

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

VOL. 18, No. 3

MARCH 2007

Just In

Ohio EPA Director named by Governor

Ohio Governor Ted Strickland continues to add to his cabinet with the appointment of Christopher Korleski as Director of the Ohio Environmental Protection Agency (OEPA). Mr. Korleski has held the position of legal counsel since 1996 to Honda of American Manufacturing in Marysville, Ohio, advising the automaker on environmental and safety issues.

Korleski served in the Ohio Attorney General's Office where he was responsible for the Clean Air Enforcement Program. He has provided counsel to the OEPA on other environmental matters before the agency.

"Mr. Korleski's experience in both the public and private sector make him exceptionally fit to lead the Ohio EPA," said Governor Strickland.

The newly appointed Director said he would work to create a common-sense approach to the regulatory process -- ensuring that businesses receive permits in a timely manner -- and work to eliminate unnecessary, redundant and contradictory regulations.

Inside

- Look to the future. 3
- Modernizing communication. 5
- Horton finds his niche. 6
- Valero builds retail presence. 12
- Faygo - pop'n for 100 years 20

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

Change Service Requested

Welcome to AFPD's 91st Annual Trade Dinner "Driving Change"

Many of you will catch your first glimpse of this issue at the AFPD Annual Trade Dinner on February 9 at Penna's in Sterling Heights, Michigan. We want to take this opportunity to welcome you all. We will have pictures from the Ball in the next issue. So tonight, enjoy the show!

Driving Change



Get in the game at the 23rd Annual AFPD Trade Show

Spring is on its way and so is the 23rd Annual AFPD Trade Show, the premiere show of the year! Taking place April 24 and 25 at Burton Manor in Livonia, AFPD is planning ten full hours of showtime.

With many booths already filled, exhibitors are making plans that guarantee excitement for trade show attendees.

For more information, see page 14. For exhibit space, please call Cathy Willson at (248) 671-9600.



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



National and local issues impact our industries

By Mary Dechow
Director of Government and Regulatory Affairs
Spartan Stores, Inc.

As we move into this new 2007-2008 legislative cycle, we can expect no lull in legislative activity. House members in the 110th Congress have already passed a variety of bills that will impact our industry, with their fate now in the hands of the Senate and President Bush. In Michigan and Ohio, lawmakers are just returning and will start their processes facing budget deficits. Some of their solutions will impact you.

Topping the federal agenda:

A hike in the minimum wage is virtually assured. Predictions are that it will be signed and effective sometime around May 1, 2007. If the House-passed rate of \$5.85 starting in 2007 is what actually is signed into law, most employers in Michigan and Ohio will see little impact since we have already increased the minimum wage over \$5.85 in both states. If, however, you have employees age 16 or younger that make under \$5.85, be prepared to raise their rate, likely starting this spring. We'll give you more details as the changes are completed. (Editor's note: AFPD

was successful in having a youth wage instituted into Michigan's minimum wage increase and we will be working -- along with other associations - to implement this nationally.)

An extension of Work Opportunity Tax Credit will pass in Washington. Many in our industry use this tax credit to help lower paid workers. The proposal extends the WOTC for five more years.

Food retailers will want to closely watch any progress on the federal rewrite of the Farm Bill, as it could include such issues as Country of Origin labeling for meat and produce. This labeling requirement is currently voluntary; making it permanent will result in tracking and labeling obstacles for grocers who buy product from a variety of sources and who process meats in their stores.

State Issues

Topping the hit list in Michigan will be the state's current budget deficit for this fiscal year and the search for a replacement of the Single Business Tax. Since we're early in this legislative session, it's difficult to tell what solutions will

Industry issues,

Continued on page 12.



EXECUTIVE COMMITTEE

Fred Dally
Chairman
Medicine Chest

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

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

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

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

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

John Denha
Vice Chair Community Relations
8 Mile Foodland

Jim Garmo
Treasurer
Shoppers Valley Market

Jim Hooks
Secretary
Metro Foodland

EMERITUS DIRECTORS

Ronnie Jamil Mug & Jug Liquor Stores

Terry Farida Value Center Markets

Sam Dallo In 'N' Out Foods

Bill Viviano House of Prime

Mark Karmo Golden Valley Food Center

FOOD & BEVERAGE RETAIL DIRECTORS

Amir Al-Naimi Joy Thrifty Scot

Mary Dechow Spartan Stores, Inc. Region 3

Kristin Jonna Merchant's Fine Wine-Region 1

Alisa Naimi Thrifty Scot Supermarket

Mark Shamoun Country Acres Market

Mike Shina Crown Supermarket

Thom Welch Hollywood Super Markets

Brian Yaldeo Park Place Liquor

FOOD & BEVERAGE SUPPLIER DIRECTORS

Gary Davis Prairie Farms

Bobby Henano D & B Grocers Wholesale

Earl Izbila Sherwood Food Distributors

Mike Roush General Wine & Liquor Co.

Scott Skinner Diageo

Tom Waller CROSSMARK Sales Agency, Region 5

Percy Wells Coca-Cola, Region 6

PETROLEUM/AUTO REPAIR DIRECTORS

Gary Bette Blissfield BP

Rich Bratschi Lake Lansing Mobil

Paul Elhindi Cilgo of Lyndhurst

Dave Fraitz Yorkshire Tire & Auto

Maurice Helou Cilgo of Lyndhurst

Vickie Hobbs Whitehall Shell

STAFF & CONSULTANTS

Jane Shallal President

Daniel Reeves Executive VP Food & Beverage

Ed Weglarz Executive VP Petroleum

Michele MacWilliams VP of Communications

Cheryl Twigg Controller

Cathy Wilson Director of Special Events & Advertising

Harley Davis Coupon Manager

Tamir Moreton Executive Assistant

Tony Deluca Membership Services

Doug Jones Membership Services

Kevin Kallabat Membership Services

Ron Milburn Membership Services

Karen Cutshaw Branch Office Manager

James V. Ballanca, Jr. Legal Counsel

Belinda Bortle & DeLisle Legislative Consultant

Karoub Associates Health Care

Gadefoto & Ramsby Certified Public Accountant

Pat Gregory - UHY-MI Publishing

Metro Media Associates Graphics & Prepress

Wall Kampaki Graphics Public Relations

Hess M&M Public Relations

Celebrating our Annual Trade Dinner and looking to the future

By Fred Dally
AFPD Chairman

Welcome to the 23rd Annual Trade Dinner. "Driving Change!"

For me, the Dinner is the official kick-off for the New Year. We break bread and share a toast together as we prepare for the four seasons ahead. We have a lot to celebrate! Last year AFPD made monumental changes. Jane Shallal took the helm as our president and AFPD and the Great Lakes Petroleum Retailers and Allied Trades Association completed a merger to form a stronger and larger Associated Food & Petroleum Dealers. The Annual Trade Dinner is a time to give thanks for the benefits we have all received from working in this industry and also a time to greet each other, put aside our differences and have a good time!

Looking into the future – This is the time of year that we prepare for our busy seasons. Soon we will attend AFPD's Annual Trade Show at Burton Manor in Livonia (see page 14 for details). So, what will consumers look for? "It's hard to

make predictions, especially about the future," goes an often-quoted saying. But the *Atlanta Journal-Constitution* recently published an article by Chris Rosenbloom and Susan Puckett that attempts to do just that.

Here are some of their findings:

Anti-aging products for boomers – Superfruits or their extracts like açai, goji berry, coffee berry, guava and mangosteen will appear on a host of ingredient lists from drinks to desserts. They're loaded with disease-fighting anti-oxidants and especially appealing to older consumers.

Chocolate – the darker, the better – Chocolate is no longer a guilty pleasure as researchers identified that dark chocolate contains compounds called flavonols that provide heart-healthy benefits. In December, the Chocolate Manufacturers Association announced guidelines for cocoa content to help consumers wade through the label claims.

'Feel-good fish' – United States- and Central American- and Central American-farmed tilapia, wild mahi-mahi from Hawaii, the Atlantic and Gulf of Mexico; California-farmed sturgeon; American-farmed striped bass are eco-friendly fish that will be in demand.

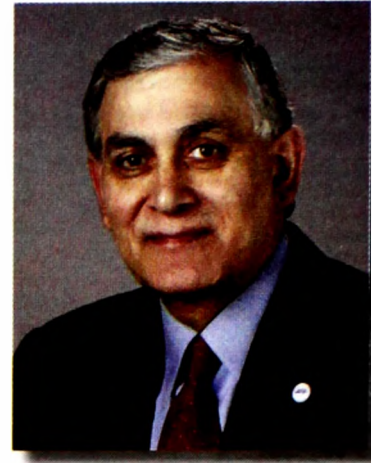
Junk food made over – Fiber-packed fruits and vegetables are being made into chips, ice cream is being enhanced with extra vitamins, whole grains and heart-healthy oils are replacing white flour and trans fats in cookies, and even Disney is putting a more nutritious spin on its theme-park snack foods.

Locally grown food – As concerns about food safety and the environment grow, so does the popularity of farmers markets and foods produced close to home.

Organic beyond the vegetable field – Expect to see the term "industrial organics" more often as giants like Wal-Mart continue to jump into the fray. Organic snack-food sales continue to flourish, while organic wines and chocolates are becoming increasingly popular.

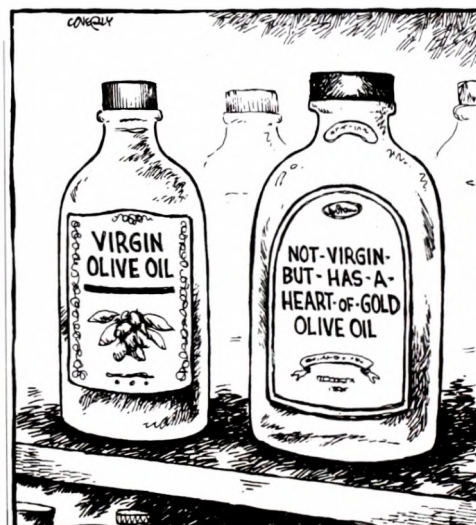
Salt backlash – There will be an attack on salt in 2007, like the attack on trans fats in 2006. The United Kingdom has taken a stand on salt with the Food Standards Agency Salt Awareness Campaign. Manufacturers have heard the call and are voluntarily reducing the amount of salt in a wide range of processed foods. We expect the same to happen in the U.S.

Yogurt and beyond – Probiotics, which provide good bacteria that help strengthen our ability to fight infection and disease, will see more space in the dairy case. Yogurt is the best-known source, but look for others — like Dannon's Activia and Kashi Vive Cereal.



The Grocery Zone

By David Coverly



McCormick predicts 2007's palate

Among spice company McCormick's predictions for hot new flavor trends in 2007 are unusual pairings such as clove and green apple, thyme and tangerine, and tellicherry black pepper and berry.
- *Pittsburgh Tribune-Review*

Pepsi ushers in a new can age

PepsiCo is launching the first of its newly designed soda cans, featuring disc jockeys, snowboards and other modern images. The company will introduce 35 new cans this year and more in 2008 in order to grab the attention of fickle young consumers.
- *The Wall Street Journal*

Pop-Tarts, Trivial Pursuit engage kids with edible ink

Kellogg and Hasbro partnered to launch the "Printed Fun Pop-Tarts" campaign, which will feature Strawberry Pop-Tarts with Trivial Pursuit for Kids questions printed on them in edible ink. The campaign will run for a year.
- *Adweek*

Ethanol makers could suffer from industry's own consumption

A new report warns the popularity of ethanol could have a greater impact on the food supply than previously predicted. The environmental group Earth Policy Institute said 79 new biorefineries are being built, but a key industry count lists only 62, causing experts to underestimate the amount of grain that would be needed for ethanol. The report also says ethanol production could push corn prices so high that some ethanol producers would merely break even, if they do not lose money.
- *The New York Times*

Walgreen plans expansion of in-store health clinics

With growing competition from walk-in medical clinics, Walgreen Co. is planning a big expansion of health care clinics at its stores nationwide. The company has opened about 50 of the in-store clinics since August and plans to operate a total of 250 nationwide by August this year.
- *Chicago Tribune*

America On A Diet? Fat Chance.

CNN reports that "the percentage of Americans who are dieting is at its lowest in at least 16 years even though a majority of adults say they would like to lose 20 pounds, according to a survey, by NPD Group. The study says that in 2006, just 26 percent of women and 19 percent of men in the US said they were on a diet, compared to 35 percent of women and 26 percent of men in 1990. However, six out of 10 American adults say they would like to lose 20 pounds. What this means is that most people are trying to lose weight by using self-prescribed regimens...though the fact that the nation's obesity rate has been on the rise suggests that many are being less than effective."
- *MorningNewsbeat.com*

Curry cure-all

Curcumin, the active ingredient in the spice turmeric, may reduce the risk of arthritis, heart disease, Alzheimer's and cancer, according to studies. Turmeric is a staple in Indian curry spice.
- *USA TODAY*

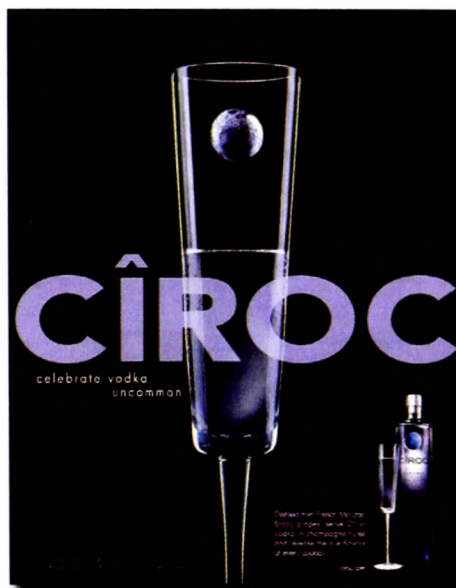
Cîroc - premium vodka from grapes

Introduced nationwide in September 2003, Cîroc was the first vodka made completely from grapes. The varietals used are Mauzac Blanc and Ugni Blanc grapes, grown in centuries-old vineyards in the Gaillac and Cognac regions of France. At the heart of Cîroc are exclusive 'snap frost' grapes, or Mauzac Blanc grapes that are left on the vine for an extended period of ripening and harvested at lower temperatures to allow each grape to retain its pure fruit freshness and natural aromas. The result is a smooth, crisp vodka with a refined citrus-like nose.

Further adding to the uniqueness of Cîroc are the methods by which it's produced. The grapes are cold fermented, to preserve freshness and distilled a total of five times – the fifth time using traditional copper pot-still methods. This fifth distillation allows hints of citrus and the natural character of the grapes to come through and provides an exceptionally clean finish.

The name "Cîroc" is a contraction of two French words: cime, meaning peak or summit-top and roche, meaning rock. This is in reference to the elevated vineyards outside the village walls of Cordes-sur-Ciel where the Mauzac Blanc "snap-frost" grapes are grown and harvested for the production of Cîroc.

Cîroc is distributed by Diageo, a global company, trading in more than 200 markets around the world, with a collection of beverage alcohol brands across spirits, wines, and beer categories. These brands include Johnnie Walker, Guinness, Smirnoff, J&B, Baileys, Cuervo, Tanqueray, Captain Morgan, and Crown Royal, as well as Beaulieu Vineyard and Sterling Vineyards wines.



Diageo is listed on both the New York Stock Exchange (DEO) and the London Stock Exchange (DGE). For more information about Diageo, its people, brands, and performance, visit <http://www.diageo.com>.

For uncommon vodka cocktails featuring Cîroc vodka visit: www.cirocvodka.com

Calendar

April 24 & 25, 2007

AFPD Annual Trade Show
Burton Manor
Livonia, MI
Contact: Cathy Willson
(248) 671-9600

June 19, 2007

AFPD Ohio Food & Petroleum Show
John S. Knight Center
Akron, OH
Contact: Cathy Willson
(248) 671-9600

July 18, 2007

AFD Foundation Golf Outing
Fox Hills
Plymouth, MI
Contact: Michele MacWilliams
(248) 671-9600

March is...

National Caffeine Awareness Month®
National Flour Month
National Frozen Food Month
National Noodle Month
National Nutrition Month®
National Peanut Month
National Sauce Month

Statement of Ownership

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

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

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

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

AFPD works closely with the following associations:



Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

Buckeye State Roundup

By Paul R. Harvey
Ohio Correspondent

Ohio group rating deadline dates approaching

Each year, all Ohio employers participating in a workers' compensation group rating program must re-enroll. To continue your group status, you must maintain your association membership and submit your application to The Frank Gates Service Company, the Associated Food and Petroleum Dealers (AFPD) program administrator.

Members who are currently participating in the AFPD group rating program received enrollment packets last fall. Please send in your renewal materials by the deadline indicated on your packet and include the AC-26 group application and the 2007 service fee. Frank Gates must submit all enrollment materials to the Ohio Bureau of Workers' Compensation by February 28, 2007.

If you are a current group member and did not receive a packet, please contact our Frank Gates representative, Rich Elsea, at (800) 777-4283, ext. 721.

If you are not currently a member of the AFPD group rating program, there is still time to request a free, no-obligation savings estimate. To see how much you can save, contact Frank Gates at (800) 395-4119.

Safety Risks and Responsibilities Reminder

Employees who perform repetitive tasks often get lulled into a false sense of safety. Over time, they can move away from recommended safe procedures and fall into dangerous habits. This behavior must be detected and corrected before an injury occurs.

AFPD Safety Director, Howard Cherry, reminds owners and managers to perform a yearly safety review, followed by a staff meeting to discuss problems and solutions.

"Risks and hazards that can erode over time include machine problems like missing guards, chemical hazards, traffic hazards, material-handling hazards like lifting, electrical hazards, fire hazards, and workplace violence concerns," says Cherry.

Remind employees that safety rules are in place for their welfare. They should be taught to correct themselves when they start to take shortcuts that might put them at risk, and they should work at doing everything the safe way. Through repetition, the safe way will become the habit, not the at-risk behavior.

"Teach them to look out for each other. If an employee notices at-risk behavior, make it their responsibility to say something to their co-worker. If this is done with real concern for that person's safety, it need not be a conflict

Roundup,

Continued on page 10.

Modernizing communication and contracts

By Ed Weglarz
Vice President of Petroleum



Communication, and the speed of communication, is becoming more important every day of our business lives.

Your association often needs to quickly communicate with all the members regarding political issues or corporate decisions that directly affect your future well-being.

Surprisingly, when we attempt to communicate by email, fax, or even snail-mail, a number of items are returned to the AFPD office as "undeliverable"!

I often receive calls that the *Food & Petroleum Report* was not received. Checking to be sure the member is correctly included on the mailing list, usually reveals that the F&P Report was received and is sitting on his desk at the store, unopened!

FaxBlasts are returned as "undeliverable". Phone calls to investigate reveal that the member's machine was out of paper or somebody at the store was using the fax line for a personal phone call.

Email gets returned for a variety of reasons and we truly try to resolve the mis-communication issue with each and every member. Keep your association updated regarding any changes in your fax numbers, cell numbers and email addresses.

Upgrading and renewing service contracts

As we move forward into the latter part of the first decade of the 21st century you need to seriously consider upgrading your communication abilities with serviceable fax capabilities, and internet access. Otherwise you are being left in the dust of your competition, and restricting our ability to communicate with you.

And, while you might be upgrading your services, keep an important factor in mind: DO NOT sign a contract for anything with an AUTOMATIC renewal clause in the contract. The automatic renewal clauses require you to be pro-active in canceling the agreement or you automatically get renewed at the terms and conditions set by the provider. This applies to phone, internet, uniform, supply agreement, trash removal, and ANY other contract for supplies or services. Merely delete the automatic renewal clause from the contract and initial the amendment before signing the agreement. Be sure to retain a copy for your records.

Democratic rule may impact Right-to-Repair Act

With the increasing power of the Democrats in Congress, of major interest will be the impact on the efforts to obtain enactment of the Motor Vehicles Owners' Right to Repair Act. The bill was passed by the Commerce, Trade and Consumer Protection Sub-committee in May 2006, but stalled in the full House Energy and Commerce Committee due to the strong opposition by the auto companies. The Democrats' ascension to power in the next Congress likely will bring legislators into the majority

who may be inclined to support the pro-consumer aspects of the Right to Repair Act. However, Congressman John Dingell (D-MI), a major proponent of the vehicle manufacturers, is expected to take over the chairmanship of the Energy and Commerce Committee, thus putting a major roadblock into place that the industry will be forced to navigate in order to achieve enactment next year.

We need to work hard to help our supporters pass this much-needed legislation.

Horton has found the niche for his Southeast Petroleum Company

By Michele MacWilliams

Dave Horton's service station is a busy place. All day and night cars pull in and fill up. Many of their owners do the same inside the station's convenience store. Located on North Territorial Road at US-23 in Whitmore Lake, Michigan, Horton has seen the area continue to grow over the years.

"When I first came out here I could count the cars on US-23," Horton says with a smile. Today that would be difficult, as thousands stream by all hours of the day and night. Although the intersection of US-23 and North Territorial is still relatively rural, new businesses, residential communities and retail establishments have spread out into the surrounding countryside, as suburbs of Ann Arbor to the south and Brighton to the north continue to converge.

Dave Horton has been in the petroleum business for his entire career. A graduate of the University of Michigan, he took an internship program with Mobil Oil while in college. Horton stayed with Mobil for 13 years as a marketing representative and then went into management.

His next job was as a divisional sales manager with Koch Industries of Green Bay, Wisconsin that owns oil refineries, cattle ranches and asphalt companies.

Desiring to come back to Michigan, Horton took a job with an industrial fuel supplier. In 1980, he became a partner in a company that at one time owned and operated 12 gasoline/convenience stores. By 1983, he started Southeast Petroleum which was, at its inception, primarily

a wholesaler and petroleum transportation company.

"I had three stations of my own, but I've whittled that back to one now," Horton explains. Horton is strictly in the retail business now and finds this a much more manageable pace.

His station is clean and bright. Weary travelers are treated to a warm atmosphere and smiling, friendly employees. Horton knows that to survive, dealers must extract revenue from every corner of their location. "You have to add profit centers everywhere. We have fuel, diesel fuel, ATMs and many other revenue generators that all help with the overhead." Inside the station are the trappings that customers have become accustomed to find in a station off an expressway ramp – coffee and cappuccino, hot food to go, deli sandwiches (McNally's and East Side Deli), soda fountain beverages, slush machine, along with automotive supplies, health and beauty products, pop, water and energy drinks.

Diesel has played and continues to play a large role in attracting customers. In addition, Horton offers propane and a unique assortment of seasonal items. Before the holidays Horton sold whimsical reindeer fashioned out of sticks and logs by a local artist. He sells deer food in the fall during hunting season, kerosene in the winter and racing gasoline from spring through October.

The station is open 24-hours a day, seven days a week. Still Horton doesn't tire of it. "I really enjoy the people," he explains.

Horton's employees must feel the same about him. The average length of time that an employee has worked



Dave Horton



Inside Southeast Petroleum on North Territorial Road in Whitmore Lake

for the station is nine years. One woman, Becky, has worked there for 21 years. Horton cites his profit-sharing plan, paid vacations, flex time and the availability of medical insurance as reasons his employees tend to stick around.

"My employees make the difference. They are friendly and helpful and make us stand out. Our goal is to give the customer a good buying experience," he explains.

Horton has three children, all of whom have worked at the station at least briefly. They are all grown now and have chosen different career paths. He speaks with great pride when he talks about his children. His daughter has her masters degree and continues to work in the business part time. His other two children are development directors working in New York and

Washington. However, Horton says that his granddaughter may want to come into the business.

He has owned the station since 1985 and rebuilt it in 1990. He says that he would like to do some remodeling again, but because of Michigan's slow economy, he'll hold off for the time being. "We carry a number of house accounts and went for years without a problem. However we have encountered difficulties the past couple of years," he adds, noting that economic conditions have been tough on some of his customers.

Still, Horton is happy with his current business. He looks forward to coming to work each day, enjoys his customers, takes pride in his family and marvels at the growth that has taken place up and down the US-23 Corridor.





**We're in your fridge.
And in your corner.**

Looking into the Ohio legislative crystal ball

Fuel quality testing, a new governor, smoking ban rules, and the impact of the new minimum wage law are all issues that will impact Ohio's food and petroleum industries. Here is an explanation of the issues we are facing from the perspective of Rick Ayish, AFPD's Ohio Lobbyist:

County auditors say fuel quality testing remains priority

The Ohio Association of County Auditors remains committed to seeking the enactment of legislation that would require the Ohio Department of Agriculture to establish a motor fuel quality testing program.

It is expected that legislation will be reintroduced in the Ohio General Assembly this session, similar to House and Senate bills that were considered last year and did not pass.

The legislation proposes to require the director of the Department of Agriculture to adopt rules that:

(1) incorporate standards that are modeled on standards established by national organizations for motor fuel quality testing; (2) authorize a county auditor to conduct the program in the auditor's county in accordance with the rules; (3) allow a retailer that sells or offers for sale motor fuel to challenge the results of testing.

If enacted, a county auditor would be authorized to inspect and test motor fuel that is sold in the auditor's county, including tests for sediment from motor fuel pumps, and water in motor fuel storage tanks. The legislation proposes to prohibit a retailer from selling or offering for sale motor fuel that fails to comply with the standard established in the rules. Progressive penalties are provided for those violating the law.

All of the Ohio motor fuel trade groups have opposed this legislation. The Ohio Association of County Auditors plans to meet with the sponsors of the legislation and all interested parties to see if an

agreement can be reached on motor fuel quality testing. AFPD will be a part of the discussions to make sure that any legislation considered takes into account the economic and regulatory burdens on independent petroleum dealers.

Governor Ted Strickland inaugurated as Ohio's 68th governor

A new era in Ohio politics began with the inauguration of Ted Strickland as Governor of the State of Ohio. Promising bi-partisan cooperation with Ohio's Republican controlled Ohio General Assembly, Governor Strickland becomes the first Democrat in 16 years to serve as Governor of the State of Ohio.

Governor Strickland, a former Congressman, minister, college professor and doctor of psychology, comes from humble beginnings in rural Appalachia in Southern Ohio. The 65-year-old Governor stated that

he wants to "ensure that Ohio keeps and grows jobs we have by investing in Ohio's strengths," and also hopes to "bring the jobs of the future to Ohio by ensuring we have the best-educated workforce possible. Government is at its best when it's guided by the heart and a good dose of common sense," said the new Governor.

Joining the new Governor is his Lieutenant Governor, Lee Fisher, a highly regarded public servant for more than 14 years. He served previously as Ohio's Attorney General, State Senator and State Representative. For the past seven years, Lt. Governor Fisher served as President and CEO of the Center for Families and Children in Cleveland. Lt. Governor Fisher will also serve the Strickland Administration as the Director of the Ohio Department of Development.

Ohio Legislative Update,
continued on page 10.



HURON
ENVIRONMENTAL

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

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



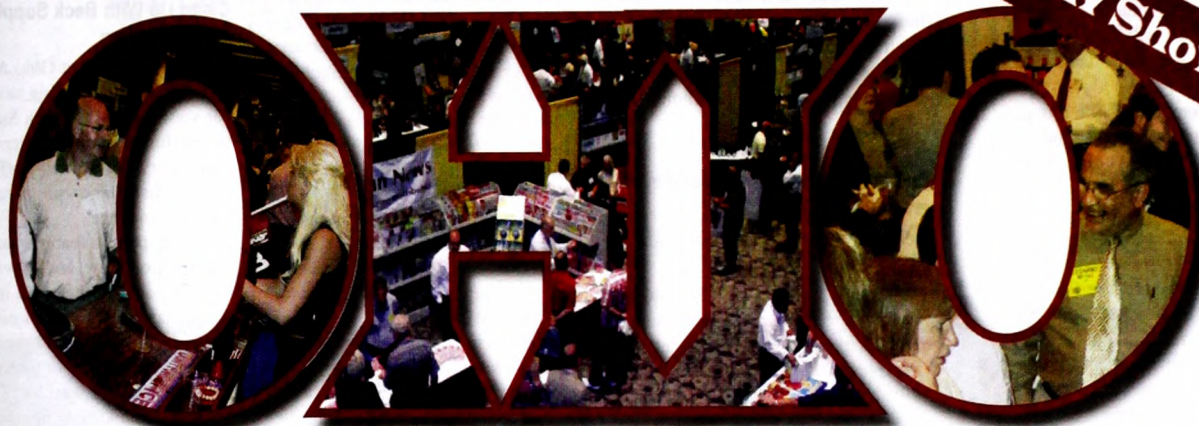
Port Huron Office: (810) 966-0680
Central Michigan Office: (989) 227-8040
www.huronconsultants.com

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

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

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

Announcing NEW Show!



2 • 0 • 0 • 7
OHIO
Food & Petroleum
TRADE
SHOW

Tuesday, June 19, 2007

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

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

Ask your Sales Rep for Tickets! Admission Ticket Required. \$12 at the door.

Call AFPD for more information at: (248) 671-9600



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

Petroleum **NEWS**

Ohio Legislative Update, *continued from page 8.*

The Strickland Administration is in the process of appointing cabinet officials and other senior officials to various state agencies. A complete list of officials will be available once the process has concluded in the next month or so.

The November election brought many changes to Ohio's other statewide offices. Attorney General Marc Dann, Secretary of State Jennifer Brunner, Treasurer of State Richard Cordray and Auditor of State Mary Taylor were all elected to their first terms. The Democrats control all but the Auditor of State's office after more than a dozen years of Republican domination of Ohio's statewide offices.

In the Ohio General Assembly, the Republican control of both the Ohio House of Representatives and the Ohio Senate continues with Democrats gaining seats in both bodies. With the new Governor taking office, the transition will delay the introduction and consideration

of the biennial state budget and the transportation budget until the new administration has time to prepare their proposals.

The leaders of the Ohio House and Senate will begin introducing their 2007 priority legislative proposals in February and members will begin filing their individual bills throughout the session. The first year of the 127th Ohio General Assembly will continue until late June, when a final state budget is enacted. A summer recess is expected.

Ohio's smoking ban rules under review

Violators face no penalty until rules are finalized

The Ohio Department of Health is continuing its preparation of final rules to enforce the Ohio smoking ban that voters overwhelmingly approved at the ballot in November. Although the law is now in effect, violators face no penalty until the Ohio Department of Health promulgates final rules sometime between April and June.

The American Cancer Society, one of the key organizations that promoted the smoking ban initiative, has asked Governor Ted Strickland

to implement the penalty provisions prior to establishing the final rules. The Governor's spokesman said that Governor Strickland believes that businesses need time to comply and also noted that the Department will be respectful of all stakeholders while developing the final rules.

The Ohio Department of Health is undergoing a review of the smoking ban rules issue through the acceptance of public comments and the input of an advisory panel of interested parties. The Ohio Department of Health has received more than 3,500 comments on the smoking ban. It has been reported in the media that more than half of those comments came from letters produced by the American Cancer Society and sent by those who supported the November smoking ban campaign.

Controversial issues to be resolved include whether businesses can be cited for violations that are reported by an anonymous source, and whether authorities can cite a business even if they did not witness anyone smoking. The Ohio Department of Health reports it has received about 26,000 phone calls with questions about compliance with the smoking ban.

Roundup, *Continued from page 5.*

situation," says Cherry.

For additional safety information, contact Howard Cherry, CECM, toll free at (800) 798-2594.

Clean Up With Beck Suppliers Car Wash Program

Did you know that Ohio AFPD members qualify for big savings on car wash systems? Beck Suppliers, the exclusive Ohio supplier of Oasis Carwash Systems, offers a 5 percent discount on the purchase of a carwash package.

Beck Suppliers features an in-house construction crew, and provides a turnkey package that even includes maintenance. Beck offers nine different carwash packages, ranging from a 15 car per hour system up to a 45 car per hour wash.

If you're looking to upgrade your current wash, or add an all-new wash, Beck Suppliers and AFPD can provide substantial savings. For more information on these special discounts, contact Ed Willman of Beck Suppliers at (800) 472-2591.



2007 Programing Designed Exclusively For Independent Retailers



Proven Winners



Banking On The Future



For Additional Information And A Business Analysis, Contact Your Frito-Lay Representative

Prairie Farms®

We're Making A Name For
Ourselves In Michigan.



We're committed to providing Michigan with quality dairy products and reliable service.

- In 2004 we opened our state-of-the-art dairy processing center in Battle Creek.
- Now we are proud to announce the opening of our new 20,000 sq. ft. frozen distribution facility.
- Be sure to check out the bold new look of Prairie Farms Ice Cream.
- Reach for the stars with over 60 SKU's of North Star Brand Frozen Treats.
- We are all-in! Prairie Farms Dairy...
Full Line Quality...Full Line Service...Every Day!



Battle Creek • Detroit • Jackson • Saginaw • Traverse City

Call us toll-free for more information at 1-800-399-6970, ext. 200 • www.prairiefarms.com

We also offer leading national brand ice cream products.

Valero to build retail presence in Great Lakes Region

Valero Energy Corp. of Texas recently raised its initial branded flags in northern Ohio at two former CITGO outlets and locations along the Ohio turnpike.

Named after the Franciscans who founded a San Antonio mission that later became known as the Alamo, Valero is pushing to fill the gaping hole left as CITGO completes their retail pullout from Ohio and nine other states.

Valero, the nation's largest independent refiner, maintains that their retail entrance into the Great Lakes region is unrelated to the CITGO pullout. According to press reports, the company plans to open more than 100 branded locations in Ohio by April 1, including 10 sites in the Cleveland area.

Associated Food and Petroleum Dealers director, Maurice Helou, owns one of the two Cleveland area Valero sites. Formerly Citgo of Lyndhurst, Helou's pumps and signage now



display the modern Valero logo.

"Since we branded Valero, I have seen a 30 percent jump in sales," said Helou. "The first thing customers say is 'We are back because our money is not going to Chavez.'"

Helou noticed his CITGO customers dwindling after last year's rift between Venezuelan President Hugo Chavez and the Bush administration.

Wholesale jobbers County Wide Petroleum, Holland Oil Co., and Lehigh Gas Co. of Pennsylvania will all be supplying Valero products to outlets in the Buckeye State.

Industry issues,

Continued from front page.

be used to increase state revenues, but it's speculated that proposals could include increased license fees or possible implementation of a sales tax on selected services. Lawmakers will also be focused on the SBT replacement during the first six months of the year. We'll be weighing in on all of these and asking for details on the impact so we can share those with lawmakers.

In other issues, there is interest in the Penny Plan (Recycling Makes Cents) proposal in both the House and the Senate. As you'll recall, this is the proposal for funding recycling through a 1-cent transaction fee collected on retail sales. AFPD has supported the plan. It serves two purposes: It provides much needed funding for recycling and, ultimately, keeps increased recycling (in the form of a bottle bill expansion) out of food stores.

A tobacco license bill is expected to be reintroduced this

year by Senator Tom George. The version introduced last year set up a licensing process much the same as the liquor licensing process. We've been active in a coalition to stop the nonsense and will continue to be involved on your behalf.

In Ohio, overall organization is moving slower with the new Governor Ted Strickland just putting his staff in place. Luckily, Ohio does not have budget deficit issues others see in Michigan. It appears that the Commercial Activity Tax (CAT) could be a discussion issue (there's already a lawsuit to stop the CAT, which was a big tax increase on food stores). Expect continued discussions on legislation to deal with organized retail theft. On the negative side, we may see more counties pushing tobacco taxes to fund their pet local projects. Make sure you're watching your local newspaper and getting involved when these issues arise.



DETROIT POPCORN

YOUR CONCESSION HEADQUARTERS

**DEEP DISCOUNTS ON EVERYTHING
STOREWIDE!**

OPEN HOUSE

March 16th, 8:30-5:00

March 17th, 9:00-3:00

**Bring this ad to receive a free gift!*

**Perfect Solutions for all of
Your Concession Needs**

ORDER AT

WWW.DETROITPOPCORN.COM or 1-800-642-CORN

12843 Greenfield Avenue
Detroit, MI 48227

phone (313) 835-3600
fax 1-313-835-4287



Everyone **LOVES** playing favorites



And these new instants from the Michigan Lottery are games players like best - from great sports action to a chance to win \$2,000,000. So stock up because when it comes to big sellers, these instants are winners every time.



Detroit Red Wings

- Win up to \$20,000
- Four second chance drawings for merchandise prize packs and NHL dream trips
- On sale February 12

**\$2,000,000
EXPLOSION**

- ★ Over 1,000 prizes of \$1,000
- ★ Entry into grand prize finalist drawing
- ★ 26 ways to win
- ★ \$1.20 commission on each ticket sold
- ★ On sale February 19

MICHIGAN



Join the
AFPD
All Stars
for the 23rd Annual AFPD
Trade★Show

**TRADE
SHOW HOURS:**
Tues., April 24
5-10 p.m.
Wed., April 25
4-9 p.m.

*Two days
with 10 hours
of uninterrupted
selling!*

*Join your peers on
April 24 & 25, 2007
at Burton Manor in Livonia*
27777 Schoolcraft Road
I-96 just west of Inkster Rd.

Admission
ticket required.
\$12 at the door.
Ask your sales
rep for tickets.

For more
information,
contact
Cathy at
248-671-9600

Supported by:
Blue Cross
Blue Shield
Blue Care Network
of Michigan

NATIONAL

wine & spirits corporation

ABSOLUT
Country of Sweden
VODKA

Crown Royal

BAILEYS


Captain Morgan's

DEKUYPER

**Congratulations, AAFP, on
another Great Trade Dinner!**

SMIRNOFF

JOHNNIE WALKER


RÉMY MARTIN

BELVEDERE
VODKA

**KNOB
CREEK**

**JOSE
CUERVO**

JIM BEAM

Courvoisier

BOHEMIAN highway wine



THE BOHEMIAN HIGHWAY STORY:

The Bohemian Highway is a unique stretch of Northern California road that winds through vineyards and redwood forests as it makes its way toward the Pacific Ocean. The wines take their inspiration from the artists and adventure seekers who ventured down the route many years ago in search of an easy-going, relaxed California lifestyle.

The award-winning Bohemian Highway family of wines includes Chardonnay, Cabernet Sauvignon and Merlot, made from grapes grown in California's premiere vineyard regions. Showcasing the easy lifestyle that the Bohemian Highway represents, these wines are fruit-forward and very food friendly--ideal to share with friends while entertaining or relaxing on one's own.

GENERAL WINE & LIQUOR COMPANY

Decanter division
373 Victor Ave. * Highland Park, MI 48203 * 313.867.0521

**2 out of 3
ain't bad ...
it's great!**



The Daily 3 Front Pair Payout gives players another chance to win cash!

During both midday and evening drawings, Daily 3 players **WIN \$10** when their \$1 straight bet matches the **FIRST** two numbers drawn.

With odds of matching the front pair just 1 in 111, retailers should see a spike in sales as all those additional winners collect their prizes and try their luck again.

And because retailers also earn the 2% redemption commission on every valid front pair paid, now it really pays 2 sell the Daily 3!



February 19 – March 11



SKYY SPIRITS
A GRUPPO CAMPARI COMPANY

Tips for dealing with armed robberies

If you want your convenience-store employees to emerge from an armed robbery at least physically unscathed, they'll have to forget nearly everything they thought they knew about employee hold-up procedures.

Armed robbery security expert and former law enforcement officer John D. Moore, CPP (certified protection professional), told CSP Daily News that myth-busting is the first step to preparing employees for best practices during a robbery.

Moore, the author of 14 technical security manuals on armed robbery and related emergency situations for high-risk business employees, said the right training doesn't have to be time-consuming to be life-saving. "Three or four minutes can save a life," said Moore.

CSS marketing director Wes Wemette provided some bracing FBI statistics:

- There were 24,000 c-store robberies in 2004.
- Almost 60% of them involved weapons.
- The average loss was \$653.

Of course, the damage doesn't only affect the bottom line, but Moore said

employers and employees can lessen the emotional and physical trauma with policy and training.

First, Moore wanted to diffuse notions he says c-store employees have about procedures when a person walks into a store and demands money. He said the top-three widely accepted notions are don't look at a robber, don't speak with a robber and don't set off the alarm. He also said the average length of a robbery is 47 seconds.

Unless specifically told not to by the robber, the employee should both look at and talk to the robber to decrease the likelihood of injury in two ways: forming a relationship has been shown in hostage situations to result in less or no physical harm; and by making it clear what the employee is doing while going through the motions to give the robber money.

"If you communicate with a robber, you're less likely to be injured," said Moore. "Establishing a relationship in a short period of time is critical."

Alarms should absolutely be set off, even if it's after the robber leaves the property. If there are multiple alarm buttons, they should all be set off, to

ensure transmission. Above all, Moore said, there is no action that should be taken 100% of the time. The employee needs to use best judgment based on the situation.

More tips from Moore:

- Don't make sudden movements or physically or verbally resist. Less than 2% of robberies involve unprovoked attacks and physical resistance results in injury 60% of the time.
- Don't chase the suspect.
- Lock the door after the robber leaves, not before.
- Call police when all is clear and door is locked.

Safety begins with company policies and procedures for robberies, followed by training. Moore did not recommend the use of videos for training, citing research that showed employees who watched them performed about the same as those with no training.

Role-playing and observation of role-playing were the best ways, said Moore, including looking at the checkout area from the robber's point of view to see how movements made to satisfy the robber's demands could be mistaken for alarm usage

or weapon-grabbing. Having solid policies and training practices are also important in case an employee complains to the Occupational Safety & Health Administration (OSHA) after a robbery.

Moore said there are best practices for fact-gathering as well:

- Urge employees to mentally note as much as possible the type of gun used and any other characteristics of the robber.
- Design observation forms so that they are a different color than other store forms.
- A robber's physical description should move from the head down on the page.

The description of weapons and the robber's actions should be on the other side, so there is only one form.

Other tips included putting signs on safes and on front doors indicating that there are limited funds on premises or that the safe is time-delayed, proper placement of height markers (not on hinge side), and to conduct safety surveys of the store's surroundings at night and during the day.

— CSP Daily News

BEST SOURCE FOR ALL YOUR REFRIGERATION NEEDS!

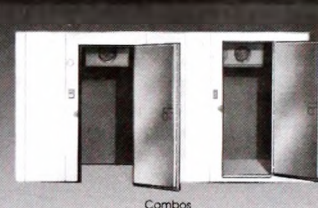
WALK-INS FACTORY BUILT IN STERLING HEIGHTS, MI



Beverage Walk-Ins



Coolers / Freezers



Combos



Replacement Doors



Self-Contained Reach-Ins

QUALITY & VALUE • SHORT LEAD TIMES • GOOD OLD-FASHIONED SERVICE

VISIT SRC REFRIGERATION AND RECEIVE
A **VALUABLE COUPON** THAT CAN BE APPLIED
TOWARD YOUR NEXT PURCHASE

CONTACT SRC SALES DEPARTMENT FOR
COMPLETE DETAILS. SRC WILL VALIDATE
THE COUPON AT TIME OF YOUR VISIT.

SRC REFRIGERATION

•6615 19 MILE ROAD STERLING HEIGHTS, MI 48314

TOLL FREE: 800-521-0398

FAX: 586-254-0485

WEBSITE: www.SRCrefrigeration.com

EMAIL: sales@SRC.us

Located on 19 Mile Road between Mound & Van Dyke
Hours: Monday - Friday 7:30AM - 5:00PM

Faygo turns 100

Detroit soft drink company makes plans to celebrate

By Michele MacWilliams

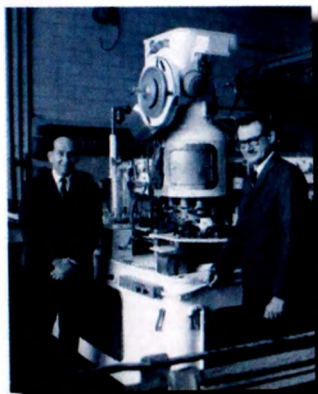
A new soda flavor with a contest to create its name, a recipe contest and cookbook, a billboard advertising campaign, a summer picnic party and a major sponsorship in the Woodward Dream Cruise are all part of the plans to celebrate Faygo's 100th birthday.

Al Chittaro, Faygo executive vice president, says that the theme for the 100th birthday celebration is really to thank the customers and retailers that have been loyal to Faygo over all these years.

Preparations for the birthday celebration began last year, when Faygo introduced two consumer-oriented contests. The first was a recipe contest, using a Faygo beverage as one of the ingredients. Former *Detroit Free Press* food writer Jean Sarna tested the recipes and chose those to appear in a special spiral-bound centennial cookbook. The book is for sale on Faygo's website (www.faygo.com) and will also be made available to retailers. "We have some pretty unique recipes, including celebrity chef recipes from Unique Restaurant Corporation's pastry chef and one from Sweet Lorraine's," says Chittaro.

This summer, Faygo will feature several months of billboard advertising in Michigan, Ohio, Indiana, Pennsylvania and Wisconsin. In addition, special POS units will be provided to retailers, with a display contest and prizes for creative retailers.

Faygo's bottling facility on Gratiot



Philip (left) and Morton Feigenson, second generation Faygo heirs.

in Detroit already sports a new centennial message and this year, during the Woodward Dream Cruise, Faygo will be giving away product, trinkets, hats and t-shirts.

The condensed version of Faygo's history

Ben and Perry Feigenson, formerly bakers in Russia, began Feigenson Brothers Bottling Works on November 4, 1907. Their original flavors, Fruit Punch, Strawberry and Grape, were based upon their own cake frosting recipes. That is why these, and the flavors they developed later, were (and still are) so unique. They produced the soda one day, closed the factory the next day, loaded the product on a horse-drawn wagon, and sold it for three cents or two for a nickel. They and their families lived above the plant. In the winter, when little soda was sold, they supplemented their incomes by selling bread and fish.

Later, when the Feigenson families moved into individual homes, they hired their first employees, bought their second horse and added Lithiated Lemon and Sassafras Soda (Root Beer) to their product line. They began calling the product "pop," because of the sound made when opening the bottle.

The brand name changed to "Faygo" in 1921 because Feigenson Brother Bottling Works was too long to put on the bottles. The brothers bought their first delivery truck, a 1922 Ford, and initiated home deliveries in 1923.

In 1935, Faygo moved to its current Detroit location on Gratiot Avenue. Since that time the plant has seen numerous additions and renovations, but Faygo has kept loyal to its hometown of Detroit.

In the '40s, the family hired W. B. Doner to develop an advertising campaign. In the '50s, "The Faygo Kid" appeared on television, with the famous Detroit line, "Which way did he go? Which way did he go? He went for Faaaaaaygo!" Also appearing on TV was "Herkimer the bottle blower," who was "too pooped to participate" until he drank Faygo Uptown.

In the 60s, Strawberry Soda changed to "Redpop," and a full line of Diet items was introduced, which soon accounted for more than 50 percent of

Faygo's overall business. Faygo also introduced Frosh, Faygo Brau and Chateaux Faygeaux, but only Frosh remains today.

Faygo became a pioneer of one-way bottles, twist-off caps and warehouse distribution in the '70s, while consumers enjoyed Faygo's hit television commercial, "Faygo Boat Song." The song rose to #3 in the popular music charts and 75,000 45rpm records were sold for 25 cents each.

As tastes changed, so did Faygo. Beginning in the '80s,

Faygo began marketing water, and launched a line of flavored sparkling waters. Expanding into beverages beyond "pop," in 1987 Faygo was purchased by National Beverage Corp. of Ft. Lauderdale, Florida, and now distributes Rip It Energy Drink, LaCroix Waters, Everfresh Juices and drinks, Clearfruit flavored water, and Mr. Pure juices and drinks.

New in the 90s, Faygo introduced Cherry Festival, made with real Michigan cherries, and named for the annual Traverse City, Michigan event. In 1996, Faygo launched its first effort with non-carbonated products, "Ohana," (Hawaiian for "family"). Flavors include Punch, Orange Punch, Lemon Iced Tea, Lemonade and Kiwi-Strawberry.

Due to its nationwide popularity, in 1998 Faygo entered the Internet age with its first website and online Faygo POPshop, where customers can purchase Faygo from anywhere in the continental U.S.

Faygo forever

So what is the secret to Faygo's longevity? What has kept this



(left) Faygo Executive Vice President, Al Chittaro



(below) Signage on the side of Faygo's building proclaiming their 100 years and thanking Detroit.

company in business when others have failed? Is it their secret recipe for Red Pop or perhaps their snappy advertising campaigns? One thing is for certain. Faygo is a small enough brand to feel the pulse of its customers and react accordingly. "We're a liquid company. We continue to evolve," says Chittaro. However, if there was one reason that stands out as the primary source of the company's success, undoubtedly it is customer loyalty. Through the years, families have brought Faygo pop into their homes, introducing it to their children at birthday parties and other special events. This tradition has carried on from generation to generation, fueled by advertising campaigns that are fondly remembered by today's baby boomers, and introductions of new products geared to the lifestyle we lead now, one century after the Feigenson brothers peddled their first bottles of soda.

AFPD would like to wish Faygo a Happy Birthday. May you celebrate 100 more!



Centennial Celebration



Celebrate in 2007 all year long with Faygo.

Look for coupons, promotional merchandise, Mystery Shoppers, and a display contest during our Centennial Celebration!



© 2007 Faygo Beverages, Inc. All rights reserved.



GREY GOOSE

The World's Best Tasting Vodka

Grey Goose Vodka

50ml = 8487-3
375ml = 9191-6
750ml = 9193-0
1000ml = 9314-0
1750ml = 148-6

Grey Goose L'Orange

50ml = 8523-3
375ml = 8682-0
750ml = 9625-0
1000ml = 9652-0
1750ml = 148-2

Grey Goose LaVanille

50ml = 122-1
375ml = 122-2
750ml = 115-9
1000ml = 122-3
1750ml = 148-5

Grey Goose Le Citron

50ml = 16-9
375ml = 16-7
750ml = 16-6
1000ml = 16-8
1750ml = 148-4

Proudly sold by:
TRANS-CON SALES & MARKETING
1-888-440-0200

Cloned food regulations

By Deborah White
Vice President & Associate General Counsel
Food Marketing Institute

The Food and Drug Administration (FDA) appears to be nearing completion of its draft Risk Assessment and draft Risk Management Plan for food products derived from cloned animals.

The draft documents are expected to focus on milk and meat products from cloned cows and their progeny. FDA is expected to conclude that milk and meat from cloned animals is identical to such products from conventionally-bred animals and, therefore, that such food products do not present any new risks to consumers. FDA is a scientific body and, therefore, cannot consider any other aspects about the technology, such as moral or ethical elements.

Despite the release of the draft documents, milk and meat from cloned animals is not likely to enter the food supply immediately. Specifically, FDA has had a "voluntary moratorium" in place with the technology industry for these products since the technology's inception. Under the moratorium, the technology industry and those who use the technology have ostensibly agreed not to release any products from clones or their progeny into the food supply until FDA has concluded that such products would be safe for consumers, although there are unconfirmed reports that small releases of this nature have occurred. While the draft risk assessment and management plan are important steps in this process, FDA is expected to state that the voluntary moratorium will remain in effect until the scientific and regulatory process has been completed and final conclusive documents can be published.

FDA will receive comments from the public on the draft documents during a "comment period" that will be at least 60 days long. After the comment period closes, the Agency will be required to review and address all of the comments received before the documents can be finalized. This process may take a significant amount of time.

Given the likely conclusion of the risk documents that milk and meat from cloned animals is identical to such products from conventionally bred animals, FDA does not have the authority under the Federal Food, Drug and Cosmetic Act (FD+C Act) to require labeling. As always, individual companies may choose to implement voluntary



labeling programs regarding this attribute. All such labeling must comply with the FD+C Act, as well as the Federal Trade Commission Act (FTCA), which generally require labeling to be truthful and not misleading. In this case, simple statements about the origin of the product may be acceptable.

However, the greater hurdle will be to develop systems sufficient to substantiate such claims, particularly claims stating that the milk or meat does not derive from cloned animals or their progeny. Because the food products will be genetically identical, end testing will not be able to distinguish them. Accordingly, the entire supply chain for a given product would need to develop and use meticulous systems of source and product segregation, which would require process verification, including significant recordkeeping.

Food retailers may wish to discuss the matter with their suppliers during this period.

Let's talk coffee.



- The fastest growing brand in New England Roasted from the finest Arabica beans in preferred varieties and flavors
- Industry best merchandising program
- Rebate program
- Free coffee program

NEW ENGLAND COFFEE

NEW ENGLAND COFFEE COMPANY
Malden, MA 02148 • 800.225.3537
www.NewEnglandCoffee.com

MMS



P.O.S. **PURIFAN**
CLEAN AND PURE GASOLINE

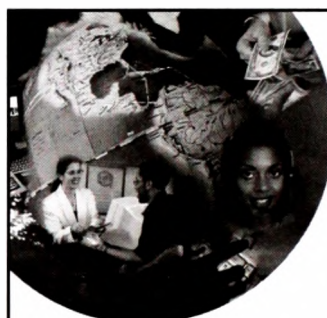
ASSOCIATED **AFPD**
FOOD & PETROLEUM DEALERS, INC.

Welcome to the Entire Solution!



Michigan Merchant Services

302 West Main, Belding, MI 48809
Ph. 800-794-3271 • Fax 616-794-7491



Send Money Globally.

Make Money Locally.

MoneyGram offers one of the most complete lines of financial services in the industry, including:

- International money transfer
- Money orders
- ExpressPayment® consumer-to-business emergency bill payment

1-800-MONEYGRAM® www.moneygram.com

MoneyGram



MC000101 AFPD

© 2004 2006 MoneyGram. All rights reserved.



The Power of Your Community is right behind you.

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

DTE Energy



Detroit Edison

dteenergy.com

The Power of Your Community Still

• = DTE®

Year starts with Daily 3 promotion, plans for next Raffle



By Commissioner Gary Peters

We've got a great bonus prize lined up for Daily 3 players: Front Pair Payout. This promotion, which runs February 19 through March 11, will award Daily 3 players \$10 when their \$1 straight bet matches the first two numbers drawn. Odds of matching the front pair are a mere 1 in 111, meaning players will have a great chance at this extra bonus. For example, if a player's numbers are 1-2-3 and the Lottery draws 1-2-6, the player wins \$10. It's that simple.

Front Pair Payout will apply to both midday and evening drawings, straight bets only.

Immediately after the Front Pair Payout ends, we plan to launch our second Millionaire Raffle game. We are tentatively planning to begin ticket sales on March 12, with a drawing date scheduled for April 20.

As you know, our first Raffle was a huge success, with 500,000 tickets gone in just 11 days. This time around, we'll be selling 600,000 tickets and increasing the number of corresponding prizes at each level: there will be 6 winners of \$1,000,000 each, 12 winners of \$100,000 each, and 900 winners of \$1,000 each. As with the first Raffle, \$1 million winners will have the choice of either the lump-sum cash payment or the 20-year annuity plan. Odds of winning this raffle will be exactly the same as the first.

You'll receive additional information about the upcoming Millionaire Raffle from your Lottery sales rep, which will also be available to answer any questions you might have.

New instant games: We had some great new instant games in the February lineup. On Feb. 5, the \$1

game 2 For 1 went on sale. Top prizes are \$1,000. Feb. 12 marked the return of the very popular Detroit Red Wings ticket, which sells for \$2. In addition to cash prizes, the game offers four second chance drawings for National Hockey League dream trips and Red Wings merchandise. Look for the \$20

game \$2,000,000 Explosion, with over 1,000 prizes of \$1,000 and a drawing for \$2,000,000. Finally, Set For Life hits the streets with top prizes of \$1,000 a week for life.

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.

**Where Service,
Quality and Price meet!**

U.S. ICE

DETROIT'S ICE KING SINCE 1984!

SERVICE

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

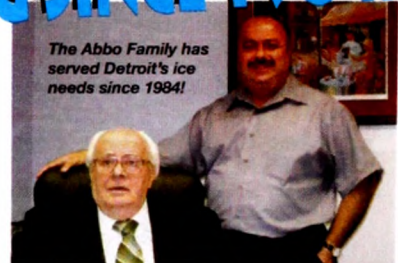
PRICE

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

QUALITY

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

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



The Abbo Family has served Detroit's ice needs since 1984!

U.S. ICE CORP.

10625 West 8 Mile Road
Detroit, MI 48221

(313) 862-3344 • Fax (313) 862-5892

**LARGEST ICE MANUFACTURER
IN THE CITY OF DETROIT,
with a manufacturing capacity of
400 tons (800,000 lbs.) of ice per day!**

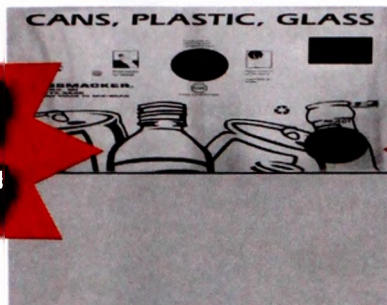


Call the ICE LINE: (313) 862-3344

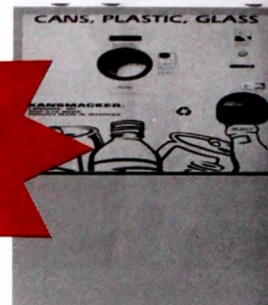
KAN SMACKER

"The Lifetime Machine"

Super Series



Mini 3-in-1



KANSMAKCKER 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

The KANSMAKCKER 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

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

800-379-8666

750 LAKE LANSING ROAD • LANSING, MI 48906
KANSMAKCKER.COM

**Are you in the market for a Point of Sale System?
Then we have the Right Solution for All of Your Needs!**



CATAPULT
Retail Enterprise Automation



Maitre'D
Software that serves you better



Contact us for more information
or a free in-store demo.

800-291-6218
www.mpsmi.com

Classified

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

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

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

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

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

FOR SALE— 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.

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

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

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

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

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

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

FOR SALE—Chevy/Workhorse & Grumman/Olson Stepvans, 12'-14' work area, dual rear tires, gas, ranging from 1995-2000 asking \$4000.00-\$7000.00. Call (800) 527-6887 ext. 177 for more info.

FOR SALE—Convenience Store. Beer & Wine, Lottery & Money Orders. Approx. 2,500sq. ft. Good Location, full neighborhood. Gross \$8,000/wk. Building & business \$250,000 plus inventory. Call Art at (313) 839-6262.

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

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

FOR SALE—Detroit Warehouse. 22 ft. refrigerator truck for hire - daily/weekly. Call Dave Evola (586) 360-7682.

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

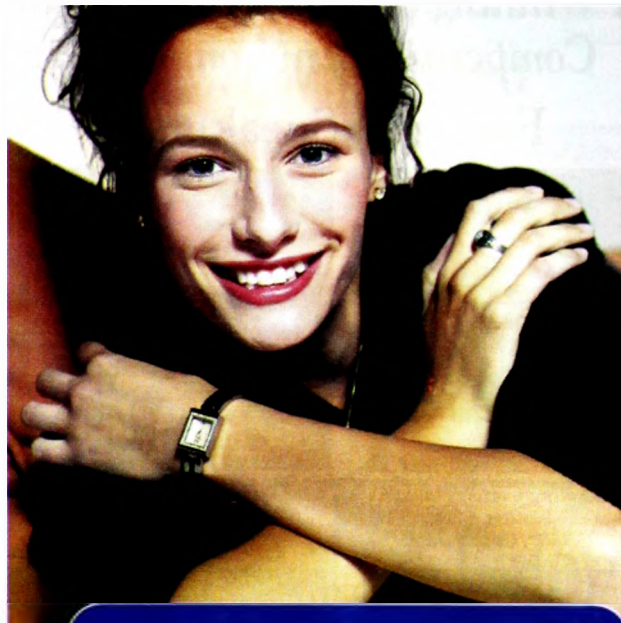
Biofuels (B20/E85) Infrastructure Incentive Grant available

NextEnergy/Clean Energy Coalition is soliciting applications for a new round of funding for E85/B20 Infrastructure Incentive Grants for public service stations throughout Michigan. Applications for incentives are being solicited through April 30 or until funding is exhausted (whichever comes first). Applications to receive incentive funds can be obtained by contacting Dan Radomski at danr@nextenergy.org or Sean Reed at reed@cec-

mi.org http://www.nextenergy.org/industrygroups/clean_cities.asp

More than \$145,000 is available in incentive funds on a reimbursement basis. Incentives of up to \$12,000 per facility (not to exceed 50% of new installation costs) are available for E85 refueling systems or \$4,000 (not to exceed 50% of new installation costs) for B20 fuel delivery systems. Incentives for converting existing fuel delivery systems to E85 or B20 are limited to \$3,000 per facility (not

to exceed 75% of the conversion costs). These funds may be used for design, engineering, and equipment, but not for construction costs. Funds for conversion projects can be used for purchasing necessary parts and equipment and any software changes for compatible with E85 or B20 and cleaning of tanks and dispensing equipment. Awarded funds may not be used for the grand opening event or other promotion.



**Affordable
coverage
that's
there
when you
need it.**

Individual Care BlueSM

Having no health care coverage is like walking a tightrope. Let Blue Cross Blue Shield of Michigan be your safety net. Individual Care Blue PPO offers you the peace of mind that comes with knowing you're protected from the unexpected with:

- Comprehensive coverage with no deductible and affordable copayments
- Prescription drug coverage up to \$2,500 per member annually
- Choice of providers from our statewide networks — 100% of hospitals, 95% of physicians and 98% of pharmacies participate in Individual Care Blue

To sign up today or for more information regarding benefits and rates on Individual Care Blue contact the Associated Food & Petroleum Dealers at 248-671-9600.



A member organization and independent licensee of the Blue Cross and Blue Shield Association
Michigan's most trusted name in health care.

bcbsm.com/icblue

AFPD
ASSOCIATED
FOOD & PETROLEUM DEALERS, INC.

THE 42nd ANNUAL

WESTERN MICHIGAN UNIVERSITY

FOOD MARKETING CONFERENCE

March 19 & 20, 2007

*"Building a Winning Team to Compete in Today's
Competitive Enviroment"*

Featured Speakers



Fred Morganthall
President
Harris Teeter Supermarkets



Caroline Cotton Nakken
President, CEO
Mass Connections



Craig Sturken
Chairman, President, CEO
Spartan Stores



Brian J. Driscoll
Senior Vice President
Kraft Foods North America



Joy Nicholas
National Account Executive
RBS Lynk, Inc.



Della Wall
Group VP Human Resources
The Kroger Co.



Kathleen Wilson-Thompson
Sr. VP Global Human Resources
Kellogg Co.



Janet Emerson
Regional Group VP
Meijer, Inc.

Plus... Workshops Which Address Today's Industry Issues
For More Information Call the Conference Hot Line at 269-387-2132
or Visit Our Website at www.hcob.wmich.edu/fmk



Prairie Farms Dairy opens new state-of-the-art ice cream warehouse

Prairie Farms Dairy has opened a new state-of-the-art ice cream warehouse and distribution facility to cover Michigan, Northern Ohio and part of Indiana. The new warehouse will significantly expand the selection being offered to retail ice cream customers, throughout the region. The new warehouse will allow Prairie Farms to store and distribute over 1,000 pallets of frozen ice cream. Because of this new warehouse Prairie Farms Dairy

has also expanded its distribution centers in Detroit, Jackson and Saginaw.

"The new facility in Michigan was needed to better align our ice cream offerings to our growing list of retail dairy customers in the region," says Gary Davis, general sales manager for Prairie Farms Michigan. Along with its own line up of Prairie Farms Ice Cream, Old Recipe Brand and North Star Frozen Treats, the company will expand its selection

of leading National Brand ice cream products. This is the second new state-of-the-art facility that Prairie Farms Dairy has opened in Michigan in the past 36 months. In January 2004, Prairie Farms Dairy expanded in Michigan by opening a new dairy processing facility and expanding its coverage throughout the state with four distribution centers. This expansion now brings the total of Prairie Farms facilities up to five, giving coverage to



the entire Lower Peninsula along with Northern Ohio and Northern Indiana.

Spartan Stores teams up with MasterCard

Spartan Stores said that all retail banners operated by Spartan Stores in Michigan and northwest Ohio under the Family Fare, D&W, Glen's, Pharm grocery and Quick Stop convenience store banners will accept MasterCard PayPass, a contactless and rapid payment option.

"Accepting MasterCard PayPass at our retail stores will provide customers with a more rapid payment option that builds on our strategy to make the consumer shopping experience quicker

and more convenient," said Ted Adornato, executive vice president of retail operations for Spartan Stores. "Whether customers come to pick up groceries or prescriptions, we are committed to make Spartan's retail stores an easy place to shop and PayPass acceptance does exactly that."

With MasterCard PayPass, consumers no longer need to find cash and coins or swipe a card for purchases. Users tap their PayPass-enabled card or device on the

PayPass reader, which significantly speeds the retail checkout process. With the PayPass option, customers do not have to sign receipts for purchases under \$25, which further speeds the payment process. In addition to this new payment option, Spartan Stores will continue to accept traditional magnetic-stripe payment cards.

MasterCard PayPass is designed for traditional cash-heavy environments where speed is essential, such as quick-serve restaurants (QSRs), drug

stores, gas stations, vending machines, c-stores, sports arenas, movie theaters, transit systems and parking garages.

There are currently nearly 11 million PayPass cards and devices in the market, the company said, and PayPass is currently accepted globally at 36,000 merchant locations, including participating 7-Eleven, CVS, McDonald's, Regal Entertainment Group theaters and many others. It is also accepted at numerous football and baseball stadiums. — CSP Daily News



Lincoln
Financial Advisors

A member of Lincoln Financial Group

© 2006 Lincoln Financial Advisors

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

A balancing act for the serious investor.

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

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

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

800-382-8122

CRN200602-1005695

SUPPORT THESE AFPD SUPPLIER MEMBERS

AUTHORIZED LIQUOR AGENTS:

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

BAKERIES:

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

BANKS

ATM of America (248) 932-5400
ATM of Michigan (248) 427-9830
Bank of Michigan (248) 865-1300
Cash Depot (920) 432-5777
Citizens Bank (248) 324-8537
Comenca Bank (313) 222-4908
LaSalle Bank 1-800-225-5662
Peoples State Bank (248) 548-2900

BEVERAGES:

7UP / American Bottling (313) 937-3500
Absopure Water Co. 1-800-334-1064
Allied Domecq Spirits USA (248) 948-8913
Anheuser-Busch Co. 1-800-414-2283
Aspen Fitness Products (248) 471-4300
B & B Beer Distributing Co. (616) 458-1177
Bacardi Imports, Inc. (734) 459-2764
Brown-Forman Beverage Co. (734) 433-9989
Brownwood Acres (231) 599-3101
Cadillac Coffee (248) 545-2266
Central Distributors (734) 946-6250
Coca-Cola Bottlers of MI

Auburn Hills (248) 373-2653
Detroit (313) 825-2700
Madison Heights (248) 585-1248
Van Buren (734) 397-2700
Port Huron (810) 982-8501
Coors Brewing Co. (513) 412-5318
Diageo 1-800-462-6504
E & J Gallo Winery (586) 532-0321
Eastown Distributors (313) 867-6900
Faygo Beverages, Inc. (313) 925-1600
Future Brands (248) 471-2280
Galaxy Wine (248) 669-9820
General Wine & Liquor Co. (313) 867-0521
Great Lakes Beverage (313) 865-3900
Great Lakes Distribution (810) 794-1300
Hansen's Beverage (313) 575-6874
Henry A. Fox Sales Co. 1-800-762-8730
Hubert Distributors, Inc. (313) 892-3000
Intrastate Distributors (313) 278-5400
J. Lewis Cooper Co. (269) 382-4200
Jones Sodas (616) 241-5022
Kent Beverage Co. Inc. (586) 296-4845
McCormick Distilling Co. (734) 433-1886
Michigan Beverage Dist. LLC (248) 344-9951
Mike's Hard Lemonade (414) 259-9444
Miller Brewing Company 1-888-697-6424
National Wine & Sprts 1-888-642-4697
Northern Falls, LLC 1-866-270-5944
Paramount Coffee (517) 853-2443
Pepsi-Cola Bottling Group
- Detroit 1-800-368-9945
- Howell 1-800-878-8239
- Pontiac (248) 334-3512
Pernod Ricard USA (248) 601-0172
Petitpre, Inc. (586) 468-1402
Powers Distributing Co. Inc. (248) 393-3700
Premium Brands of MI (Red Bull) 1-877-727-0077
Sara Lee Coffee & Tea (734) 414-8433
Skey Spirits (248) 709-2007
Tri-County Beverage (313) 584-7100
United Beverage Group (404) 942-3636
Xango (313) 608-9847

BROKERS/REPRESENTATIVES:

Bob Arnold & Associates (248) 646-0578
CROSSMARK Sales Agency (734) 207-7900
Hanson & Associates, Inc. (248) 354-5339
J.B. Novak & Associates (586) 752-6453

Metro D Sales (734) 416-8969
S & D Marketing (248) 661-8109
CANDY & TOBACCO:
Altra Corp. Services, Inc. (734) 591-5500
Nat Sherman (201) 735-9000
R.J. Reynolds (248) 475-5600

CATERING/HALLS:

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

DAIRY PRODUCTS:

Country Fresh/Melody Farms 1-800-748-0480
Dairymens 1-800-944-1301
Golden Valley Dairy (248) 399-3120
H. Meyer Dairy (513) 948-8811
Ice Cream Express Unlimited 1-800-844-6032
Kistler Farms (269) 788-2214
Melody Farms Dairy Company (734) 525-4000
Mexico Wholesale (313) 554-0310
Pars Ice Cream Co. (313) 366-3620
Pointe Dairy (248) 589-7700
Prairie Farms Dairy Co. (248) 399-6300
Superior Dairy Inc. (248) 656-1523

ELECTRONIC AGE VERIFICATION

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

EGGS & POULTRY:

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

ENVIRONMENTAL & ENGINEERING:

Huron Consultants (248) 546-7250

FRESH PRODUCE:

Aunt Mid Produce Co. (313) 841-7911

FUEL SUPPLIERS:

Central Ohio Petroleum Marketers (614) 889-1860
Countywide Petroleum (440) 237-4448
Gilligan Oil Co. 1-800-355-9342
Wayne Services Group (614) 330-3733

ICE PRODUCTS:

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

INVENTORY SERVICES:

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

INSURANCE:

AAA Michigan 1-800-AAA-MICH
A. Bourdeau Insurance Services (248) 855-6690
CBIZ (614) 793-7770
Charles Halabu Agency, Inc. (248) 968-1100
Gadaleto, Ramsby & Assoc. 1-800-263-3784
Frank Gates Service (800) 777-4283
Frank McBride Jr., Inc. (586) 445-2300
JS Advisor Enterprises, Inc. (248) 684-9366
Cell (586) 242-1331
Lyman & Sheets Insurance (517) 482-2211
Meadowbrook Insurance (248) 358-1100
North Pointe Insurance (248) 358-1171
Rocky Husaynu & Associates (248) 851-2227

MANUFACTURERS:

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

MEAT PRODUCERS/PACKERS:

Bar S Foods (989) 652-0598
Kowalski Sausage Company (313) 873-8200

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

MEDIA:

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

NON-FOOD DISTRIBUTORS:

Items Galore (586) 774-4800

POTATO CHIPS/NUTS/SNACKS:

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

PROMOTION/ADVERTISING:

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

RESTAURANTS:

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

SERVICES:

AAA Michigan 1-800-AAA-MICH
Advance Me Inc. (513) 518-3150
Al Bourdeau Insurance Services 1-800-455-0323
American Mailers (313) 842-4000
AmericanA Systems (248) 379-1575
AMT Telecom Group (248) 862-2000
Andrews Brothers Inc.
Detroit Produce Terminal (313) 841-7400
A.S.C. Security Systems (734) 416-5550
Bellanca, Beattie, DeLisle (313) 882-1100
Binno & Binno Investment Co. (248) 540-7350
C. Roy & Sons (810) 387-3975
Calvin Zara Insurance Agency (248) 433-8508
Cartronics, Inc. (760) 707-1265
Cateraid, Inc. (517) 546-8217
Central Alarm Signal (313) 864-8900
Cherry Marketing Institute (517) 669-4264
Clear Rate Communications (734) 427-4411
Closed Circuit Communications (248) 682-6400
CoCard (616) 794-3271
Constellation New Energy (248) 936-9027
Cox, Hodgman & Giarmarco, P.C. (248) 457-7000
Cummins Bridgway Power (248) 573-1515
D.J. King & Associates 1-800-781-5316
Diamond Financial Products (248) 331-2222
Dragon Systems 1-888-285-6131
DTE Energy 1-800-477-4747
Excel Check Management (248) 787-6663
Financial & Marketing Ent. (586) 783-3260
Freedom Systems Midwest, Inc. (248) 399-6904
Gadaleto, Ramsby & Assoc. 1-800-263-3784
Great Lakes Data Systems (248) 356-4100
Guardian Alarm (248) 233-1645
ICU Surveillance (248) 255-6419
Integrity Mortgage Solutions (586) 758-7900
Jado Productions (248) 227-1248
JJ Security Systems (248) 404-8144
Kansmacker (248) 249-6666
Karoub Associates (517) 482-5000
Lincoln Financial Advisors (248) 948-5124
Mekani, Orow, Mekani, Shalla, Hakim & Hino P.C. (248) 223-9830
Metro Media Associates (248) 625-0070
Milentek Energy
Conservation Service (248) 932-1222

Paul Meyer Real Estate (248) 358-7288
POS Systems Group Inc. 1-877-271-3738
Power One Merchant Services (734) 516-4166
Premier Energy Marketing 1-866-348-7886
Prepaid Legal Services (586) 777-6700
Rainbow Tuxedo (248) 477-6811
Secure Checks (586) 758-7221
Security Express (248) 304-1900
Shimoun, Yaldo & Associates, P.C. (248) 851-7900
Simplicity Wireless (619) 654-4040
Sign-A-Rama - Commerce Twp. (248) 960-7525
Southfield Funeral Home (248) 569-8088
Staples 1-800-693-9888
UHY Advisors, Inc. (248) 355-1041
Vix-Kersch Vending Co. (248) 548-1300
Wireless Giant! (248) 786-4400

STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Supply (313) 491-6559
Brehm Broaster Sales (989) 427-5689
Culinary Products (989) 754-4040
DCI Food Equipment (313) 369-1888
Envipco (248) 471-4770
Hobart Corporation (734) 697-3071
JAYD Tags (248) 624-5897
Martin Snyder Product Sales (313) 272-4900
MSI/Bocar (248) 399-2050
Sara Lee Coffee & Tea (734) 414-8433
Taylor Freezer (734) 525-2535
TOMRA Michigan 1-800-610-4888

WHOLESALE/FOOD DISTRIBUTORS:

Brownwood Acres (231) 599-3101
Capital Distributors 1-800-447-8160
Carp River Trading Co. 1-800-526-9078
Central Foods Wholesale (313) 862-5000
Chef Foods (248) 789-5319
Consumer Egg Packing Co. (313) 871-5098
CS & T Wholesalers (248) 582-0885
D&B Grocers Wholesale (734) 513-1718
Dearborn Sausage (313) 842-2375
EBY-Brown, Co. 1-800-532-9278
George Enterprises (248) 851-6896
Great North Foods (989) 356-2281
Hershey Creamery (734) 449-0301
H.T. Hackney-Columbus (614) 751-5164
H.T. Hackney-Wyoming (517) 787-9880
I & K Distributing (989) 743-6467
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 Wholesale (586) 755-3525
Lipari Foods (586) 447-3500
Metro D Sales (734) 416-8880
Mexicantown Wholesale (313) 554-0001
Mexico Wholesale (313) 554-0310
Michigan Quality Sales (313) 255-7333
Nash Finch (989) 777-1861
Nat Sherman (201) 735-9000
Niklas Distributors (Cabana) (248) 582-8830
Norquick Distributing Co. (734) 254-1000
Piquette Market (313) 875-5531
Polish Harvest (313) 758-0502
Robert D. Arnold & Assoc. (810) 635-8411
Roma Foods Inc. (313) 535-3377
S. Abraham & Sons (616) 453-6388
Sara Lee Coffee & Tea (734) 414-8433
Shaw-Ross International Importers (313) 873-7677
Sherwood Foods Distributors (313) 366-3100
Spartan Stores, Inc. (616) 878-2248
Suburban News: Southfield (248) 945-4900
SUPERVALU (937) 374-7000
Tom Maceni & Son, Inc. (313) 568-0567
Total Marketing Distributor (734) 641-3363
U.S. Ice Corp. (313) 862-3344
United Wholesale Dist. (248) 356-7300
Value Wholesale (248) 967-2900
Weeks Food Corp. (586) 727-3535
Wine Institute (313) 882-3700

ASSOCIATES:

AMR-Assoc. Mgt. Resources (734) 971-0000

Country Fresh™

Is proud to introduce
LAND O LAKES® Original Milk



**Milk from cows NOT
treated with rBST/rBGH**



For more information about Country Fresh products:
Livonia 1-800-968-7980

Looking for Brands Customers Recognize & Trust?



Lettuce Help.



For information on how Spartan Stores can help your business think smarter
call 616-878-2248 or visit our web site at www.spartanstores.com