golf Outing*

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7UP Bottling Group	Kar's Nuts
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Country Fresh	National Wine & Spirits Corp.
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Frito Lay	Spartan Stores, Inc.
General Wine & Liquor Company	

BIRDIE SPONSORS

Bellanca, Beattie & DeLisle
Moet Hennessey
Prairie Farms Dairy Company
Remy Cointreau USA

***Also a huge thanks to our volunteers,
and our product and prize donors!***



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!*

Jonathon Boljesic

Submitted by: Westborn Market

Sponsored by: Country Fresh

Jonathon is a freshman majoring in engineering at the University of Michigan. He graduated from Winston Churchill High School in Livonia.

Elizabeth Bratschi

Submitted by: H & H Mobil

Sponsored by: Coca-Cola Bottling Co.

Elizabeth is a junior majoring in the hospital industry at Michigan State University in East Lansing. She graduated from Haslett High School in Haslett.

Jacob Bratschi

Submitted by: Lake Lansing Mobil Service

Sponsored by: 7UP Bottling Group

Jacob is a sophomore majoring in automotive technology at Lansing Community College in Lansing. He graduated from Haslett High School in Haslett.

Jonathan Browalski

Submitted by: Central Marathon

Sponsored by: Marathon Oil Co.

Jonathan is a freshman majoring in medicine at the University of Michigan. He graduated from Brother Rice High School in Bloomfield Hills.

Dana Cook

Submitted by: Muir Village Market

Sponsored by: Associated Food & Petroleum Dealers

Dana is a freshman at Grand Valley State University in Grand Rapids majoring in nursing. She graduated from Pewamo-Westphalia High School in Westphalia.

Ryan Devries

Submitted by: D & W Food Center

Sponsored by: Frito Lay

Ryan is a freshman majoring in English at Calvin College in Grand Rapids. He graduated from Western Michigan Christian High School in Muskegon.

Jeremy Farida

Submitted by: Metro Food Center

Sponsored by: DTE Energy

Jeremy is a freshman at Wayne State University in Detroit. He graduated from Brother Rice High School in Bloomfield Hills.

Andrew Gaggin

Submitted by: National Beverage-Faygo

Sponsored by: Faygo Beverages

Andrew is a freshman at the University of Michigan majoring in law. He graduated from Grosse Pointe South High School in Grosse Pointe Farms.

Megan Gingrich

Submitted by: Gingrich Tire Center, Inc.
Sponsored by: LaSalle Bank

Megan is a senior majoring in psychology at Grand Valley State University in Grand Rapids. She graduated from Chippewa Hills High School in Remus.

Thisha Grant

Submitted by: Farmer Jack
Sponsored by: Pepsi Bottling Group

Thisha is a freshman majoring in education at Kentucky State University in Frankfort, Kentucky. She graduated from Cass Technical High School in Detroit.

Lauren Hollier

Submitted by: Glory Supermarket
Sponsored by: Mountain Dew Perpetual Scholarship

Lauren is a freshman majoring in biochemistry at the University of Michigan. She graduated from Renaissance High School in Detroit.

Adesola Holmes

Sponsored by: Pepsi Perpetual Scholarship
Adesola is a freshman at the University of Michigan. She graduated from Cass Technical High School in Detroit.

Keniesha Ingram

Submitted by: Imperial Market
Sponsored by: Diet Pepsi Perpetual Scholarship

Keniesha is a freshman majoring in finance at Michigan State University in East Lansing. She graduated from Martin Luther King High School in Detroit.

Valant Jaddou

Submitted by: Penna's of Sterling
Sponsored by: Pepsi Perpetual Scholarship
Valant is a sophomore majoring in international relations at Albion College in Albion. He graduated from Dearborn High School in Dearborn.

Vanar Jaddou

Submitted by: Saveland Supermarket
Sponsored by: Michigan Lottery

Vanar is a freshman majoring in political science at Wayne State University in Detroit. He graduated from Dearborn High School in Dearborn.

Matthew Kanelos

Submitted by: Boomers Party Store & Pizza
Sponsored by: Diageo

Matthew is a sophomore majoring in medicine at the University of Michigan. He graduated from Brighton High School in Brighton.

Laura Matta

Submitted by: Happy Three Party Store
Sponsored by: Pernod Ricard USA

Laura is a freshman majoring in dietetics and nutrition at Wayne State University in Detroit. She graduated from Divine Child High School in Dearborn.

Wade May

Submitted by: Blissfield BP
Sponsored by: North Pointe Insurance Co.
Wade is a freshman majoring in engineering at the University of Michigan. He graduated from Blissfield High School in Blissfield.

Roger Rojas-Suarez

Submitted by: Dan Henry Distributing Co.
Sponsored by: Miller Brewing Company

Roger is a freshman majoring in computer information systems at Lansing Community College in Lansing. He graduated from high school in Pinar Del Rio, Cuba.

Briana Scales

Submitted by: Savon Food Market
Sponsored by: Associated Food & Petroleum Dealers
Briana is a sophomore at Kalamazoo College in Kalamazoo, majoring in psychology. She graduated from Renaissance High School in Detroit.

Monica Seymour

Submitted by: Spartan Stores, Inc.
Sponsored by: Spartan Stores, Inc.

Monica is a freshman at the University of Michigan. She graduated from Walled Lake Central High School in Commerce Township.

Brandon Shoukri

Submitted by: Showerman's Fine Wine & Liquor

Sponsored by: National Wine & Spirits
Brandon is a freshman at Wayne State University in Detroit majoring in medicine. He graduated from Brother Rice High School in Bloomfield Hills.

Janelle Smith

Submitted by: Metro Foodland of Detroit
Sponsored by: General Wine & Liquor Co.

Janelle is a sophomore majoring in animation at the University of the Arts in Philadelphia, Pennsylvania. She graduated from Southfield Christian High School in Southfield.

Christy Sulaiman

Submitted by: Melody Market, Inc.
Sponsored by: Eastown Distributors

Christy is a sophomore majoring in medicine at the University of Michigan. She graduated from Dakota High School in Macomb.

Ashley Vanmaldeghem

Submitted by: Randazzo Fresh Market
Sponsored by: Kar's Nuts

Ashley is a freshman at Kettering University in Flint. She graduated from Henry Ford II High School in Sterling Heights.

Kathleen Vokes

Submitted by: Whipple & Co.
Sponsored by: Bacardi

Kathleen is a senior majoring in biology at Saginaw Valley State University in Saginaw. She graduated from Lake City High School in Lake City.

Samantha Walls

Submitted by: Farmer Jack
Sponsored by: Brown-Forman Beverage Co.

Samantha is a senior at the University of Michigan Ann Arbor majoring in sports medicine/management technology. She graduated from Cass Technical High School in Detroit.

Brett Warner

Submitted by: Detroit Travel Center
Sponsored by: Peoples State Bank

Brett is a junior majoring in film and TV productions at New York University. He graduated from Trenton High School in Trenton.

Amanda Wehner

Submitted by: McDonald's Food and Family
Sponsored by: Alex Bell Memorial Scholarship

Amanda is a freshman majoring in medicine at the University of Michigan. She graduated from Bad Axe High School in Bad Axe.

Erica Werling

Submitted by: Absopure Water Co.
Sponsored by: Absopure Water Co.

Erica will be a sophomore at Boston College in Boston, Massachusetts. She graduated from Regina High School in Harper Woods.

Don't forget to purchase Raffle Tickets!

Stay for the HUGE Door Prize Giveaway!

Please see insert for list of prizes

THANKS TO OUR SPONSOR!



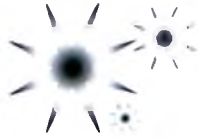
A special thanks to
Arctic Glacier Premium Ice
for providing complimentary ice to all of our exhibitors!
Visit booth 75 for all your ice requirements.



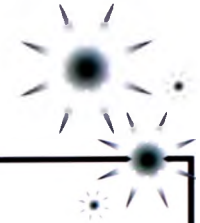
ASSOCIATED **AFPD**
FOOD & PETROLEUM DEALERS, INC.

**AFPD WEST MICHIGAN
HOLIDAY BEVERAGE SHOW 2007**
Wednesday, September 12, 2:00 p.m. - 8:00 p.m.

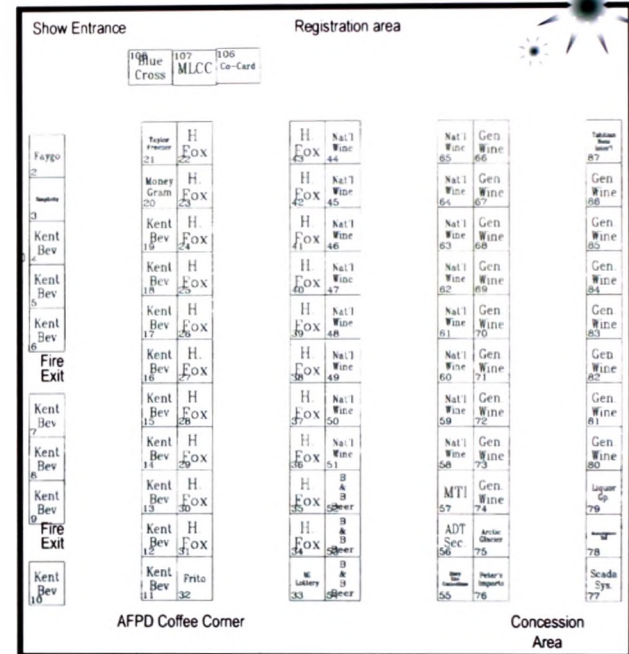




AFPD WEST MICHIGAN HOLIDAY BEVERAGE SHOW



ADT SECURITY SERVICES	56
(616) 802-6100	
ARCTIC GLACIER ICE	75
1-800-327-2920	
B & B BEER	52-54
(616) 458-1177	
BLUE CROSS BLUE SHIELD OF MI	108
1-800-666-6233	
FAYGO BEVERAGES	2
(313) 925-1600	
FRITO LAY	32
1-800-359-5914	
GENERAL WINE & LIQUOR CO.	66-74 & 80-86
(313) 867-0521	
HENRY A. FOX SALES CO./TRANS-CON	22-31
(616) 949-1210	
HENRY A. FOX SALES CO.	34-43
(616) 949-1210	
KENT BEVERAGE CO.	4-19
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LIQUOR GROUP	79
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(248) 255-2785	
MICHIGAN MERCHANT SERVICES/CO-CARD	106
(616) 794-3271	
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MICHIGAN LOTTERY	33
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MONEY GRAM INTER'L	20
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TAYLOR FREEZER OF MI	21
(734) 525-2535	

THANKS TO OUR SPONSOR!



A special thanks to
U.S. Ice
for providing complimentary ice to all of our exhibitors!

*Visit booth 541
for all your ice requirements*



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

**AFPD S.E. MICHIGAN
HOLIDAY BEVERAGE SHOW 2007**

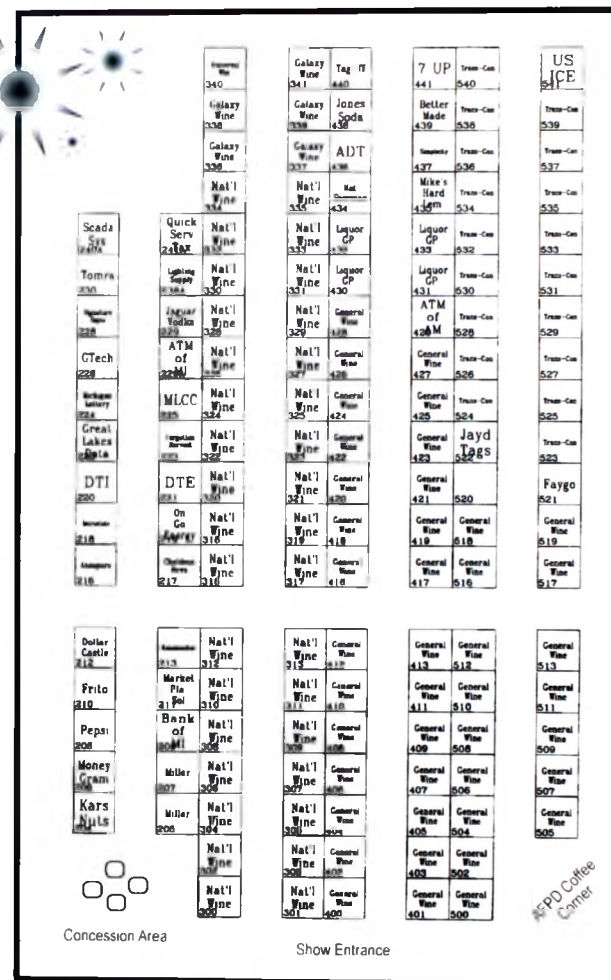
Tuesday, September 25, 4:00 p.m. - 9:00 p.m.
Wednesday, September 26, 4:00 p.m. - 9:00 p.m.



7 UP	441
Absopure Water Co.	216
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ATM of American	429
ATM of Michigan	229A
Bank Of Michigan	209
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Dollar Castle	212
DTE Energy	221
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Forgotten Harvest	223
Frito Lay	210
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Intrastate Distributors	218
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Jones Soda	438
Kansmacker	213
Kar's Nuts	204
Lighting Supply Company	238A
Liquor Group	430-433
Market Place Solutions	211
Michigan Liquor Control Commission	225
Michigan Lottery	224
Mike's Hard Lemonade	435
Miller Brewing Co.	205 & 207
Money Gram International	206
Nat Sherman, Inc.	434
National Wine & Spirits	300-335
On Go Energy Shot	219

Pepsi Bottling Group	208
Quick Serv Tax	241A
Scada Systems	240A
Signature Signs	228
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Tag-It	440
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Tomra	230
Trans-Con Sales & Mktg.	523-540
U S Ice	541
Universal Wholesale	340

Centerra	500
PWP	502
North Lakes	504
G.W.L. C & Decanter	505
Heck Estates	507
Confluence Wine Importers	507
Foster	508
Global Wine/Jewel	506
Ste Michelle Wine Est.	509
Diageo	510
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Kendall Jackson	513
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Monmousseau	517
Distilliere Stock USA	517
Brown Forman	518
Motts	518
Row 11 Wine Co.	519
Maison Jomere/Tabor Hill	519



Contact: Jane Shallal (248) 671-9600, cell phone (248) 763-3479
Michele MacWilliams (248) 625-0070, cell phone (248) 330-5558

Retailers provide turkeys for 26,400 Thanksgiving meals

27th Annual Turkey Drive of the Associated Food & Petroleum Dealers reaches 528,000 meals

Farmington Hills (Nov. 14, 2007)—The Associated Food & Petroleum Dealers (AFPD) will provide 2,200 families in the Metro Detroit area with turkeys for their Thanksgiving dinners, which equals approximately 26,400 meals (at 12 servings per turkey). In addition, to celebrate its 100th birthday, this year Faygo Beverages is donating two 1-liter bottles of soda to go with each bird. AFPD is the trade organization for the food, beverage and petroleum industries in Michigan and Ohio. This is the 27th year that the AFPD has provided needy families with turkeys for the holidays. Since 1980, the AFPD program has donated over 44,000 turkeys for a total of approximately 528,000 meals.

AFPD Turkey Drive Schedule:

Friday, November 16 – 10:00 a.m. to 1:00 p.m. – Organizations pick up at Motown Snacks

Recipients are those who have been nominated by representatives of various local churches and civic organizations. Organizations will be picking up turkeys between 10:00 a.m. and 1:00 p.m. at:

Motown Snack Foods Warehouse
8341 Lyndon Street

Detroit, MI 48238 (1/3 mile east of Wyoming on south side of street)

Organizations receiving turkeys:

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

Friday, November 16 – 10:00 a.m. to 12:15 p.m. – AFPD Delivers turkeys

Also on Friday, November 16, AFPD will deliver turkeys to area churches and civic organizations, which then provide them to needy families. AFPD volunteers assist with giving turkeys directly to the recipients.

10:00 a.m. Southfield Human Services

Contact: Rhonda Terry
26080 Berg Road, Southfield, 48034
Corner of Berg & Civic Center at the white house

10:45 a.m. Chaldean Ladies of Charity

(For Iraqi refugees)
24932 John R. Road
Hazel Park, 48030 (in vacant pizza storefront)

11:15 a.m. New Greater Christ Baptist Church

Reverend William Thompson
13031 Charlevoix, Detroit, 48215
Between Dickerson and Chalmers

11:45 a.m. Ravendale Community Ed. Center

(Also includes recipients from Joy of Jesus Head Start, Faith Clinic Church of God and Second Mile Center.)

Contact: Toni McIlwain
13903 Harper, Detroit, 48213
Next to Harper Food Center
(313) 527-1603

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

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

"Many retailers and other local businesses have given generous donations for the program. This is one way we work together with the community to provide local needy families with a holiday meal," says Jane Shallal, AFPD president. Turkeys were pre-packaged with the help of Student Council and National Honor Society students from Kettering High School in Detroit.

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