

Just In

Talking Turkey

As temperatures begin to drop, we start to think about the holidays ahead and...turkeys! It is time once again for the AFPD Annual Turkey Drive. For the past 26 years, AFPD and its members have provided Thanksgiving turkeys to needy families across the Metro Detroit area. This year the AFPD Turkey Drive committee has pledged to give 2,000 turkeys to needy families. However, we need your help. Please turn to page 14 for details.



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Spirits were everywhere at the West Michigan Holiday Beverage Show

AFPD members celebrated the holidays early this year at the successful West Michigan Holiday Beverage Show. Held September 12 at DeVos Place in Grand Rapids, Michigan, attendees were treated to a huge array of new products and show specials. Over 900 attendees enjoyed the event. More photos starting on page 18.

Why did you come to the AFPD West Michigan Holiday Beverage Show?

"I like to try different drinks. This gives us a good opportunity to try different liquors before we purchase them," said Gabe Gomes of Delaney's in Fountain, Michigan.

Cheryl Beckstrom Knute of Bear Lake Tavern in North Muskegon says, "It's fun! There are a lot of new, interesting products. It is nice to see the variety. We don't have a sales rep. for liquor, so this is a great opportunity for us."

"We sell a lot of different wines. I'm mainly interested in the wines and microbrews," commented Doug Born of Doug Born's Market.

"We love this show! Don't ever stop having it on the West Side," enthused Bob Grunst of Grunst Brothers.



Mike Mohnke, Jana Farrier, Bob Grunst and Bill Ramer from Grunst Brothers pause for a photo.

"We used to have to go to Detroit for this show. Only one person could go, and it was an overnight excursion. This is a big event for me. It is the best chance for us to see what's new on the market," said Alister Jackson of Lighthouse Beverage & More in Muskegon.



Heidi and Alister Jackson of Lighthouse Beverage & More.



More booths and a 30 percent larger crowd gave the show a festive and fun atmosphere!

Mark your calendar for the 92nd AFPD Annual Trade Dinner,

Viva Las Vegas!

January 25 may seem like a long way off, but we're gearing up now for the premiere evening of the year! Please plan to join your friends and associates on Friday, January 25, 2008 at Penna's of Sterling for this festive event. Our theme this year is Viva Las Vegas and we will gamble for great prizes and vacations! See page 12 for details or call Michele MacWilliams at (248) 671-9600 for sponsorship opportunities.



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Helping others has its rewards

By Fred Dally
AFPD Chairman of the Board

For the 27th year, AFPD is sponsoring its annual Turkey Drive and our Turkey Drive Committee has pledge to put a bird on the Thanksgiving table of over 2,000 Metro Detroit families that may not otherwise be able to enjoy this special meal.

The list of groups that ask for turkeys grows each year and believe me, they are all worthy of our support! There are many more requests than we could ever fill. However, with your help, we can make 2,000 families happy this holiday. Thanksgiving is a time to reflect, give thanks for what we have and to help those that have less. We are asking all of you to pitch in. You can really make a difference. A \$200 donation to the AFPD Turkey Drive will provide

turkeys for 20 families! Just think, you can give a turkey to 20 needy families for about the cost of a night on the town.

We give our turkeys to charitable organizations that cover most of the Metro Detroit area. These are church groups and civic organizations that work directly with the needy. If you have a business in Detroit, there is a real good chance that at least one of the groups that receive turkeys from AFPD is near your business.

We need your help! AFPD welcomes all donations, large or small. It is truly heartwarming to be a part of our Annual Turkey Drive and to know that together, we have brightened the day for over 2,000 needy families. To make a donation, please see page 14 or visit our website at www.afdom.org. To volunteer to help, please call Michele MacWilliams at (248) 671-9600.



Drive-off stickers available through AFPD

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

The Grocery Zone

By David Coverly



AFPD

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Diageo introduces Crown Royal Cask No. 16

For the first time, Diageo is introducing Crown Royal ultra-premium Canadian whisky, aged in rare Cognac casks from the Limousin forest in France. This is the newest addition to Crown Royal's Canadian whisky portfolio. With its cognac finish, Cask No. 16 combines the taste of cognac with the lingering experience of Crown Royal. The name, Cask No. 16, comes from its casks, which are distinctively marked "16" to represent their authenticity and place of origin.

"Beginning with a blend of over 50 individually aged whiskies, Crown Royal Cask No. 16 exhibits exceptional character and taste. The casks impart subtle hints of rich, dried fruit and create a balanced, yet complex taste," says Diageo's Scott Skinner.

Crown Royal and Cognac are often referred to as "noble spirits," due to their history and craftsmanship. Bringing together two noble traditions, Cask No. 16 is positioned to interest both the ultra premium whisky drinker and the Cognac connoisseur.

"Today, spirits growth is being driven by the premium, super premium and ultra premium offerings, with ultra premiums projected to grow by 14.5 percent by 2009," says Skinner. "The entire Crown Royal line is experiencing an eight percent growth and is building on the recent successful launch of Crown Royal XR in the Ultra Premium category. We expect this momentum to continue with Crown Royal Cask No. 16," he adds.

Skinner says the Crown Royal Cask No. 16 launch will be supported nationally by a \$4.5 million marketing campaign that includes VIP events, trade advertising, direct mail, public relations and more. According to Skinner, Crown Royal is the leading whisky by value in the United States.



Golden Flake rolls out caffeinated chips

Bag has warning label

For a generation already buzzing on energy drinks, here's a new snack — potato chips coated with caffeine.

According to the Associated Press, NRG Phoenix Fury Potato Chips taste like extra-spicy barbecue chips, but they come with a caution label: "Not recommended for pregnant or nursing women, young children or anyone who is sensitive to caffeine."

The largest bag of Phoenix Fury chips weighs 3-1/2 ounces, and the chip maker says downing the whole thing would be the caffeine

equivalent of drinking 3-1/2 big cups of brewed coffee.

Birmingham, Ala.-based Golden Flake Snack Foods Inc. is distributing the chips in 10 Southeastern states, and it plans to introduce another flavor in the fall. The company is particularly interested in the grab-and-go buyers who stop for a drink and purchase a snack to go with it.

"Energy drinks are the No. 1 growth item in convenience stores and supermarkets. As we looked at it, the people buying those are the same

customers we have," said Golden Flake spokesperson Julie McLaughlin.

The trick to Phoenix Fury chips isn't the potato, it's the coating. Warm chips fresh out of the cooker at the Golden Flake plant are moved by a conveyor belt into a drum where they are doused with a mixture that includes flour, salt, caffeine, vitamins and the amino acid taurine, a key ingredient in Red Bull.

— CSP Daily News



Calendar

November 15 & 16, 2007
AFPD Annual Turkey Drive
Metro Detroit, MI
Contact: Michele MacWilliams
(248) 671-9600

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

November is...

- * Good Nutrition Month
- * National Diabetes Month
- * National Georgia Pecan Month
- National Peanut Butter Lovers' Month
- National Pepper Month
- National Raisin Bread Month
- Vegan Awareness Month

Statement of Ownership

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AFPD works closely with the following associations:



MELODY FARMS DRIVER IS KILLED WHILE ON DELIVERY ROUTE

Reward for arrest is issued

Marvin Bell, 47, a Melody Farms driver since 1983, was shot and killed on September 13, 2007, while delivering to a customer on Schoolcraft Rd. in Northwest Detroit. Marvin is survived by his wife, Micki, and sons, Dominic and Amar.

Country Fresh Dairy is offering a \$20,000 reward in connection with the shooting and death of Mr. Bell. In addition, AFPD and Crime Stoppers are contributing \$3,000 to the reward.

Marvin Bell was a 24 year veteran of the Melody Farms' driving team. Both Country Fresh and Melody Farms are owned by Dallas-based Dean Foods.

Anyone with information is asked to call Crime Stoppers at 1-800-SPEAK UP. The reward will be paid for information leading to the arrest and acceptance for prosecution of the suspects and will remain in force for six months.

The corporate initiative is patterned after a successful 30-year reward program between the Dallas Police Department and Schepps Dairy, a Texas-based sister company of Country Fresh. In the Dallas area, more than \$1 million in rewards has been posted and an estimated \$250,000 paid since the early 1970s.

"We were shocked at such a senseless assault and mourn with Marvin's family at our collective loss of such an upstanding family man. We are extremely interested in the arrest and conviction of these perpetrators for Marvin's family, but also for the future safety of all delivery drivers," said Country Fresh in a press release.

The Associated Food & Petroleum Dealers sends its heartfelt condolences to the Bell family and to Country Fresh Dairy.

Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

Kroger to sell ethanol

The Kroger Co. and ethanol producer VeraSun Energy Corporation announced that 20 Ohio and Kentucky fueling locations at Kroger convenience stores will begin selling VeraSun's VE85 ethanol blend.

Kroger is the first national retailer to offer VE85, according to a Kroger press release. With the addition of the 20 Kroger locations, VeraSun now has more than 100 retail fueling stations in 11 states and the District of Columbia selling VE85.

Headquartered in Cincinnati, Kroger currently operates nearly 2,500 supermarkets and multi-department stores

in 31 states, including more than 750 convenience stores and 650 supermarket fuel centers. Currently, Kroger has 40 locations offering E-85 in Texas, Ohio and Kentucky.

"The opportunity to offer VE85 at various Kroger locations is an important initiative in meeting our country's growing demand for renewable fuels," said Geoffrey Covert, president of Kroger's Cincinnati/Dayton division. "As the number of flexible fuel vehicles continues to increase, partnering with VeraSun allows us to offer our customers convenient fueling options."

- NACS Daily News

FTC says 2006 gas prices reflected market

Higher crude oil prices, increased demand, the lingering effects of damages caused by Hurricanes Katrina and Rita and the high price of ethanol were the reason for high gasoline prices in 2006 - not antitrust activities by oil companies, according to the U.S. Federal Trade Commission.

"The 2006 price increases were caused by a confluence of factors reflecting the normal operation of the market," the FTC said in a report delivered to President Bush on August 30, reports *Bloomberg News*.

There was "no evidence that refiners conspired to restrict supply or otherwise violated the antitrust laws," noted the report, and that the factors the

FTC cited for higher prices "adequately explain" the market.

"The FTC has looked at the same phenomenon, which occurs almost every year, year after year, and they get the same result," Joseph Simons, former director of the FTC Bureau of Competition, told *Bloomberg News*.

However, not everyone remains convinced.

"The oil industry, which posted record profits in 2006, should not view this report as in any way a vindication of its behavior," wrote FTC Commissioner Jon Leibowitz in a dissenting statement.

- NACS Daily News

What can AFPD do for me?

By Ed Weglarz

AFPD Executive Vice President of Petroleum

"What can my association do for me?" Well, let me tell you. Besides programs that will help you increase sales and margins on those sales, we have programs and plans that will help you save money on expenses that are required by the nature of your operation. You all have the "Member Services" section of the Food & Petroleum Report to refer to when you have expenditures to make. Use it.

Historically we spent time proactively attempting to promote legislation that would benefit our members. But, the tide has turned, and it's more like a tsunami, with proposed legislation, fee increases, and regulations that are being considered that are to the detriment of our members. Frequently we are defending against legislation that is not in the best interest of our members. It's almost as if our segment of retailing is a target for new sources of revenue.

In Ohio we have been working with other interested associations attempting to reinstitute the fuel exemption for the application of the CAT tax. We have met with State Representatives, retailers, jobbers, and accountants quantifying the negative financial impact of the multi-layered CAT tax upon our members. We met with staff members of the Ohio Attorney General's office and appealed the issues of exorbitant credit card fees upon our members, unfavorable delivery programs, unfair competition from company operations, and refiner control of retail gasoline prices. We met with the Bureau of Workers' Compensation to discuss the long-time lapse that occurs when trying to enter the Group Rating Plan of the AFPD, and the negative effect of inheriting a previous owners' unfavorable Workers' Compensation experience rating.

In Michigan we are meeting with the Attorney General's office regarding high credit card fees and to educate that office on the wholesale prices charged to our dealers. We are very disappointed that \$70 million from the MUSTFA Fund in May, 2007 is no longer available for



underground storage tank repairs. As a result, we are supporting legislation that will eliminate the MUSTFA fee that Michigan retailers now pay. We are crafting legislation that will relieve our members of some of the responsibility for UST releases, while restructuring the old MUSTFA program. We are fighting off proposed legislation that would require retail cigarette sellers to obtain yet another license and pay another fee.

At the national level we are seeking support from wide geographical areas objecting to the Automatic Temperature Correction scheme being promoted by Congressman Kucinich (D-Ohio) among others. We are working with the Bureau of Weights and Measures in both states attempting to bring to light some logic to this proposal. It's a solution looking for a problem. Cigarette tax increases have passed both the House and Senate at the national level, and we are lobbying for a presidential veto of this detrimental legislation.

So, when asked what we are doing, I'm proud to tell you that we are working diligently, and on as many fronts as possible to promote your best interests. With AFPD carrying on the fight for you in Columbus, Lansing, and Washington, D.C., we hope to keep your business profitable and successful.

Stay ahead of OSHA's machine guarding rules

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

Employers cutting corners with machine guarding could pay a huge price, because eventually someone's going to make a mistake and lose a finger – or worse.

A Berea, Ohio company found out the hard way recently when on a

busy day a worker got his hand in the wrong place at the wrong time and lost his thumb in a power press.

Kate Corp., a metal stamping plant with 60 employees, was the subject of an OSHA investigation and subsequently was cited for not providing machine guards on the sides and backs of 18 power presses. The company was also cited for

improper storage of gas cylinders and inadequate lockout/tagout training. The total fines assessed to the company totaled \$150,700.00.

Your safety director reminds you that machine guarding is the last line of defense between moving machinery and human flesh. Machine guards can prevent injuries when people make mistakes.

If your employees have not been trained according to OSHA standards, you could be facing costly injury claims and OSHA fines.

For more information or to schedule a training class, contact Howard Cherry, AFPD Safety Director, at (800) 798-2594. Source: Supervisors Safety Bulletin

No more stale donuts!

Auntie Em's frozen finished bakery products available from Liberty USA

Stop worrying if your daily donut delivery is going to show up. Auntie Em's Bakery, based in Lansing, Michigan, has been supplying convenience stores with delicious, high quality frozen-finished bakery products for over 30 years.

Liberty USA and Auntie Em's make it easy – just pull what you need from the freezer and thaw at room temperature for up to two hours, or overnight in your bakery case. There are no fryers, ovens, equipment, icings,

toppings or extra employees needed – simply thaw and sell. Since you control what you need each day, stale product is virtually eliminated. And, if you need more throughout the day, they're as close as your freezer.

"Auntie Em's makes a convenient variety case of donuts which is a must for every c-store since freezer space is in such demand," said Ken Sayers, Category Manager at Liberty USA, Inc.

Their full line of bakery products

includes multiple varieties of cake and yeast raised donuts, cream cheese iced cinnamon rolls, cookies and muffins. Auntie Em's also makes a full line of tasty old fashion donut holes in sealed, dome-lid cups. All Auntie Em's bakery products are made with the highest quality ingredients. The fillings, icings and toppings contain no preservatives and are generously applied to give your customers the best tasting bakery products around – and a reason to come back to your store for more.



For more information, please contact Karen Balliet, Liberty USA Food Service Assistant at (800) 289-5872 Ext. 1054 or email karen.balliet@libertyusa.com.



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Senator Cafaro hits the ground running as a freshman Ohio Senator

Ohio Senator Capri Cafaro

Democrat-32nd district

District covers Ashtabula and Trumbull counties

Committees

- Health, Human Services and Aging
- Highways and Transportation (Ranking Minority Member)
- Joint Committee on Agency Rule Review
- State and Local Government and Veteran's Affairs

By Kathy Blake

Ohio Senator Capri Cafaro, D-32 of Hubbard, is very involved in public policy, particularly for health care and the needs of older adults at the state and federal level. Although she has been active in politics for nearly 10 years, she first took office in January 2007 at the young age of 29. The fact that she graduated from college when she was 19 years old helps explain her fast career path.

She replaced Senator Marc Dann who left office to fill the position of Ohio Attorney General. Cafaro was appointed to complete Dann's Senate term, which will expire in December 2008. She will be eligible to run for a four-year term in next year's Senate election.

Gasoline Practices Oversight Commission

Senator Cafaro is a co-sponsor of Senate Bill 193 to create a Gasoline Practices Oversight Commission to study petroleum pricing and supply practices. The bill would also make the excessive pricing of gasoline an unfair and deceptive sales practice. This would be enforced by the Ohio Attorney General under Ohio's Consumer Sales Practices Act. (For more on SB 193, see page 10.)

Energy deregulation

Energy deregulation will be a focus in the legislature because the ten-year implementation of Senate Bill 3 of 1999 will end soon. "Now

we're facing the necessity to address this issue to stabilize energy costs. There is an industrial concern that energy costs will be too high. States including California and Maryland have seen bad effects because of full deregulation," said Cafaro.

The future legislation will take into account the growth of renewable sources like wind and solar. "We want to couple modified deregulation with a portfolio requiring that a certain percent of electric generation has to be renewable," said Cafaro.

Biofuels and bioproduct legislation

Senator Cafaro is also working on drafting a comprehensive bio-fuels/bio-products bill that will be the first step in making Ohio a leader in this emerging industry and stimulating both the agricultural economy and industrial base," said Cafaro. This economic stimulus package will call for a "green" purchasing program through the State of Ohio that will jumpstart the marketplace for bio-products. The bill will also call for the state sales taxes on flex fuel vehicles to be waived. This will work to make such vehicles more affordable to consumers, and in turn, increase bio-fuel consumption.

The growth of biofuels and bioproduct development depends on technology improvements. Soy and corn have been the main contributors to ethanol. Cafaro is seeking to address the need for increased research and development by calling for the creation of a bio-refinery prototype facility that can explore new and innovative ways to process bio-mass, including cellulous-based materials such as switch grass. Switch grass is a tall drought resistant grass that can be used to produce biofuels. "It is my hope that this bill will create a climate in Ohio to develop the bio-mass industry and create a new sector of good paying jobs," Cafaro said.

Public transit

As a member of the Highways and Transportation committee,

Cafaro has worked on long-term transportation infrastructure and public transit financing. Earlier this year, Cafaro was appointed to the Ohio Transportation Task Force and is currently serving as the Vice Chair of the National Conference of State Legislators Transportation Committee. Most recently she has been working on a bill that would create a Public Transit Funding Task Force to review public transportation funding in Ohio with the goal of improving the efficiency and productivity of our State's public transit systems. "We have very limited resources for financing public transit. We need to continue the finance debate," said Cafaro.

Background

Senator Cafaro attended a progressive elementary school and entered high school at the young age of 12. "It was a unique education experience that encouraged children to grow at their own pace and exposed them to different cultures," said Cafaro.

She received a Bachelor's of Arts degree in American Studies at the age of 19 from Stanford University and a Master's degree in Liberal Studies/International Studies from Georgetown University in 2001.

Prior to appointment as senator, Cafaro has worked on public policy pertaining to health care and the needs of older adults. While working on her master's degree, she was an intern for U.S. Senator Edward M. Kennedy (D-Mass) and U.S. Senator Al D'Amato (R-NY), where she worked on health care. Cafaro also studied comparative managed healthcare systems abroad in France.

She served on the Trumbull County Senior Services Advisory



Council and was a State Policy Liaison for Ohio with the National Patient Advocate Foundation. She was also a State Advocate Representative for the National Committee to Preserve Social Security and Medicare and served as a councilor for the Medicare Rights Center.

She started her own public relations firm in 2002, with most clients being not-for-profit.

She won the 2004 Democratic primary for US Representative of Ohio's 14th district but lost the election to Republican Steve LaTourette.

Senator Cafaro continued her interest in international affairs as an Economic Policy Associate for Global Action on Aging, an NGO with consultative status at the United Nations. As a participant in the Clinton Global Initiative, she developed a project on Anti-Corruption efforts in emerging democracies.

To reach Senator Cafaro, call (614) 466-7182, write Senator Capri Cafaro, Senate Building, Room #128, First Floor, Columbus, Ohio 43215 or email senatorcafaro@mail.sen.state.oh.us.

Ohio Governor calls for electric industry regulation

By Richard Ayish
AFPD Lobbyist

In an effort to manage potentially large increases in electricity costs to Ohio's consumers and businesses, Governor Ted Strickland has called upon the Ohio General Assembly to enact legislation to address the regulation/deregulation of the electric utility industry in Ohio. Although sweeping changes to the way Ohio regulates electricity generation and distribution were passed by the Legislature in 1999, Ohio consumers and businesses may face increased electricity costs in 2009 due to the expiration of the electric utility rate stabilization plans required by the

previously passed legislation.

Governor Strickland said the proposal would bring "predictability and stability to electricity pricing, and allow the construction of new generating plants if needed, upgrade system infrastructure, and encourage alternative energy sources, while allowing the utilities a reasonable profit margin."

The Governor has stated that the passage of this legislation is of the highest priority and he has asked legislative leadership to move swiftly in enacting his energy plan. "Our energy policy is not simply a matter of what we stand to lose," the Governor stated. "It is a matter of what we stand to gain - jobs. Energy can be

the catalyst for new jobs, bringing forth a new day, a new economy, a new Ohio."

Senate President Bill Harris and Speaker of the House Jon Husted released a joint statement saying: "The cost and availability of energy affects everyone -- families and businesses, large and small." The legislative leaders said that they looked forward to "evaluating its ramifications on all stakeholders and continue our efforts to create jobs and revitalize the economy of Ohio."

The Ohio Public Utilities Commission would be charged with determining the cost of electricity under the terms of the plan. The Governor stated that the rates would

be fair to all parties. "We think we have laid out a plan that is fair and balanced," the Governor said. "We think we have accomplished in our plan the elements necessary for predictable, reliable, sufficient, cost effective energy to be created in Ohio."

The Governor's electric regulatory proposal will be considered in the Ohio General Assembly, however the bill will be sponsored by a Republican member "by request" of the Governor. This is the same process that is used for the introduction of the biennial budget. The Governor has called for his plan to be enacted by the end of the year and if the legislative leaders agree, the fall session could be a busy one.

AFPD discusses gas pricing and supply issues

A delegation of leaders from the Associated Food and Petroleum Dealers (AFPD) recently met with officials from Ohio Attorney General Marc Dann's office to discuss gasoline pricing and supply issues. A wide range of issues

affecting independent dealers and their customers were presented to representatives from the anti-trust and consumer affairs divisions of the Ohio Attorney General's Office.

The goal of the meeting was to

educate and answer questions from the Attorney General's staff, and establish a direct dialogue with key staff members so they better understand the challenges that independent dealers face when dealing with their

suppliers. All parties agreed to continue communicating with one another as the Ohio Attorney General evaluates gasoline pricing and supply issues that effect Ohio consumers and independent dealers.



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* The Beverage Testing Institute, 10/07

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Ohio Grocers Association challenges CAT Tax ruling

The Ohio Grocers Association is appealing a Franklin County Common Pleas Court ruling that dismissed the association's claim that Ohio's Commercial Activities Tax (CAT) was an unconstitutional tax on the sale or purchase of food. The Ohio Grocers Association will

appeal the ruling to the 10th District Court of Appeals.

The Ohio Grocers Association believes that the application of the CAT to gross receipts of food violates provisions of the Ohio Constitution that prohibit taxing the sales of food for off premises consumption. The Franklin County

ruling reaffirmed the State of Ohio's position that the CAT tax is a business privilege tax.

State Tax Commissioner Richard Levin said that the Franklin County decision "protects the integrity of the tax." He added that, "We are pleased to see that the court recognized that it is a tax on the privilege of doing

business in Ohio, and not on specific commodities such as food."

The Ohio Grocers Association said it was disappointed with the Franklin County Common Pleas ruling, but the appeal to the 10th District Court of Appeals still needs to consider whether the CAT tax violates the Ohio Constitution.

BP to deal 34 properties

BP recently announced plans to spin off 34 Ohio locations, including 17 BP branded filling stations in the Cincinnati, Cleveland and Columbus regions, according to CSNews Online. The branded sites, to be auctioned to independent gasoline dealers or regional wholesalers, include two vacant parcels, two closed locations that could be redeveloped, with the rest available for commercial redevelopment. The sites are being sold through NRC Realty Advisors LLC with a sealed bid sale process, and the Cleveland Plain Dealer reported that the sales would include long-term supply contracts ranging from 10 to 15 years, and the sites would still sell BP gasoline. The deadline to bid is November 8, 2007, and NRC has announced a How-to-Bid Seminar to be conducted in Columbus on October 18. To make reservations, call (800) 747-3342, ext. 717.

PUSTRCB board meeting date set

The Petroleum UST Release Compensation Board will hold its final 2007 board meeting on November 14, 2007. The meeting is scheduled to begin at 10:00 a.m. but it is suggested that anyone interested in attending the meeting contact the Board to confirm the date and time. The meetings are held at the Board's offices located in the LeVeque Tower at 50 West Broad Street, Suite 1500, Columbus, OH 43215. For more information, contact the board at (800) 224-4659.



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Convenience stores shift business from wholesalers

Some convenience stores are increasingly turning away from wholesalers for their supplies and shopping at the same places as consumers.

Retailing giants like Costco and other smaller localized retail chains rely heavily on small businesses, such as convenience stores, for their membership. Large-scale wholesalers

once supplied merchandise that the stores would re-sell to customers but small businesses moving away from wholesalers are part of a shift in the supply chain, the *Toledo Blade* reports.

"The majority of my convenience store customers are shopping everywhere," said Matt Kinnee, manager of the Toledo branch of Detroit-based United Wholesale

Grocery Co. "They're cherry-picking."

One retailer that convenience stores are turning to is Costco, the nation's fifth-largest retailer, with annual sales of \$64 billion. Mark Facemire, assistant general manager of the Toledo store said the company works hard to recruit businesses into its rolls.

"It's a large part of what we do," he said. "It's how we got started."

Wholesale clubs often sell products in bulk packages unsuitable for the shelves of small convenience stores, Kinnee said. To combat the growing movement away from wholesalers, Kinnee said he will divide cases of canned goods in half to meet customers needs.

- NACS Daily News

More buyers shop on Sundays

As blue laws restricting retail businesses from operating on Sundays die out, many companies have found that Sunday sales rival Saturday receipts, *Newsday* reports. This increased foot traffic has some retailers offering extended Sunday hours.

"Five years ago, hardly any stores except supermarkets were open before 10, and most retailers didn't open before noon," Brit Beemer, chairman and founder of America's Research Group, told the newspaper. "Now you're seeing retailers open up at 10 a.m. because Sunday is such a big retail day. ... It doesn't affect the people who go to early church and run their errands and get home to watch the Sunday football game."

Initially, retailers hesitated to open on Sunday mornings because of church-goers, Beemer said. But increased competition from the Internet, among other reasons, caused the businesses to change their hours. "When sales get tough, their religious principles go away," he said.

Sunday shopping provides a convenience to consumers pressed for time. Nationally, Sunday receipts typically net approximately 13 percent to 14 percent of the weekly sales and customer traffic at shopping centers, behind Friday sales of about 16 percent or 17 percent, and the number-one revenue day, Saturday, which garners about 21 to 22 percent of the week's total sales, said Mike Niemira, an economist with the International Council of Shopping Centers.

- NACS Daily News

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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.

Thanksgiving is a time to reflect, give thanks and help those who have less. We are asking you to

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.

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Heaven Hill Distilleries, Inc. promotes Killoran, hires Gappy

Heaven Hill Distilleries, Inc. has promoted Keith Killoran to the position of Michigan Regional Manager in the Control States Sales Division.

Killoran started with Heaven Hill in 2004 as the Michigan State Manager. In his new role, he will manage implementation and execution of Heaven Hill sales strategies in Michigan. Killoran will continue to report to Jim Cotter, Control States Division Manager.

In addition, Heaven Hill has named Faye Gappy as Michigan Area Manager.

Previously, Gappy served Illinois, Indiana and Michigan as State Manager for Boisset America. Ms. Gappy has served the beverage alcohol industry for more than 25 years.

Founded in 1934, Heaven Hill Distilleries, Inc. (www.heaven-hill.com) is the nation's largest independent, family-owned marketer and producer of distilled spirits



products. Aging in its facilities is the second largest holding of Kentucky whiskey in the world. Heaven Hill's diversified portfolio includes: The Christian Brothers Brandies; Evan Williams Kentucky Straight Bourbon Whiskey; HPNOTIQ Liqueur; Whaler's Rum; Burnett's Gin and Vodkas; Dubonnet Aperitif; PAMA Pomegranate Liqueur; Agua Luca; Brazilian Rum Cachaça; Scotch Whiskies; Canadian Whiskies; vodka; gins; rums; tequilas; cognacs; liqueurs; cordials; and dessert wines. Heaven Hill is based in Bardstown, KY.

Spartan closing five Pharm Stores, one ExpressMart

According to *Supermarket News*, Spartan Stores of Grand Rapids is closing five of its Pharm discount drug stores and one ExpressMart convenience store. The decision was based on a comprehensive evaluation of the stores' performance trends, long-term growth prospects, ongoing capital requirements and lease expiration dates, the company said.

The company expects to record a pretax gain of approximately

\$800,000 from the sale of related assets in its fiscal 2008 second quarter. The Pharm retail stores are located in Napoleon, Findlay, Bowling Green, Lima and Port Clinton, all in Ohio. The ExpressMart convenience store is located in Mason, Michigan.

Following the closing of these retail stores, Spartan Stores retail store base will consist of 88 retail supermarkets and 14 Pharm stores.

Coke bottle slims down

Coca-Cola Co. has redesigned its trademark 20-ounce soda bottles to reduce plastic and better emphasize the bottle's iconic contour shape. The new design reduces the amount of plastic used by 5%, a move prompted by recent interest in environment-friendly packaging.

—*The Atlanta Journal-Constitution*

Heineken creates new drink for women

Heineken is launching a new cider ale for women. The drink, called Charli, is expected to be "the perfect alternative to beer and wine," Heineken says. It is specially concocted for those who don't like beer, and who don't entirely trust the quality of wine. Heineken said. The brewer plans to launch Charli nationwide in the summer of 2008.

—*NACS Daily News*

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Monthly Theme/ Promotion Schedule

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| 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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Sy's Market – celebrating 45 years of down-home friendly service!

By Michele MacWilliams

It was the spring of 1962 when Sy's Market opened on Nine Mile Road near Ryan in Warren, Michigan. Simon Yazbeck, his son Robert and the rest of the staff wore crisp white shirts and bow ties as they waited on customers from the growing Warren community.

"I can always remember the year we opened, because it was the same year that I got married," says Bob Yazbeck, who was 25 at the time, had come back from the Navy and was prepared to run the store with his father.

Sy's was the 13th store for Bob's father, Simon, who had made a career out of purchasing stores to operate for a few years, then selling them. "My father bought his first store when he was just 19. At the time he was single and liked to stay out late at night. Unfortunately he lost his first one but that didn't stop him," chuckled Bob. "He opened another store a few years later – in 1937 when he was ready to settle down – and never stopped after that." Bob said that there were times when the family had two stores and other times when they were between stores and his father would take a vacation.

Sy's Market was named after Simon Yazbeck – by taking his initials. Although Simon had two sons and a daughter who worked in the stores in their youth, only Bob chose to stay in the retail profession. That was the main reason that the

family ended up owning only one store. Sy's has been an AFPD member since it opened.

Bob purchased Sy's – and the strip mall that it anchors – from his father in 1975. In 1992 the store was expanded and remodeled, taking over two rentals to increase floor space. Although it doesn't appear so from the outside, Sy's Market now covers 11,800 square feet.

Bob's wife, Kathy, does the payroll and other bookkeeping for the store and the building. Their three grown children chose other professions.

Taking a stroll through Sy's Market brings back memories of times past. The earth tone color scheme, flooring, walls and shelving all have that familiar look of a store that has known its neighborhood for a long time. The friendly greetings by Sy's staff make everyone feel at home, regular customers – including second and third generations of the same families – and strangers alike.

"I enjoy what I do, the people are great," smiles Bob, who says that most of his customers come to Sy's because it is convenient. "Some come a few times a day." Many are people that have lived in the area all of their life and they stop in to pick up something to eat and partake in conversation.

"My staff is very friendly and they enjoy talking with the customers. We're part of the community," Bob adds.

Although Sy's has a loyal



Bob Yazbeck with Assistant Manager Kim Ledford.



clientele. Bob says that he still faces many of the challenges that other retailers face. Competition from big box retailers, coupled

with the increasing costs of doing business puts pressure on him as an independent retailer.

Still, the store prevails, offering fresh cut meats and competitive prices. They feature a one-dollar section to compete with dollar stores. Bob keeps Sy's overhead low, by carefully monitoring utilities and maintaining equipment.

Sy's Market continues to carry on the tradition of the corner grocery store, a concept that works well in its Warren community. Although the staff no longer wears bow ties as they did in 1962, the store still radiates that welcoming feeling that one gets when visiting an old friend.



New products, show specials at the AFPD

West Michigan Holiday Beverage Show



Absolut 100 debuted at the show. At 100 proof, it is an ultra-premium vodka that will retail at \$29.99.



Mark Woy, Lon Connery, Deb Maleski and Faiez Asmary show off their products in the National Wine section.



New to the market is Genesis, a premium wine made by Hogue. Genesis wines represent the culmination of a winemaking process that selects classic varietal wine grapes from some of the most distinctive vineyard sites in Eastern Washington State.



Codoruniu Rosé bubbled in pink!



Cold, smooth and wild, American Honey is a new liquor with a bourbon base.



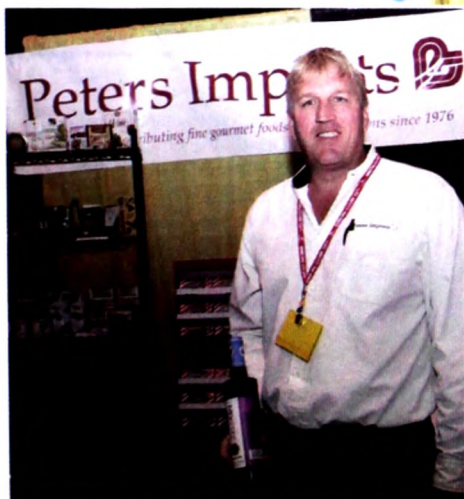
Kajmir is a brandy, vodka and vanilla specialty cordial that is expected to be a big seller this holiday season. It is available in a gift set with two martini glasses with no upcharge.



The specialty beers in the Kent Beverage booths were very popular!



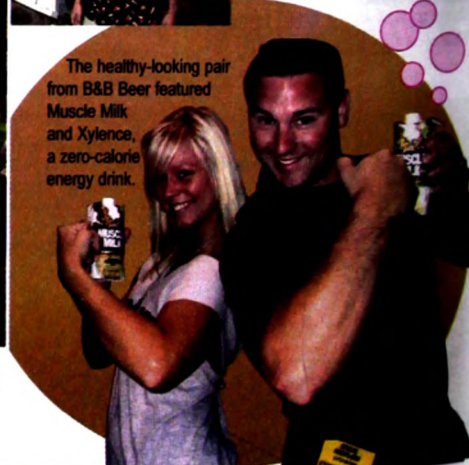
In December Courvoisier will launch Exclusif, the first major new Cognac for the company. It is made with 100 percent grand Champagne grapes. Mike Calvin shows off a bottle.



Ray Eggerding of Peters Imports showcased an array of gourmet foods. The company boasts over 6,000 specialty items warehoused in a 100,000 square-foot building in Grandville, Michigan.



Kent Rabish featured True North Vodka from Northern Michigan's newest micro-distillery, Grand Traverse Distillery. They even have a cherry vodka that became available the first week in October. Buy Michigan!



The healthy-looking pair from B&B Beer featured Muscle Milk and Xylence, a zero-calorie energy drink.



Charlie Arnold holds his Crane Lake Chardonnay and Cabernet. According to Charlie, Crane Lake is the largest selling wine in Michigan



Jose Cuervo has introduced a new, premium tequila that they call Platino. It is super distilled and will retail at \$59.99.



The popular Michigan Lottery booth held drawings for instant tickets!



The Tahitian Noni International team touted their Hiro energy drink.



There's a new cat in town! Cat's Meow is a wine made in the central coast area of California, but distributed exclusively in Michigan through Henry Fox Sales. Co-owner Peter Woods (pictured) is marketing the wine with billboards on I-75 and M-23.



Former Michigan Lottery Commissioner Jim Story has launched a new web design company named Story Line, which specializes in interactive websites for liquor stores, restaurants and bars.



Made from five classic Bordeaux varieties of Cabernet Sauvignon, Merlot, Petit Verdot, Malbec and Cabernet Franc, Robert Mondavi's Private Selection Vinetta is flavorful and complex.



The Jones Soda boys were festively decked in their trademark orange!



Customers are clamoring for organic products! UVIX is a new vodka that is distilled from organic, pollution-free grapes.

New products,
show specials
at the AAFP

West Michigan Holiday Beverage Show

Lottery drawings, winners are random—really!

By Tom Weber, Acting Commissioner
Michigan Lottery

Among the questions we get frequently at the Michigan Lottery are those related to the randomness of the drawings and in the case of instant games, the location of winning tickets. Let me assure you that winners of all Michigan Lottery games are selected in completely random processes.

These random processes for picking prizewinners are reviewed, observed, and certified by independent, third-party auditors whose only concern, like the Michigan Lottery itself, is the conduct of fair and impartial drawings.

Classic Lotto 47, Fantasy 5 and Keno winning numbers are drawn by a computer system known as a Random Number Generator. This system, which the Lottery has used for many games since October 2002, is the only mechanism by which winning numbers for those games are drawn. The RNG greatly reduces the chance of human error in a drawing and it is very quick to execute, which

enables us to include numbers for all games during our 60-second televised drawing broadcasts each evening.

Winning numbers for the Daily 3 and Daily 4 games, both the midday and evening versions, are selected using numbered pong balls in a more traditional style of drawing. Depending on the game, three or four of the balls are randomly forced into a chute and they represent the winning numbers for that drawing. The numbered ball method of drawing was retained for Daily games, which are among the Lottery's oldest games, after surveys of players indicated that was their preference. Mega Millions, the multi-state game in which Michigan participates, is also drawn with numbered balls.

It is important to note that the drawing is a drawing of numbers. It is not a drawing of cities, regions or anything else. The location of where a particular ticket is sold has no bearing whatsoever in determining whether that ticket wins a prize or

not. The Lottery cannot pick winners from specific areas of the state.

All Lottery drawings are conducted by a lottery drawing manager and witnessed by a third-party auditor. The equipment used to select the winning numbers is tested each and every time it is used. Ball sets are replaced on a continually rotating basis. Although the Mega Millions drawings are conducted in a television studio in Atlanta, Georgia, all of Michigan's online game numbers are drawn at the television studio of WDIV in Detroit.

When the Lottery conducts a live drawing at a public venue, such as a \$2 million drawing at a Detroit Pistons game, we use a prize wheel that has equal numbers of five different colored panels on it. The wheel has been warranted by the manufacturer and it is kept in a locked case prior to the drawing and is never removed from the case without a Lottery official being present. In addition, the wheel is tested before each drawing to ensure that it has an equal chance of

stopping on any one of the five colors.


All that said, it is important to note that because random activities are not controlled, it is possible that repeat incidences will occur on rare occasions. For example, the same numbers have come up in the Daily 3 and Daily 4 drawings, and multiple players have purchased Mega Millions tickets with the same easy pick numbers, making them all \$250,000 winners, and the prize wheel has landed on the same color more than once. In the case of the Michigan Lottery, the element of chance, or randomness, is what our business is all about.

Upcoming Instant Games:

Retailers will want to take note that on Oct. 15, we will launch a \$2, "1 VS 100" instant ticket. Based on the popular TV show, this ticket will feature prizes of \$10,000. And, as an added bonus, the game will include a

Lottery,

Continued on page 24.



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AFD Foundation scholars say thanks

The AFD Foundation, Inc. was pleased to award 30 scholarships to deserving Michigan students at its annual golf outing on July 18. Thanks to a joint effort that included our Eagle Golf Sponsors and the Pepsi Bottling Group (PBG), the AFD Foundation was able to continue its annual scholarship program.



Editor's note: The letters below were written from the AFD Foundation 2007 scholarship winners and were sent to their sponsors, with copies to AFD. It is evident by these notes, that the foundation scholarship program is inspiring a group of grateful students that are on the path to become successful adults.

Thank you very much for sponsoring me for the AFD Foundation Scholarship. The money is much needed and will go to good use. I appreciate you taking the time to not only be a part of the scholarship program, but to come to the scholarship dinner and meet me. Thanks once again, Janelle E. Smith

I would like to thank you greatly for sponsoring me and allowing me to become a scholarship recipient. As the years pass and this country develops, education becomes increasingly important for success. The cost of higher education serves as a great burden for students all over the nation, which is why your contribution and support is very important in my progression forward.

I am sure you recognize the great amount of help you have given me, so once again, I thank you. Sincerely, Jeremy Farida

My name is Elizabeth Bratschi and I wanted to thank you for being my sponsor through the AFD Foundation Scholarship. I am attending Michigan State University as a junior this fall and the check for \$1,500.00 will help immensely toward my tuition. Thank you again! Sincerely, Elizabeth Bratschi

I would just like to write a small note thanking you and the entire Country Fresh Company for the generous contribution made towards my education. I am very grateful for the \$1,500 that I was able to put toward my tuition. I appreciate your company showing interest in the education of local students. Once again thank you for sponsoring my AFD Foundation scholarship. Sincerely, Jonathon Boljesic

My name is Monica Seymour and I am a recipient of the AFD Foundation Scholarship. I am writing to thank you and let you know how truly grateful I am to receive this scholarship. I am the first person in my family to pursue a four year degree, and you have helped make this dream a reality for my family and me. This scholarship will significantly enable my engineering career and I know that it will not go to waste. Sincerely, Monica Seymour

I wanted to thank you for sponsoring my AFD Foundation Scholarship this year. I enjoyed meeting you at the banquet and appreciate the support and words of encouragement from everyone I met that afternoon. With the skyrocketing cost of college, it would be virtually impossible for me to attend the University of Michigan this fall without the very generous support of North Pointe Insurance Company and the AFD Foundation. Again, thank you for your support. Very truly yours, Wade L. May

Just wanted to say thank you for the \$1,500 scholarship you sponsored me for through the AFD Foundation. It will be put to good use this 2008 school year. I will be finishing up my Business Associated degree and continuing my knowledge in my major degree of Automotive Engineering/Technology department in experimental classes like race engine building and machining class. I will be attending Lansing Community College in Lansing Michigan. I am truly thankful for this money you have provided. Sincerely, Jake Bratschi

I would like to thank you for selecting me as a 2007 AFD Foundation scholarship recipient. I am very honored to have received such an award, knowing that I am just one of the many hard working and deserving students at the University of Michigan. Having received this scholarship stands as a continued reminder that my hard work and dedication to achieving academically are certainly paying off. I will continue to work hard to gain success at the University of Michigan. Again, thank you very much for this award. Sincerely, Chrsty Sulaiman

As a recipient of the Pepsi Perpetual Scholarship, I would like to thank you and all those on behalf of the AFD Foundation that sponsored me in receiving this scholarship. I believe that in order to make it in the world, one needs to have a good education. To get that education you need money. I sincerely appreciate all those who helped to consider me as a recipient and took seriously how important the next few steps I take in my life are going to be. I take pride in knowing that there are people who recognize my potential and chose to support my financial as well as educational endeavor. I began my collegiate career this past June at the University of Michigan in Ann Arbor and I can say with great certainty that you can expect and will see great things from me. Thank you once again. Sincerely, Adesola Holmes

Thank you so much for sponsoring the AFD Foundation Scholarship I received. The scholarship has helped me out a lot in my first year of college. Thanks again! Sincerely, Dana N. Cook

I am very humbled to be receiving this award. The scholarship will be assisting me a great deal in the upcoming school year. With each passing semester of classes the quantity of required reading material seems to increase. I plan on using a portion of this scholarship to purchase my books. The amount that is left over will be applied toward my tuition. I am currently working as a marketing intern for Arvco Container Corporation. I really enjoy the work I do there. I am gaining valuable knowledge as well as work experience in my chosen field. I have always enjoyed working in the food industry and am looking forward to completing my degree and starting my professional career.

Again, thank you for this scholarship, it means a great deal to me. Sincerely, Justin Tonti

It is such a great pleasure to write you this letter of thanks. I was a recipient to receive the AFD Foundation Scholarship award. I graduated from Lewis Cass Technical High School class of 2007 where I studied the forms of music.

Throughout my matriculation at Cass I served as president of choirs and performed in several ensembles such as the well known V-Jettes (vocal jazz show choir) performing all over Michigan. I love to sing. It is such a passion for me to perform. I want to continue studying music at Wayne State University. I want to give back to the community in having a degree in something I have such a passion for and teaching children how to use their craft like myself. I would also like to specialize in conducting as well so I can conduct a choir maybe even a full orchestra.

I will be looking forward to keeping in contact with you informing you about my progress at Wayne State University. I will continue on the path of success with hard work and dedication. Words cannot express how thankful I am that you believe in our future by donation to this foundation. I plan to follow in your footsteps by making someone else's dreams become a reality.

Take Care, Ms. Thisha Grant

I would like to thank the AFD Foundation and National Wine & Spirits Corp. for giving me a scholarship to use toward my college education. I am going into the pre-med program at Wayne State University and that's where the scholarship money will be used. I received the scholarship due to my hard work and effort, and I will continue that trend throughout my college career. The AFD Foundation program that you are a part of in offering scholarships gives students the motivation and confidence to go to school and succeed in life. I am blessed and lucky to have been sponsored by you and National Wine & Spirits Corp. Thank you once again and God Bless! Sincerely, Brandon Shoukri

I would like to take this opportunity to offer my sincere gratitude for the generous scholarship that your company has awarded me. It is greatly appreciated. This fall I will be attending Calvin College in Grand Rapids, MI. I plan on taking mostly general education courses before I decide on a major. Currently I am leaning towards either English or Communications. I hope that the upcoming year will be one of growth and newfound knowledge. Once again, thank you very much for your support of my college education; it is by your generosity, and the generosity of others like you, that so many are able to enjoy an education at the university level. I am sure that your kindness has touched a great many lives. Thanks again. Sincerely, Ryan DeVries

Thank you for sponsoring me through the AFD Foundation Scholarship fund. I will do great things during my college years and have many successes. I appreciate all that you have done for me. This is a great accomplishment that I have encountered.

The banquet was a lot of fun. I had a great time meeting all the corporate sponsors. I truly enjoyed it. Thank you again for leading me in the right direction to accomplish my goals. Sincerely, Laura Matta

Thank you for the scholarship which your foundation recently awarded me. I am very grateful to you and to the Miller Brewing Company for giving me an opportunity to continue my education. I am overwhelmed by the honor and intend to put all my efforts into making the scholarship a valuable aid. Sincerely yours, Roger Rojas-Suarez

Universal Wholesale brings the world to your store

By Michele MacWilliams

Spiraling utility costs, coupled with an uncertain economy has left many Michigan and Ohio retailers in a quandry. If they raise prices to help recover some of their additional costs, their customers are likely to buy less or go elsewhere. Competition continues to heat up as dollar stores, warehouse stores and big box retailers each take a bite out of the market. So what is an independent retailer or convenience store to do?

One answer is to check out the offerings at Universal Wholesale. Located on Eight Mile Road just west of Greenfield in Southfield, Michigan, Universal's 145,000 square-foot warehouse holds products for just about every type of convenience store, grocery store, gas station or supermarket. Competitive prices help retailers hold down their bottom line while the enormous selection of ever-changing merchandise means there is always something new.

Started in 1986 by Joe Zaitouna, Universal Wholesale has grown from a small, 7,500 square-foot warehouse business on Gratiot at Six Mile Road in Detroit, to one of the largest distribution centers in the area. Joe originally set out to be a chemical engineer, but after graduating from the University of Detroit, he found that it was difficult to find a job in his field.

Joe is originally from Iraq, where his family owned a sesame butter (rashy) production company. He moved to the U.S. for college and worked in retail stores in the Metro Detroit area owned by his relatives

while going to school.

Drawing on his experience in the stores and also the knowledge he received growing up in a family that owned a business, Joe seized the opportunity to go out on his own.

After seven years in Detroit, Universal grew out of its facility. In 1993 Joe moved Universal to a building in Hazel Park and then to Ferndale, where his warehouse was 50,000 square feet with an additional 25,000 square-foot storage facility. However, the two buildings were often logistically awkward, and Universal continued to grow.

In 2004, when a Home Depot on Eight Mile Road just west of Greenfield in the city of Southfield decided to change locations, Joe bought the building and consolidated.

Today Universal Wholesale provides a wide variety of merchandise to dollar stores, grocery stores, gas stations, party stores and other businesses across Michigan, Ohio and in the Chicago area. Joe has eight delivery trucks that service over 2,000 customers and also a very strong cash and carry business. Customers can come to the warehouse and see samples of Universal's 12,000 items in a 10,000 square-foot showroom.

Why do business owners choose to buy from Universal Wholesale?

"Customers are always number one," says Joe. "We provide the best customer service in the business. Fast and efficient."

Selection is another major reason. The company carries over 12,000 items including non-perishable food, candy, health and beauty aids and a full line of cleaning products,



Joe Zaitouna in his Universal Wholesale office.



glassware, t-shirts and hosiery. They also have a full line of paper products, party supplies, stationary and back-to-school supplies. You will also find tobacco products, phone accessories and batteries from value to national brands.

"We look for the best deals to bring good quality at a very low cost to the store," says Joe. "We are also very heavy in dollar store products."

Universal Wholesale is also known for its full line of seasonal items. Joe spends a great deal of time merchandising products, so that his customers can be assured that the products that they purchase from Universal won't stay on their shelves.

Joe loves to travel and owning Universal Wholesale has given him plenty of opportunity to see the

world. He travels for business, to find the best items at the best prices for his company. But he also loves to travel with his wife for pleasure.

So what is next for Joe and Universal Wholesale? "We are planning to open one of the largest cash and carry stores in Michigan next year," Joe explains that it will occupy the space where Home Depot's garden center once stood. Inside, customers will find a full line of tobacco products, frozen foods and dairy items in addition to his vast array of merchandise.

With the huge assortment and the continuously changing variety, a trip to Universal Wholesale may be just the thing needed to introduce variety and increase sales. For more information, call Universal Wholesale at (248) 559-7700.



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Lottery.

Continued from page 20.

second chance drawing in which one player will win a Panasonic Home Theater System. Players can enter by submitting three non-winning 1 VS 100 tickets online at the Lottery's VIP Club, Player City (www.playercity.net). This ticket is sure to be a top seller.

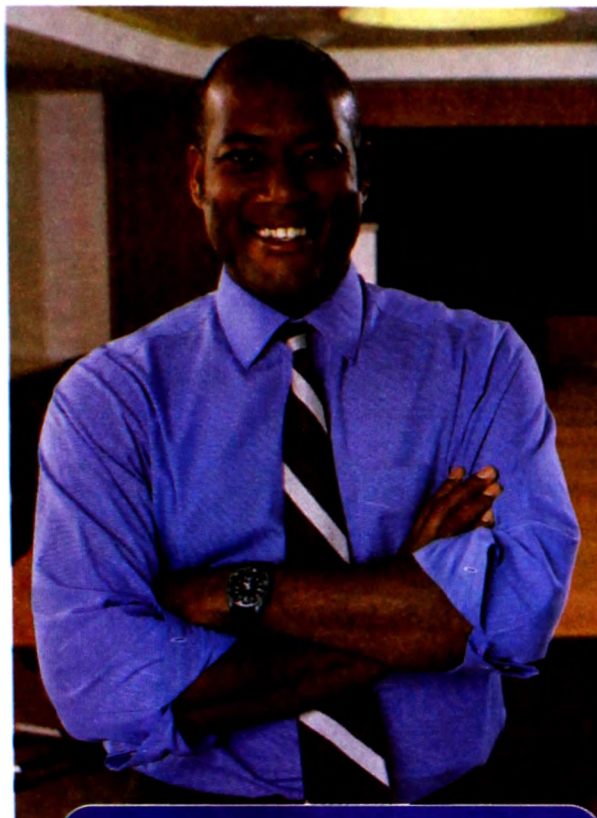
Instant games on the horizon for

October 1 include Thrills, Chills & Bills, a \$2 ticket with top prizes of \$31,000; Quick Million, a \$10 game with top prizes of \$1 million, and no prizes under \$20; and Bingo Multiplier, a \$2 game with \$25,000 prizes. In addition to 1 VS 100, watch for Cash Doubler on October 15, a \$1 ticket with top prizes of \$2,000.

Also, home delivered newspapers in select areas throughout the state on Sept. 16 featured a coupon

for a free \$2 instant ticket with the purchase of a \$40 Million Spectacular ticket.

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.



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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 level, vacant. Roscommon County, MI. Possible supermarket location in the center of town. \$295,000 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 & LOTTERY. Located in city of Plymouth. 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) 580-8505.

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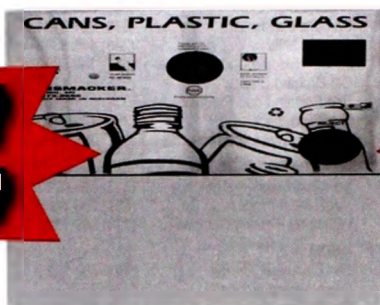
WE NEED—Outdated, close dated and discontinued products—food, candy, juices, etc. \$\$\$ Phone 313-491-1500. 100% tax write-off also available.

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Mini 3-in-1



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| STYLE | WIDTH | HEIGHT | DEPTH |
|-----------------------------|-------|--------|-------|
| Front Unload W/Side Glass | 67" | 72" | 34" |
| 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 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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Citizens Bank (248) 324-8537
Comerica Bank (313) 222-4908
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LaSalle Bank 1-800-225-5662
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Michigan Merchant Services MoneyGram (517) 292-1434
(614) 876-7172
Peoples State Bank (248) 548-2900
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7UP / American Bottling (313) 937-3500
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Paramount Bottling (517) 853-2443
Pepsi-Cola Bottling Group
- Detroit 1-800-368-9945
- Howell 1-800-878-8239
- Pontiac (248) 334-3512
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Petitpre, Inc. (586) 468-1402

Powers Distributing Co. Inc. (248) 393-3700
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Brehm Broaster Sales (989) 427-5858
Culinary Products (989) 754-2457
DCI Food Equipment (313) 369-1666
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
Martin Snyder Product Sales (313) 272-4800
MSI/Bocar (248) 399-2050
Petro-Cor Corporation (216) 252-6800
Taylor Freezer (734) 252-2535
TOMRA Michigan 1-800-610-4886
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) 871-5095
Cox Specialty Markets 1-800-648-0357
D&B Grocers Wholesale (734) 513-1715
Derby Pizza (248) 650-4451
Eby-Brown, Co. 1-800-532-9276
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) 868-5600
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
Lipari Foods (586) 447-3500
Mexicantown Wholesale (313) 554-0001
Nash Finch (989) 777-1891
Nat Sherman (201) 735-8000
Nikhlas 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) 635-4411
Royal Distributors of MI (248) 350-1300
S. Abraham & Sons (616) 453-6368
Sara Lee Foods US (586) 586-3386
Shaw-Ross International Importers (313) 873-7677
Sherwood Foods Distributors (313) 366-3100
Spartan Stores, Inc. (616) 878-2248
SUPERVALU (937) 374-7609
Tom Maceni & Son, Inc. (313) 568-0657
Total Marketing Distributor (734) 641-3353
United Wholesale Dist. (248) 356-7300
Value Wholesale (248) 967-2800
Weeks Food Corp. (586) 727-3535

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