

Just In

Lottery Bill introduced

August, House Bill 5102 was introduced by the Michigan House of Representatives, by Rep. Barbara Farrah, that would prohibit the practice by retailers of increasing Lottery payouts at their own expense. AFPD Chairman Fred Dally wrote an editorial in the July edition of this publication urging a change in the law regarding this practice.

"We know that some stores will up the ante on Lottery payouts by subsidizing the winning tickets. They promote this activity in order to create more customer traffic and additional Lottery sales. When their neighboring store discovers that they have raised payouts, the competition raises them even higher. Not only is this not good for your business, this situation will lead to a rift between the Michigan Lottery and retailers," Dally wrote in his editorial.

"AFPD is very pleased to see that Michigan's legislature has responded to our request for a change in the law to prohibit this practice," Dally said. "We look forward to working with them and with the Lottery Commission as this legislation moves forward."

Putting around for a good cause

A few showers in the morning cooled down the summer day to create excellent conditions on July 26 for the AFPD/Liberty USA Ohio Golf Outing 2007. Golfers enjoyed 18 holes on the beautiful Weymouth Country Club in Medina, Ohio, and a delicious dinner afterward. Proceeds from sponsorships went to fund academic scholarships for AFPD Ohio members.

"We wish to thank all our Golf Outing sponsors. Through their generosity we were able to award three students with scholarships. AFPD couldn't do this without them!" explained Jane Shallal, AFPD president.

Scholarship recipients are:



(l to r) Gene Zwick, Liz McGuirk-Lamarca, Gary McGuirk Jr., Matt McGuirk of Liberty USA and Paul Elhindi, AFPD Board Member and owner of Lyndhurst Valero enjoy a day outside. More photos on page 7.

Jacqueline DelBrocco from Bainbridge Shell, who is attending Whitenburg University; Jennifer Beals of Hartsgrove BP who attends Ashland University and Michael Budd of Martinsburg Marathon who is attending Ohio State University. Congratulations to all!

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Knowing which products will fly off the shelves and which ones will collect dust can make or break a retail store's most important sales season – the holidays. Each September, AFPD presents its two Holiday Beverage Shows so that retailers can see and sample new products and take advantage of show specials.

Our first holiday show took place in Grand Rapids on September 12. Now, it is time for AFPD's most popular and largest holiday show in Southeast Michigan at Rock Financial Showplace in Novi on September 25 and 26.

So what exactly is a Holiday Beverage Show?

"It's a trade show that is designed to give retailers an opportunity to see

and taste new products and learn about the latest beverage trends in liquor, beer, wine, soda and water," states Cathy Willson, AFPD Special Events Director. "Most importantly, it gives our retailers an opportunity to place orders for products that are packaged especially for the holidays and take advantage of show specials," she adds. More information begins on page 18.

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Check Collection,
Continued on page 8.

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You can make a difference – politically



By Jane Shallal
AFPD President

AFPD is the voice of the food, beverage and petroleum industries in the political process. Our members take part in the political process in a variety of ways, from our government affairs programs designed to educate and influence elected officials on key issues, to political action by members through financial contributions to support selected political campaigns through AFPD Political Action Committee (AFPD PAC) contributions.

Many decisions about the food, beverage and petroleum industries are made in the political arena. Political Action Committee money is used to protect and improve our industry when these decisions are made. AFPD's PAC is your voice in politics. The AFPD PAC works within the election process to further the goals of this Association through direct involvement in supporting candidates for state senate and house of representatives who share our views on legislation important to the industry. We receive numerous requests each month for donations from campaign committees of state legislators. To adequately respond to these requests, we need to rely on our PAC.

I am aware that some of you make individual donations to political candidates. But we as an Association must also be effective by having a PAC to speak for you as part of a larger industry. The AFPD PAC enables members to participate more effectively in the political process by combining resources in contributing to the campaigns of state candidates and legislative leaders who support government

policy positions that favor the food, beverage and petroleum retail industries.

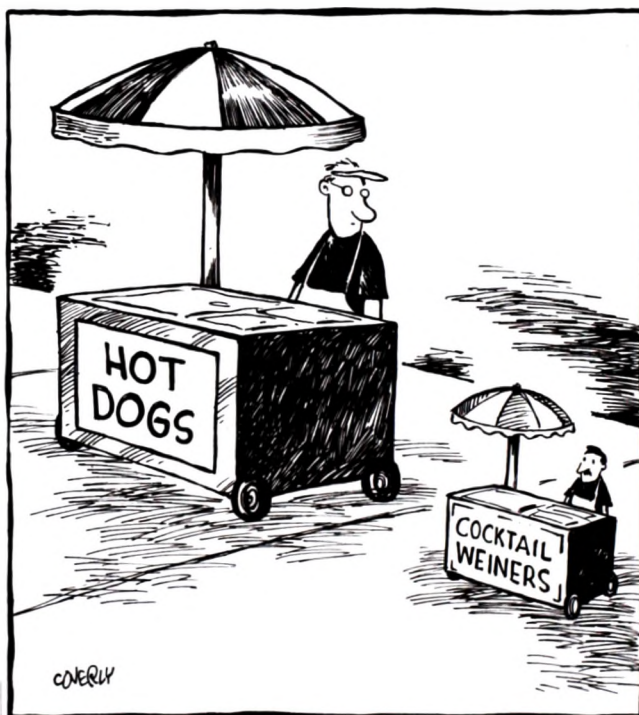
Our AFPD PAC is bipartisan. Party affiliation is not the issue, a candidate's or legislator's stand on our issues is. A committee of Board members reviews requests for contributions and evaluates candidates' public policy positions on issues central to AFPD member businesses. Political donations are based on guidelines such as voting records of incumbents. All member contributions are used solely for contributions to candidates for state office and none of the money is used for administrative costs or national campaigns; 100% of the AFPD PAC contributions go toward political action.

The only source of funding for the AFPD PAC is member donations. We cannot use membership dues or transfer funds from our general account to the PAC. Nor can we accept corporate donations. The AFPD PAC will directly impact AFPD's ability to lobby legislatively and impact upcoming legislation. When you contribute to the AFPD PAC, you help ensure the industry's involvement in the decision-making process. By working together to elect people who value your business, we will have set the stage for positive outcomes.

You can make a difference politically. We ask that you make one yearly contribution to the AFPD PAC. As part of this effort, I will be sending out a letter requesting your help. Participation in the AFPD PAC is completely voluntary. However, your contribution will ensure AFPD's effective participation on your behalf in the political process. To contribute to PAC, please make your payment to AFPD PAC, Michigan (if located in Michigan) or AFPD Ohio PAC (if you are located in Ohio) and mail to: 30415 W. Thirteen Mile Road, Farmington Hills, MI 48334. Only personal check or money orders are allowed (corporate checks are not allowed). Your support and participation is greatly appreciated.

The Grocery Zone

By David Coverly



Contact AFPD:
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Granholm appoints Weatherspoon to LCC

Governor Jennifer M. Granholm announced the recent appointment of Donald B. Weatherspoon to the Michigan Liquor Control Commission. Weatherspoon, of Haslett, is an adjunct associate professor at the School of Criminal Justice at Michigan State University.

The Liquor Control Commission controls the alcoholic beverage traffic

and consumption in Michigan.

Dr. Weatherspoon earned a B.S. from Michigan State University in Police Administration, an M.A. from Eastern Michigan University in Early Childhood Education and a Ph.D. from the University of Michigan in General Education Administration. He has previously served as the Special Assistant to the Director of the

Michigan Department of Corrections, Chief Deputy Director of Michigan Family Independence Agency and Assistant Superintendent of the Michigan Department of Education.

Weatherspoon is appointed to represent independents for a term expiring June 12, 2010. He succeeds James M. Storey whose term has expired.



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Calendar

September 12, 2007

AFPD West Michigan Holiday Show
DeVos Place
Grand Rapids, MI
Contact: Cathy Willson
(248) 671-9600

September 25 & 26, 2007

AFPD S.E. Michigan Holiday Show
Rock Financial Showplace
Novi, MI
Contact: Cathy Willson
(248) 671-9600

November 15 & 16, 2007

AFPD Annual Turkey Drive
Contact: Michele MacWilliams
(248) 671-9600

October is...

- Cook Book Month
- Hunger Awareness Month
- National Apple Month
- National Caramel Month
- National Chili Month
- National Cookie Month
- National Dessert Month
- National Pasta Month
- National Pizza Festival Month

Statement of Ownership

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AFPD works closely with the following associations:

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NACS
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FIAE
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NCA
NATIONAL CREAMERY ASSOCIATION



Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

Maximizing sales, profits and opportunities



By Ed Weglarz
AFPD Vice President of Petroleum

The retail gasoline climate has never been more competitive nor has it presented more hurdles for us to clear. Profits on gasoline sales are small or non-existent; we

need to concentrate on maximizing opportunities in other areas of our business. Those opportunities may lie in increasing sales, increasing margins, and/or reducing expenses. Oftentimes I compare our business to painting a moving train. The retail challenges are changing day-by-day and you need to change with them.

You are involved in a nickel-and-dime business. You need to plan, organize, and control your costs and your sale prices for ALL products and services. I see water priced from 89 cents to \$1.39 for the very same brand and quantity. You should shop the competition and maximize your income on each and every item. While the consumer might be price conscious on certain items, they are not aware of prices on all offerings in your store. Furthermore, your supplier isn't bashful about increasing the wholesale cost to you, and adding on a "fuel surcharge." In order to remain profitable, we must

pass all those increases onto the consumer.

Buy right! Take advantage of quantity discounts; ask for consideration for quicker payment of invoices. Shop your supplier in the same manner that your customer shops you.

Take advantage of the services and products offered by your association. While all services may not apply to your business, many will help you save money on the expenses side of the ledger.

Ask your customers what products and/or services they would like you to carry. Many times you'll find a niche market unserved by your competitors.

Keep your store clean and appealing. Be aware of the **IMAGE** you project.

TRAIN & retrain your employees on the benefits of upselling to the customer.

Get involved with the **COMMUNITY**. People like to do

business with people that they know. There is no better way to get people to know you than participation in community events. And it differentiates you from all other businesses with similar offerings.

Remember, you're operating a business. Provide good service and quality products; and charge appropriately. Refrain from give-aways to friends and relatives. You are in business to support your family, pay your employees and provide needed services, don't become a charity.

Be **PROFESSIONAL**. You won't be bashful about charging if you are providing fast, efficient service in a polite manner with trained employees. Customers will show their appreciation by patronizing your store.

You need to control the elements that you can control. You can control the issues we discussed here; raise your head high and give the motoring public a reason to do business with you. Outclass the competition.

POS data security is serious issue

By Michele MacWilliams

In the September issue of the *Food & Petroleum Report*, we published an article titled "POS terminals pose threat to data security." The story was taken from information provided by IDG News Service and was picked up and printed in many petroleum trade publications.

IDG cited a study by Gartner, Inc. which found that many point-of-sale (POS) terminals pose a security threat to customers because they store credit card data. In the hands of sophisticated hackers and counterfeiters, the data collected from the magnetic stripe is enough to create a replica card.

However, other experts in the industry disagree with those findings. According to AFPD member, Vince Jarbo of Marketplace

Solutions, most newer POS systems provide the needed security to keep cardholder information safe as long as they are installed properly.

"Many older systems may and will have issues, but if you go through a reputable company, that will make sure your system is up to date and meets the compliancy standards your POS terminals should be safe," he says, adding that the larger software companies spend a great deal of time and money to make sure that their products are compliant and secure.

Jarbo says that there may be small companies that have developed software that doesn't comply, but retailers can rest assured that if they purchase from a reputable company, they should have no security breach issues.

"Visa provides a 12-step Payment Card Industry Data Security

Standard. POS Providers, like Marketplace Solutions, that adhere to these standards keep credit card information safe," Jarbo says. He recommends that retailers ask any potential POS provider if their systems comply with Visa's standards before they make a purchase.

Visa's 12 requirements are detailed in a lengthy document, but the titles for each step are as follows:

1. Install and maintain a firewall configuration.
2. Do not use vendor-supplied defaults for system passwords and other security parameters.
3. Protect stored data.
4. Encrypt transmission of cardholder data and sensitive information across public networks.

5. Use and regularly update anti-virus software.
6. Develop and maintain secure systems and applications.
7. Restrict access to data by business need-to-know.
8. Assign a unique ID to each person with computer access.
9. Restrict physical access to cardholder data.
10. Track and monitor all access to network resources and cardholder data.
11. Regularly test security systems and processes.
12. Maintain a policy that addresses information security.

If the company that a retailer uses doesn't set up the system to comply with these requirements, then Jarbo recommends looking for a different provider.

Holy Cold Cow

Liberty USA announces Ohio ice cream program

By Paul R. Harvey
Ohio Correspondent

How would you like to make your convenience store selection a lot cooler? Liberty USA has the scoop on a brand new ice cream program featuring Cold Cow Ice Cream products for Ohio members.

Liberty USA's, c-store supply program, recently launched their full scale, full service ice cream program with a large variety of premium 56 ounce pints, 8 ounce products, and a full line of novelty ice creams. "Cold Cow Ice Cream is family-made with over 100 years of experience behind every product," said Gary McGuirk, Jr., president of Liberty USA.

The program, under development for over a year, includes competitive warehouse delivered pricing and exciting perks for stores that select Liberty as their primary ice cream supplier. Qualifying buyers will receive a novelty freezer chest and a one-door or two-door stand up

freezer at no charge. A full maintenance and service package is included for stand-up freezers.

Cold Cow retailers will be pleased with Liberty's array of marketing tools including POS banners, decals and signs at no charge, billboard advertising, and the Cold Cow Van and marketing team that is available for new store openings and taste-testings.

For more information about Liberty USA's Cold Cow Ice Cream program, contact your Liberty USA representative. To join the Liberty USA C-store Supply program contact AFPD's Membership Directors Ron Milburn (southern Ohio) or Doug Jones (northern Ohio) at 1-800-666-6233.



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Is OSHA knocking at your door?

Avoid six common mistakes during a safety inspection

By Howard Cherry, CECM
Environmental Services of Ohio

Do you know your rights when working with OSHA during an inspection? Knowing your rights and how to conduct yourself during an inspection is the key to a successful inspection.

Avoid these common mistakes when OSHA comes knocking on your door.

1. **You take their word for it.** OSHA inspectors have to provide proper identification to you. You have a right to examine their badge and business card, and you should. There have been recent stories of people posing as agency inspectors to defraud business owners so be sure to check credentials.
2. **You don't want to bother senior management, legal advisers or your safety consultant.** Before the inspection begins, the inspector must wait, what OSHA considers a "reasonable amount of time" for you to contact your senior management, legal counsel or safety consultant. It's important to contact these people to help you and your company make the best decisions when working with OSHA.
3. **You have an "I have nothing to hide" attitude.** Don't give an inspector free reign over your facility because you feel confident in your compliance efforts. You may think you are showing good faith, but

what you are really doing is waiving important legal rights that have been set up to protect you.

4. **You don't find out why they're there.** OSHA must have legal cause to inspect your facility. You have a right to ask the inspector about the reason for the visit, and you have a right to an answer. Inspections are usually triggered by a serious accident, a programmed inspection or an employee complaint. If there was an employee complaint, you have a right to see a copy of it. Use this information to help you determine the scope of the inspection.

5. **You just shake on it.** If an inspector requests documents from you, get it in writing, even if the request is in handwriting. The point is to avoid getting cited for withholding documents — a citation that is becoming more common with OSHA. Also, don't ever give the inspector the original copy of documents. Make a copy for the inspector and then a copy for yourself so that you know exactly what was given to OSHA.

6. **You let them wander around.** OSHA has limited probable cause to inspect, so if the complaint is about a machine, take the inspector through the facility in the most direct way to that machine. Everything in plain sight is fair game and open for inspection, so be sure to walk with the inspector to where he or she needs to go and nowhere else.

Workplace violence information available

By Howard Cherry, CECM
Environmental Services of Ohio

Violence in the workplace is a serious safety and health issue. Its most extreme form, homicide, is the fourth leading cause of fatal occupational injury in the United States.

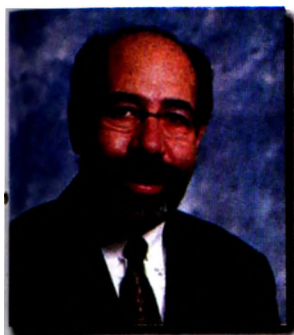
Environmental conditions associated with workplace assaults have been identified and control strategies have been implemented in a number of work settings. OSHA has developed guidelines and

recommendations to reduce worker exposures to this hazard but is not initiating rulemaking at this time.

The following brochure titles, relevant to workplace violence, are available from your safety director's office upon request: What OSHA standards apply? Where can I learn more about workplace violence? What are possible solutions to prevent workplace violence? What additional information is available?

To order these materials, contact Howard Cherry, Environmental Services of Ohio, at (800) 798-2594.

Ohio Senators look to create Gasoline Practices Oversight Commission



By Rick Ayesh
AFPD Lobbyist

A dozen Ohio State Senators from both political parties have joined together to co-sponsor legislation to create a commission to study petroleum pricing and supply practices. The proposal would also make the excessive pricing of gasoline

an unfair and deceptive sales practice with violations enforced by the Ohio Attorney General under Ohio's Consumer Sales Practices Act. The introduced version of Senate Bill 193 differs from the draft version reported in the August 2007 AFPD Report.

Ohio State Senators Tim Grendell, a Republican from Chesterland and Capri Cafaro, a Democrat from Hubbard, have joined together with the ten other Ohio Senators in the introduction of Senate Bill 193. The intent of the legislation is to more effectively regulate the cost of gasoline in Ohio and protect consumers from price gouging in light of the recent fluctuations in gas pricing. Senators Grendell and Cafaro both recognize that independent dealers, much like consumers, are subject to the whims of the oil industry's random pricing changes that adversely impact our

customers and our businesses.

If enacted, each refiner and wholesaler of petroleum products doing business in Ohio will be required on a monthly basis to submit a report to the Director of the Ohio Department of Commerce detailing the amount of unrefined and refined petroleum products that they brought into Ohio during the previous month. The report must also contain the amount of petroleum products consumed during the previous calendar month. Last, the monthly reports must document the amount of product exported from Ohio.

In addition, Senate Bill 193 will require each retail seller of gasoline that increases or plans to increase the price of gasoline by more than a total of seven cents during that week as compared to the previous week to report the increase to the Ohio Department of Commerce. The

retail seller is required to submit a written notice to the Department of Commerce informing the Director that the retail seller has or will increase the price of gasoline by seven cents or more during the calendar week.

Senate Bill 193 has not been referred to a standing committee for review at this time.

AFPD will inform members once the bill is sent to a committee for hearings. AFPD members should contact their local legislators opposing this legislation. It will be critical for members of the Ohio General Assembly to hear from their local independent dealers to understand the negative impact that this legislation would have on the supply and pricing practices of petroleum companies and wholesalers on our businesses, our customers, and their constituents.

LIBERTY GOLF OUTING



AFPD Vice President of Petroleum, Ed Weglarz, presents plaques to Bob Barbero of USTV Lyndall Associates (top photo) and Rich Elsea of Frank Gates Service Company (bottom photo) in recognition of their sponsorships. AFPD thanks all sponsors!



AFPD's Ron Milburn (right) with Sam Taylor of Robert Burton Associates, Rus Stebick of Pier Foods of Atlanta and Ron Lyman of General Mills



(l to r) Ed Tice and John Borchers of Home City Ice with Dave Merz and Rich Elsea of Frank Gates Service Company



(l to r) Dave Freitag, AFPD Board Member and owner of Yorkshire Tire & Auto with Gary Strayer and Jim Kerr of Gary J. Strayer Realty and Pat LaVecchia, AFPD Board Member and owner of Pat's Auto Service.

**LIBERTY
USA**

Ohio Workers' Compensation University wants you!

The Ohio Bureau of Workers' Compensation (BWC) wants to help you get the information you need to stabilize your costs and care for your employees. To do this, they are offering the Workers' Compensation University, where you can go to get information at no cost to you. The annual conference, hosted by BWC, will help you:

- Learn to control costs with proven claims and risk-management strategies
- Implement proven strategies that will keep your workers safe on the job.
- Partner effectively with BWC and other stakeholders to safely return injured workers back to work.
- Better understand legal and health-care aspects of workers' compensation and how they impact your business.
- Earn free continuing education credit as well as credit for Step 6 of BWC's 10-Step Business Plan and One Claim program.

Classes are in session at the following locations:

September 6	Chillicothe, Christopher Conference Center
September 11	Akron, John S. Knight Center
September 13	Cleveland, Cleveland Conference Center
September 18	Columbus, Greater Columbus Convention Center
September 20	Cincinnati, Duke Energy Center
September 26	Toledo, SeaGate Convention Centre
October 3	Dayton, Dayton Convention Center

To enroll, go to ohiobwc.com or call 1-800-466-6292. For more information about AFPD's Ohio workers' compensation group rating program, contact Rich Elsea with Frank Gates at 1-800-777-4283 ext. 28721.

Check Collection,

Continued from front page.

collection efforts from start to finish.

Legal Collections is a network of local attorneys dedicated specifically and only to the collection of delinquent accounts and all types of bad checks. They have been collecting delinquent checks for Michigan and Ohio businesses for over 10 years without ever having a Better Business Bureau complaint filed against them.

What makes them different?

A letter from an attorney is certain to be opened and responded to. All of their mailed correspondence is printed on attorney letterhead with the same return address boldly indicating the letter is from an attorney and all calls, voicemails, and caller ID offers the same attorney impact stressing the urgent nature of the matter.

Legal Collections offers:

- The impact of an attorney to collect a bad debt without unnecessary harassment

- Litigation follow through
- Debtor pays the fees
- No additional cost to you for all debtor correspondence
- FREE 24/7 online access keeps you informed of all debtor activity.

Legal Collections services a wide variety of businesses, including MGM and Motor City Casinos, Beaumont Hospital Laboratories, Weight Watchers, Sinai Oral Surgery, Powerhouse Gym and Hillers Market.

Experience has demonstrated that no two clients are identical, even those within the same industry. In order to create a program that is specific to each client, our business development consultants will meet with you to analyze your billing methods and overall business philosophy. Some businesses desire a softer "kid glove" approach, while others prefer to be more aggressive when collecting from their debtors. Legal Collections' member attorneys are in a unique position to accommodate your specific needs.

To find out more about this program, call Dan Reeves at AFPD (248) 671-9600.

New AFPD-Endorsed Benefit Offering Mini-Med Health Planssm

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AFPD accepts nominations for Board of Directors election

It is time to choose the AFPD's Board of Directors for 2008. The election results will be tallied on Tuesday, December 11, 2007.

Any voting member of the association may be nominated to sit on the board.

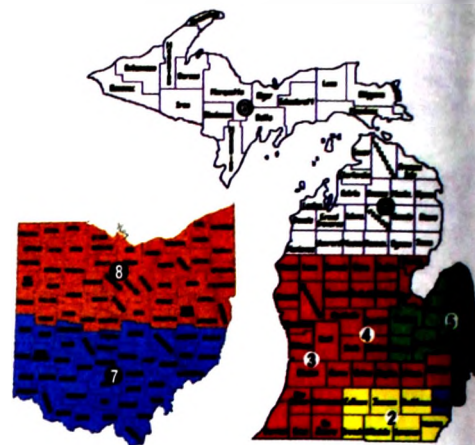
In order to be eligible, you must be a member in good standing for no less than the prior 12 months and you must be nominated in writing on or before November 1, 2007. All nominations require support of 25 other members in good standing or a majority vote by the nominating committee.

This year we have vacancies for the following positions: 3 Food & Beverage Retail Directors, 2 Supplier Directors, 2 Regional Food & Beverage Directors (regions 3 & 4 –

see maps) and 3 Petroleum Directors (2 Ohio and 1 Michigan).

Our board of directors sets policies by which the AFPD is governed. We urge all AFPD members to get involved by nominating candidates you feel will devote their time and talent to represent the food, beverage and petroleum industries with professionalism and integrity.

Please send your nominations on or before November 1, with supporting signatures, to the AFPD Nominating Committee, 30415 West Thirteen Mile Road, Farmington Hills, Michigan 48334. For more information, call Dan Reeves, AFPD Executive Vice President of Food & Beverage, at 248-671-9600.



AFPD welcomes these new members who have joined May through July 2007:

Al's Friendly Market
Ashville Beverage Center
Atlas Oil
Benitos Wixom
Bokescreek Drive Thru
Brew & Brew
Brice / Livingston Sunoco
Busia's Market
Buster's Corner Store

Carl's of Dimondale
Charlies Party Store
Clark Convenience Food Plus
Convenient Food Mart
Cox Specialty Markets
Dollar Castle
Dollar Castle #21
Dollar Store - Clinton Twp.
Dollar Store - Livonia

E 185th Marathon
Eastern Petroleum Properties
Four J's Market
Friendly Mini Mart
Geno's Party Store
Johnnys Superette
Logan Shell
Mayberry Mini Mart
Mirage Beverage & Video

Monroe Food Town
Mt. Top Citgo
MVP Food Mart
Nemenz Little Village Shopper
Newco Sales & Management
Oakcrest Market
Perry Trails Gas Station
R & R Gas & Oil
Sami Quick Stop
Saroki's Party Store

South Amherst Sunoco
Sunoco Food Market
Sunoco Station
The Lottery Stop
Tower Food Mart
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ACCESS director to head Michigan Department of Human Services

Governor Jennifer M. Granholm recently announced the appointment of ACCESS Executive Director, Ismael Ahmed to Director of the Michigan Department of Human Services.

Ahmed, co-founder of the Arab Community Center for Economic and Social Services, has been with ACCESS, the largest Arab-American human services organization in the United States, for over 32 years.

"Ismael has a wealth of experience in responding to the needs of people, and we are so fortunate to have someone with his leadership skills and compassion moving the Department of Human Services forward," Granholm said in a statement. "Ismael shares our goals of encouraging strong families and helping citizens become self sufficient and we look forward to his leadership on these issues and more."

Noel Saleh, president ACCESS board of directors said, "While he will be missed we are also very excited and proud to have such a great leader appointed to such a position -- it is a great honor for our community. The leadership skills of our organization have truly been recognized for our ability and success and will now carry on for the entire state of Michigan."



Mr. Ahmed has held many positions that reflect his wide range of involvement in the greater community, both as an individual and a representative of ACCESS. Under his leadership, ACCESS received the Exemplary Community Service Program Award from the State of Michigan. This award recognizes ACCESS' efforts in delivering outstanding service, programs, and commitment to the advancement of its community. In addition ACCESS received the Points of Light award, given by President George W. Bush in 1992 for an exemplary non-profit service and was named 2000 Crain's Detroit Best Managed Non-Profit.

Hassan Jaber, current chief operating officer of ACCESS, will pick up the duties as its executive director.

ACCESS is a human services organization committed to the development of the Arab American community in all aspects of economic and cultural life. ACCESS helps low-income families, as well as newly arrived immigrants adapt to life in America. Its goal is to foster a greater understanding of Arab Culture in the U.S. and in the Arab world. ACCESS provides a wide range of social, mental health, educational, artistic, employment, legal, and medical services, and is dedicated to empowering people to lead more informed, productive, and fulfilling lives.

Mr. Ahmed succeeds Marianne Udow, who announced her resignation in July. In addition to leaving his post at ACCESS, Mr. Ahmed will also resign his recent appointment to the Eastern Michigan University Board of Regents.

Koivisto selected as Mich Ag. director

Former state lawmaker Donald W. Koivisto was selected in August as the new director of the Michigan Department of Agriculture.

Koivisto, 57, is a Democrat from Ironwood who served in the state House from 1981-86 and in the state Senate from 1991-2002.

According to the Associated Press, he has a farm in Ellsworth where he grows corn, soybeans and hay.



Koivisto will replace Mitch Irwin, who announced his retirement to pursue private-sector business ventures.

"As an advocate for agriculture, I plan to protect the industry base while increasing Michigan's presence in other sectors, such as specialty crops and exports into the global marketplace," Koivisto, a former chair of the House Agriculture Committee, said in a statement.

The Agriculture Commission is appointed by the governor and provides oversight and policy direction for agriculture programs. Agriculture is one of the state's top industries.

The commission's chair, James Byrum, said Koivisto's experience will help him target agricultural sectors such as renewable fuels and food processing to diversify Michigan's economy. Koivisto graduated from Central Michigan University in 1971 and is married with four children.

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Country Fresh: poised to be Michigan's "Dairy Best"

By Ryan MacWilliams

Owned by Dean Foods, the largest dairy company in the U.S., Country Fresh is one of Michigan's top dairy producers and distributors. With a wide variety of products and distribution throughout the state, odds for Michigan residents are that their favorite juice, milk, or yogurt may come from Country Fresh.

Located in Livonia, Michigan, Country Fresh is a broad line dairy producer, meaning that it produces, ships, and sells to a wide assortment of customers throughout the state. From the corner party store to the large chain supermarket, school and even federal institution, Country Fresh supplies them all.

Led by General Manager Jerry Shannon, brands carried under the Country Fresh banner include Borden, Melody Farms, Stroh's Ice Cream and, naturally, Country Fresh. The plant is 130,000 square feet, occupies a lot of 590,000 square feet and produces roughly 3.5 million gallons of milk and juice products each month.

A little history

The name changes resulting from mergers in Michigan's dairy industry sometimes needs explanation. Today, Country Fresh produces a local favorite, Stroh's Ice Cream. Melody Farms produced Stroh's until Dean Foods purchased Melody Farms and now all their products are produced exclusively by Dean Foods.

Back in 1919 the Stroh Brewery Company was born in Detroit and its beer became a Michigan favorite. Then in 1929 at the advent of the prohibition, the company was forced

- as were all breweries of the time - to cease producing beer. With the closing of saloons and bars, ice cream parlors became more frequented by the average man. Stroh's took advantage of this new interest and switched their facilities from producing alcohol to the production of near beer (alcohol-free malt beverage), soft drinks, malt products, and ice cream. By the end of prohibition, demand for Stroh's Ice Cream was so high that the leaders at Stroh's decided to continue its productions, becoming a hallmark for southeast Michigan.

Melody Farms has been a huge name in Michigan's dairy industry since 1950 when Tom George and Sons set out to create one of the largest processing and distributing dairy companies in the Detroit area. The company grew and expanded when Tom's sons, Mike and Sharkey George, took control and changed its name to Melody Farms. Under their direction, Melody Farms purchased Mooney's Ice Cream, Stroh's Ice Cream and several smaller brands. Then, on June 9, 2003, Dean Foods purchased Melody Farms and continues to produce the fluid and cultured products in their Michigan facilities.

Country Fresh Today

Country Fresh now deploys over 70 trucks and trailers with 35 designated solely for the transport of ice cream products. The company follows the "direct store dairy method" of delivery, which means they ship products directly from their plant to the purchasing client. Jim Grant, General Sales Manager, employs 17 men and women to study the ethnic and financial demographics and trends



Top:
Country Fresh General Sales Manager Jim Grant (left) and General Manager Jerry Shannon



Left:
The Country Fresh Livonia plant

in the market in order to provide each of his customers with products suitable to their particular area of southeast Michigan. Jim is also currently working to promote Country Fresh's new line of products, "Probiotics" a healthier choice of cottage cheese that contains beneficial bacteria found in yogurt to help promote digestion and a balanced immune system.

Country Fresh obtains their raw milk product from both the Michigan Milk Producers Association and the Dairy Farmers of America. The milk arrives in large heavily insulated stainless steel tankers that hold up to 5,300 gallons of raw milk product. Before the milk ever enters the plant it is checked to insure that it has not exceeded 44° F. If it does not pass this, the entire tanker is discarded. If the milk passes its initial temperature test, a sample is sent to a lab to check for harmful bacteria. The raw milk is tested for quality and safety and is then deemed acceptable or not by Country Fresh's high standards. The raw milk product is then entered into the plant where it is run through several separators to remove the cream. The skim milk is sent to

pasteurization or is recombined with varying proportions of cream to produce the familiar 1%, 2%, whole milk, buttermilk, and other flavored milks. What is left of the cream is sent to become ice cream.

All milk products go through pasteurization, a process in which the milk is heated to over 160° F, kept there for 15 seconds then rapidly cooled to 35° F to rid it of any microorganisms that could cause contamination. Homogenizing comes next. In this tank the milk is made consistently smooth. Under lots of pressure, it whips any butterfat into very tiny particles that are too small to separate from the milk. The milk is then bottled, labeled, and packed into trucks that distribute Country Fresh's fine products all over Michigan.

The extreme care that is taken in production, coupled with a strong history in the dairy business insures that Country Fresh will serve Michigan for years to come. With a strong commitment to quality and customer satisfaction, Country Fresh is poised to hold a space in your coolers and live up to its motto as the "Dairy Best."



Cleanliness is mandated throughout the facility

AFPD and Forgotten Harvest exceed goal with One Million Pound Challenge

Needy families are the real winners

In August 2006, AFPD issued a challenge to its member mailers and wholesalers in metro Detroit to help raise one million pounds of food for needy families in southeastern Michigan.



They had a year to do it.

In August, the mission was accomplished. By donating surplus perishable and nonperishable food products to Forgotten Harvest, AFPD members raised 1,125,992 lbs. of food, the cash-equivalent of \$1.7 million.

"Our members have always given back to the community," said Jane Shallal, AFPD president. "I knew they would exceed the expectations of this challenge. We weren't disappointed."

AFPD-members in Wayne, Oakland

and Macomb counties took part in the campaign and more than 50 percent of those who participated were first-time food donors to Forgotten Harvest.

"Through generous donations by AFPD members, we are able to provide support to a network of 135 emergency food providers throughout southeast Michigan," said Monica Luoma, director, communications and events, Forgotten Harvest. "By donating, AFPD members save money on dumpsters, storage costs and receive tax incentives. Everyone wins."

According to the USDA, one-quarter of the food produced in this country—nearly 96 billion pounds—is wasted each year. Last year, Forgotten Harvest rescued 8,589,815 pounds of prepared and perishable food from a variety of sources, including grocery stores, fruit and vegetable markets, restaurants, caterers, dairies, farmers, wholesale food distributors, and other Health



L to R: Bruce Nyberg of Forgotten Harvest, Dan Reeves of AFPD, Thom Welch of Hollywood Markets, Ed Weglarz of AFPD, Paul Bringer of Forgotten Harvest and Jane Shallal of AFPD.

Department-approved sources.

Although the One Million Pound Challenge has ended, the need continues.

"Forgotten Harvest is a wonderful resource for metro Detroit and we're proud to partner with the organization on such a worthy cause," Shallal said. "I can assure that AFPD members will continue to do their part to rescue food for needy families."

Forgotten Harvest was formed in 1990 to fight two problems: hunger and waste. The individuals and families served are as diverse as the community's residents – young and old, from all races and faiths. The common bond uniting them with each other and with Forgotten Harvest is hunger. "We all must help stave out hunger," Shallal added.

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Rep Kathy Angerer takes charge to get the job done

**Michigan State Representative
Kathy Angerer**

Democrat-Dundee

Assistant Majority Floor Leader

Committees:

- Health Policy, Chair
- Agriculture
- Education
- Energy and Technology
- Tax Policy

By Kathy Blake

Rep Kathy Angerer, (D-Dundee), sees what needs to be done and helps make it happen, with determination and diplomacy. She was instrumental in the Michigan House passage of the new Michigan Business Tax (MBT). The MBT replaces the repealed Single Business Tax, (SBT) which expires at the end of 2007.

Michigan Business Tax

Rep. Angerer served on the bipartisan house and senate work group to develop a replacement for the SBT. "I'm pleased that I was able to sit down with colleagues from both chambers and both sides of the aisle to find ways to move the package forward," Angerer said. "We showed that we can work well together. It was a bipartisan effort that really worked. I know that I'll look forward to working with Reps Steve Bieda, Paul Condino, Brian Calley and Senators Nancy Cassis, Hansen Clark, Jud Gilbert and Buzz Thomas again."

The MBT is a comprehensive new business tax that rewards investment, protects Michigan-based companies, and safeguards funding for education, health care, and police and fire protection. It was signed into law July 12 and takes effect January 1, 2008.

Under the plan, about 75 percent of businesses in Michigan will pay less in taxes. The MBT also cuts the Personal Property Tax by an average of 65 percent for manufacturers and 23 percent for commercial businesses. The MBT helps small businesses by exempting companies with less than \$350,000 in gross receipts from taxation.

The MBT relies more on profit than the SBT and provides tax credits to companies that locate or create new jobs in Michigan. It provides tax cuts for small businesses and Michigan's major manufacturers.

By creating incentives for companies that invest in our state, the Michigan Business Tax will bring good-paying jobs to our workers," said Angerer.

55th district

Now in her second term as state representative, Rep. Angerer is Assistant Majority Floor Leader. She is Chair of the Health Policy committee and a member of the following committees: Agriculture, Education and Energy and Technology.

Her district includes the south and the west strips of Monroe County including the cities of Dundee and Milan and townships bordering Ohio. "In the three bottom townships I serve, people work, shop and go to doctors in Ohio and only live in our district. The things we do in the legislature affect them in different ways," explained Angerer.

She said those residents take the best of both worlds. An example is when the City of Toledo banned public smoking, some of their residents started coming to Michigan to smoke in restaurants.

Health care

Ensuring everyone has access to quality healthcare is one of Angerer's priorities. Her goal is to improve access, affordability, safety and wellness of healthcare for residents. She says the legislature plans to address the nursing shortage, improve the exchange of medical records between medical agencies while still protecting patients' privacy, and bring overall costs down, particularly with catastrophic illnesses. One percent of patients, those that are critically ill, account for a substantial portion of healthcare expenses. "We're just beginning to explore that... controlling the costs or possibly making a high-risk pool."

High school graduation requirements

During her first term, Angerer helped create new high school standards for graduation. The new standards are tougher and more stringent. "Having an educated workforce will continue to move Michigan forward," she said.

Trash

Rep. Angerer worked on a bill to stop the flow of Canadian and out-of-state trash into Michigan. "We're taking trash not only from Canada but also Ohio, and even from New Jersey and Florida. We're the cheapest dumping ground in the Midwest," Angerer says. This trash is going into a landfill on Lake Erie. She says next the bill will need shepherding through the Senate. "Once we solve our budget, I think we'll move on to some strong public policy."

Professional experience

Rep. Angerer worked for the Dundee Community School district for 12 years. During her last seven years there, Rep. Angerer served as the director of communications for the district. She was a liaison between business and community. She provided administrative support to the superintendent, principals and teachers, while at the same time learning about the challenges and constraints public schools confront in educating our children.

Faced with the need to construct a new high school and to renovate existing school buildings, the Dundee Board of Education asked for her help, first with getting the bond proposal adopted by voters and then in overseeing the actual construction. She worked in collaboration with the board and the community to pass a \$30 million bond proposal and then helped oversee the project's development. "I wore boots and a safety helmet



to work during that time," said Angerer. "The new high school is now the crown jewel of Dundee," she added.

Protecting our children from violent video games

Angerer authored a bill to prevent purchase or rental access of violent or sexually explicit video games by minors. The entertainment industry fought against it. "You can't expect the kid who sits on a couch playing cop-killing video games all weekend to be respectful at school."

Community involvement

A life-long resident of Monroe County, Rep. Angerer is well-acquainted with her district. As a full-time wife and mother, she participated in the Dundee PTO, Future for America and youth athletic events. She has also volunteered with the Salvation Army, as a board member of the Dundee Kiwanis, the Retired Senior Volunteer Corps and the Monroe County Opportunity Program.

Contact

To reach Rep. Kathy Angerer, write: The Honorable Kathy Angerer, State Representative, State Capitol, PO Box 30014, Lansing, MI 48909; call (517) 373-1792 or email kathyangerer@house.mi.gov.

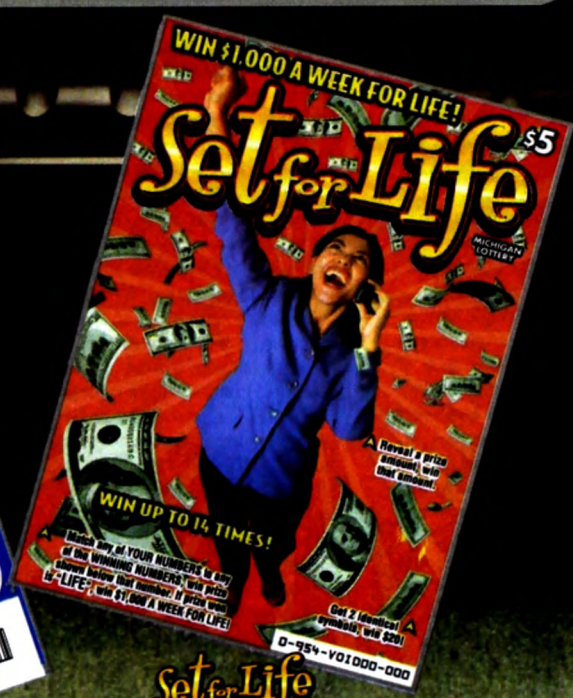
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Customers come first at Flick's

By Michele MacWilliams

Flick's Package Liquor is a "party store" in every sense of the word. This remarkable store, located in Lambertville, Michigan - a couple of miles from the Ohio border - is a one-stop shop for everything festive. From party trays, paper plates and wine glasses to one of the largest selections of single malt Scotch in the state, there is literally something for everyone and every taste.

Driving south from the Detroit area to Lambertville, it is difficult to comprehend that Flick's is the largest volume independent liquor retailer in Michigan. The store is located in a relatively rural setting. Beautiful fields of lush farmland - planted in beans, corn and hay - can be seen for miles as one traverses down the country roads of Monroe County, east of I-75. Lambertville is a town of less than 10,000 people that sits on the border to Ohio. Many of its residents cross that border daily to work in Toledo, which is only a few minutes away.

So what makes this store so successful? Why do folks drive miles to come to Flick's when there are many other stores to choose from?

Perhaps there is no single answer. Instead, there is a business philosophy and work ethic that owner Linda Flick adheres to and instills in her employees, which makes customers want to come in and come back.

Opened in 1953 by Linda's parents, Robert and Vera Flick, the store has become an anchor for the Lambertville community. Its first location was about 1 1/2 miles away from its present spot. Over the years the first location was remodeled and expanded. Finally, in 1979, the

Flicks outgrew the building and they moved the business to its present location. Over time strip malls, chain stores and a Kroger filled in the land surrounding Flick's, but customers still prefer the seventies-modern stone façade and the friendly faces at Flick's Package Liquor.

Years ago, Michigan licensees along the Ohio border had a definite advantage. Taxes and laws made it more expensive to purchase alcohol in Ohio than in Michigan. Therefore, people who lived along the border would naturally prefer to make their alcohol purchases in Michigan. Today the playing field has been leveled, which hindered Flick's advantage. So why do people continue to choose Flick's? Part of the reason could be habit. After all, they have been an extremely popular stop for 54 years. The rest of the answer deals with customer satisfaction. Shoppers know that when they walk in the door, they will find what they are looking for.

"We truly love what we do," says Linda Flick. "My father taught us to always take care of the customers and they'll take care of you." Four generations of Flicks have now worked at the store, and they have taken care of generations of their customers. Linda's mother Vera still gives her advice during weekly meetings. Linda's daughter, Melissa Fitzgibbon, is a co-manager and Linda's granddaughter has worked there as well.

Flick's is truly a specialty party shop, featuring liquor, beer, wine, gourmet food and gifts. They can whip up a personalized gift basket or customers can choose from the many ready-made baskets that serve as a cheerful greeting as one enters the store.



Left, Linda Flick with her Michigan wines. Below, a small section of the extensive liquor collection.



Right now, Linda is looking to expand her selection of Michigan wines in order to introduce her Ohio customers to some of Michigan's fine wineries. She also takes pride in her wide selection of hard-to-find beverages.

As a little test, we asked Linda if she had a bottle of Black Star Farms Grappa, liquor that is distilled from the pulp that is left after pressing grapes for wine. This particular grappa is produced in small quantities in Michigan's Leelanau Peninsula. Sure enough, she walked over to the bottle and pulled it from the shelf!

If by some odd chance Linda doesn't have a product in stock that a customer requests, she can most likely order it. Over the years she has developed many industry contacts and can usually find that special bottle of wine or an unusual liqueur with just a phone call or two.

"We try to listen to our customers and change to meet their needs," she adds. "We put a lot of time,

effort and money into trying new things. Some work and some don't, but that is what makes our business enjoyable."

Flick's often sponsors special tastings at local restaurants and banquet halls and special theme days at the store. A while back when the latest Austin Powers movie was all the rage, they decided to turn Flick's into an Austin Powers "pad," featuring drink combinations from the '60s. Employees dressed the part as well. Customers and staff all had a great time, and the event gave them something to talk about for months.

After a visit to Flick's Package Liquor, it is evident that their success is due to the commitment by the Flick family and their love of the industry. Through their years in the business, their store has grown and evolved into a true Lambertville institution. They are a part of their community which welcomes them as much as they welcome every customer that enters their door.



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340	341	340	341	440	441	540	541
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324	325	324	325	424	425	524	525
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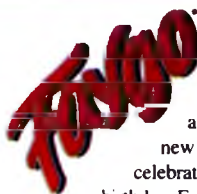
Made Snack Foods will be sampling their new products; Baked Potato Crisp, 40% Reduced Fat Kettle, Cinnamon



Churros, Buffalo Wing Kettle and Grand PaPa's Buffalo Wing Pork Skin. They will also have their Old Wisconsin meat line, Better Made Nut line, along with their Stella D'oro Christmas Cookie display. Stop by booth #439 to see and sample all the new items. On Wednesday, you can meet Miss Better Made!



With over 15 years in business and 24 operating stores, **Dollar Castle®** is currently expanding their brand name and franchise opportunity both in the United States and in other countries. A Dollar Castle franchise represents an opportunity to enter into the fastest growing segment of the retail marketplace. You can find out more by stopping at booth #212.



At the **Faygo** booth you can sample a variety of new products. To celebrate their 100th birthday, Faygo will feature Centennial soda, a flavor that will only be available this year. In addition, try Everfresh 6402 in Orange Drink, Grape Drink, Cherry Apple Drink and Cranapple. From National Beverage comes "Chic" Energy Drink Just for Women.

Stop by **Frito Lay's** booth #210 to try their new and exciting snack products, including Doritos Collision, with two flavors in one!



Beginning its fifth year, **Galaxy Wine Distributors** is proud to bring select wines from around the globe to your store including: Viña Ventisquero, Chilean; Candoni, Italian; Terre de Vino, Italian; and Rolf Binder, Fetish, Australian. California wines include: Chumeia, Fess Parker, Flora Springs, Huntington, Jessie's Grove, and Robert Hall plus many more. Galaxy will also feature the ever popular Zing Zang Mixes. Stop by to sample some of these wines and speak with our knowledgeable staff at booths 336-339 & 341.



With over 40 booths brimming with holiday beverages, **General Wine & Liquor and Decanter Imports** will be a popular stop. Stop by to see samples of their many beautiful gift sets for the Holidays.



Great Lakes Data Systems, Inc. has been providing P.O.S. scanning solutions to Michigan independent grocers for over 35 years. They

pride themselves in offering superior customer service in an owner-to-owner environment. Rick Pringle, President and owner of Great Lakes Data Systems, Inc., is a grocery sales specialist. Stop by booth 222 to see the systems they offer from Casio, Samsung and StoreNext.



Jayd Tags offers customized price tags for your liquor shelves. Jayd Tags will inventory your liquor shelf and set up your store for no extra charge. Call Jonathan Yono: 248-939-8888 or Anthony Dickow: 248-730-2403. Visit them at Booth #522.



Kansmacker's newest reverse vending machine is only 32" wide and stainless steel. It is number one for cleanliness, durability, service and speed. Stop by booth #213 for a demonstration.



Kar's Nuts is excited to announce its newest packaging change. . . Resealable Bags!

Many of your favorite Kar's Trail Mixes, along with two new chocolate-covered items will be available in resealable bags beginning this fall. Kar's consistently provides Michigan retailers with high-quality products and dependable customer service. Stop by booth #204, and check out the promotions on Kar's Nuts, Archway Cookies and meat snacks.

The **Michigan Lottery** will be exhibiting and demonstrating the benefits and highlights of Lottery products in booth 224. Lottery staff will be on hand to welcome new retailers, answer questions, and offer tips on how to market Lottery games in your establishment.



Miller

Beer will have two booths #205 and #207 for your tasting pleasure. Make sure to say hello while you sample their latest new products.



The **Michigan Liquor Control Commission** will be available at the show to

answer licensing and enforcement questions, sign interested parties up for electronic fund transfer (EFT) product payment, and to provide educational materials including server training information as well as a variety of materials. Please stop by for a friendly chat!

MoneyGram.



MoneyGram offers your customers fast, safe, easy and affordable money transfer solutions, all competitively priced. MoneyGram ExpressPayment is a money transfer service that lets your customers send cash payments to businesses electronically. Representatives will be available at booth #206 to tell you about the many services they offer.

Nat Sherman, manufacturer of America's original all natural luxury

cigarette, will be presenting a selection of its fastest moving products including Black & Gold® Classics®, Cigarettellos®, MCDs®, Naturals® as well as many others. For 75 years Nat Sherman has catered to those who choose to smoke less, but better. Explore the profit and margin potential Nat Sherman products can bring you, as you respond to your customers, selective buying habits.



NEW PRODUCTS & SHOW SPECIALS

NATIONAL wine & spirits corporation

National Wine & Spirits will fill 34 booths with an extensive collection of liquor gift sets and other unique items, perfect for the holidays. As always, they will feature the latest products and hottest trends in the beverage industry and of course, there will be plenty of sampling opportunities!

QUICK CAPITAL

Quick Capital, LLC - Get that holiday inventory, take your discounts and have a great holiday sales season. Stop by booth 220 for your financing needs.

simplicity Wireless

Contact Simplicity Wireless at 248-865-0440 to become an authorized Boost Mobile Dealer. Stop by booth #437 and learn how to attract new customers to your store. Simplicity will provide free promotional pieces (banners, posters, T-shirts, etc.). You will receive excellent dealer support, service and sales. Earn residual income through Re-Boost Card Sales.

tag-IT!

Tag-IT does a whole lot more than create customized liquor tags. Their trained professionals help store owners get the most for their money with exceptional customer service and fast turnaround. They set up and electronically inventory your current liquor stock and help you determine the optimal pricing for maximum profitability. Their exhibit will be in booth #440.

THE CHALDEAN NEWS

"Bringing The Chaldean American Community Together"
Learn more at booth #217.



Tomra is the leading developer and manufacturer of advanced systems and products for the automated recovery of empty beverage containers. Stop by booth 230 to see what's new.



Trans-con Sales and Marketing will fill 17 booths this year with a large assortment of gift sets and a large array of beverage products that will be hot for the holidays.

Universal Wholesale

Inc. is a distributor of general merchandise, dollar items, candy and closeouts. Their September deal is: NO freight charges on orders of over \$1,000 for Metro Detroit customers. Visit www.universalws.com.



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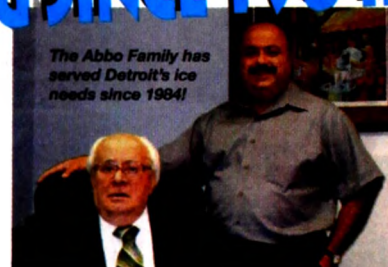
U.S. ICE knows that the best way to attract new customers, and to maintain the trust of established customers is to provide fast, reliable delivery. For this reason, when we built our state-of-the-art ice manufacturing facility, we purposely chose a location with the best access to the entire Detroit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

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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.



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For more information about Kar's Nuts products, please contact us at:
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The Lottery's Super Raffle is back

Second Super Raffle scheduled for September

When the Lottery launched the first Super Raffle on May 7, it was after much studying and surveying of retailers as to whether a \$50 price point ticket would be a success. Based on our findings, we proceeded but with the expectation that it might take longer for the tickets to sell out than previous Millionaire Raffle games, at \$20 per ticket, had. But the game was received much more readily than we had anticipated and the 250,000 tickets were gone in less than three days! This showed that there is a ripe market for a lottery game at this price point, which was and still remains the most expensive raffle-style ticket offered in the country.

Based on the success and popularity of this game, why tinker with it? The second Super Raffle game will parallel the first and will again be the best chance ever to win \$2 million. Here are the details:

- just 250,000 tickets to be sold
- tickets are \$50 each
- two prizes of \$2 million each (annuitized over 20 years or \$1,300,000 cash)
- 25 prizes of \$100,000 each
- 4,500 prizes of \$500 each
- 1 in 55 tickets wins at least \$500.

One difference between this Super Raffle and the previous one is that we have built in some flexibility regarding the drawing. We will conduct the drawing on either October 22 or within 10 days of the ticket selling out. Should the draw date be other than October 22, we will notify retailers via messages on the Lottery terminals and announce it on our Web site.

Retailers will also earn the same \$3 commission for every Super Raffle ticket they sell. Sellers of the two \$2 million prizes earn a \$5,000 super-sized bonus commission. And all those \$500 prizes can be cashed in-store, providing another commission opportunity.

The Millionaire Raffle game, which has a \$20 ticket, is not out of the picture. We expect to offer it once more this year, with a launch and drawing dates designed to maximize the holiday purchasing season. Your sales representative will keep you informed of details as they are determined.

Instant Games: Look for three

new instant games as of August 31: 24 Karat Gold features top prizes of \$24,000 and three separate play areas, all on a \$2 ticket. The \$10 game Super 7's offers players a chance to win up to \$777,777 and also includes over 3,000 prizes of \$77. Also, the \$5 Set For Life game

returns with top prizes of \$1,000 a week for life. On Sept. 17, watch for Lucky Bucks, a \$1 instant with top prizes of \$3,000, and Two Way Play, a \$2 instant game with an innovative new play style and top prizes of \$25,000.

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.

Premium fill-up.



Paramount Coffee knows that customers want fresh, rich-tasting hot coffee to take on their travels, so Paramount's dynamic marketing package turns any c-store coffee station into a real hot spot. Eye-catching displays, state-of-the-art equipment, turnkey marketing package, and, of course, absolutely the world's best coffee and cappuccino from one of the Midwest's oldest and most respected roasters. Top this off with Paramount Coffee's renowned customer service and lightning-fast equipment maintenance and you have the best deal on the road.



ROASTING IN LANSING, MICHIGAN SINCE 1935

For more information, contact Steven Morris at 1 800 698 1222 x2419 or smorris@paramountcoffee.com



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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.

BAR/RESTAURANT/HOTEL FOR SALE—Need a lifestyle change? Tired of the hustle and bustle of the city life? Well established business. Family owned and operated for 40 years. Located in quaint fishing village. Banquet facility - seats 150 people. Newly remodeled large apt. included. For more information or private showing call Eileen at (989) 656-9911 or (989) 656-7279.

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.

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 1-888-721-2041 - 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, groceries and gas. For further information contact Nab at (734) 586-7575.

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.

UNITS 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.

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Giant Eagle expanding on Cleveland's west side

Giant Eagle recently announced plans to build a new supermarket and "Get Go" gasoline outlet on Cleveland's West Side.

The location, near the intersection of Interstate 90 and West 117th Street, is within two miles of two

existing Giant Eagle store locations.

Plans for the 87,000-square-foot store and gasoline site have been submitted to the Cleveland Planning Commission for review. Giant Eagle's official website currently lists 62 Get Go gas outlets in Ohio.

Natural decaf may hit stores soon

Ethiopia is developing a coffee variety naturally low in caffeine, which could surpass chemically treated caffeine-free coffee in the marketplace. Decaf comprises 10% of the total coffee market globally. - Reuters



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Blue Cross, Blue Shield of Michigan is a nonprofit corporation and independent licensee of the Blue Cross and Blue Shield Association.

Retailers partner with Crime Stoppers of Southeastern Michigan to aid in fight on crime

Retailers throughout Michigan are encouraging people to "speak up" in the fight on crime by becoming partners of a new membership program launched by Crime Stoppers of Southeastern Michigan last June.

Through their participation in the "Speak Up!" club, a new personal membership program has been designed and launched to further the mission of Crime Stoppers of S.E. Michigan. Retailers and restaurant owners are offering special discounts to individuals who join the "Speak Up!" club.

A Speak Up club member can show their membership card at these area retailers for special discounts. "Dunkin' Donuts is committed to serving those who serve our community and we believe good community partnerships are important," said Nick Spencer, Dunkin' Donuts regional marketing manager. "As a 'Speak Up!' club retail partner, it is a privilege to be able to help Crime Stoppers of S.E. Michigan further its mission of keeping our community safe."

In exchange for their participation, "Speak Up!" club retail partners are enjoying some important benefits, including increased exposure within the communities they serve and access to Crime Stoppers' crime prevention tools.

"Just as their participation is helping our organization, we want our retail partners to have access to tools that will

help their businesses as well," Crime Stoppers of S.E. Michigan President John Broad said. "In addition to making neighborhoods safer and revitalizing their local communities, our retail partners will be able to enjoy increased access to our staff and experts who can help them prevent crime within their own businesses."

Dan DiBardino, Crime Stoppers board member and partner at Recon Management Group is one of the experts to whom "Speak Up!" club retail partners will have access.

"Our business is to help virtually every type of organization with their security needs," said DiBardino. "We use our expertise to advise Crime Stoppers supporters through seminars to improve their security strategies, catch identity fraud and protect their property and people."

"Speak Up!" club retail partners determine their own offers and terms, and can change them at will. All Crime Stoppers requires is to be kept apprised of any updates or changes to the deals so that they can be accurately represented to club members on the organization's website, www.1800speakup.org.

Broad said a major draw for people to join the "Speak Up!" club are the discounts offered by its retail partners, but that isn't the only reason for becoming a member, nor is it why retailers are jumping on board. Another integral part of the program is the ability for members to receive



John Broad, Crime Stoppers of S.E. Michigan President announcing the "Speak Up" campaign.

instant e-mail updates on missing people and unsolved crimes within their zip codes.

As the "Speak Up!" club was launched, so was a partnership between Crime Stoppers of S.E. Michigan and law enforcement officials within the seven counties the organization serves. Law enforcement officials are now able to instantly upload information about unsolved crimes and wanted fugitives to be accessed by the public on the Crime Stoppers website. Training is currently underway for law enforcement to learn how to best utilize the new informational tool.

"This is an element of the program many retail partners are excited about because it means more crimes will be solved and neighborhoods will be better for their customers and their business," Broad said. "The more

people hear about unsolved crimes, the more those with information will come forward and help solve them, especially since Crime Stoppers allow people to do so anonymously."

In order to become retail partners, businesses need only fill out a brief form stating their desire to participate along with their discount offers and terms. The information will then be posted on the Crime Stoppers website for "Speak Up!" club members.

Retail partners to date include Auto Lab Complete Car Care Centers, Buddy's Pizza, Dunkin' Donuts, Guardian Alarm, Huntington Cleaners, Global Wireless Communications and Olympia Entertainment.

For more information about Crime Stoppers of S.E. Michigan or the "Speak Up!" club, please visit www.1800speakup.org.

AFPD supports Annual Detroit Senior Picnic

Although the day was damp, the mood was bright and sunny at the Kenneth V. Cockrel Senior Picnic and Health Fair held on Belle Isle, Thursday, Aug. 9. AFPD and its members

provided food, refreshments and financial support so Detroit seniors could enjoy a summer afternoon and discover helpful health information.

activity for local senior citizens so they can enjoy free nutritious food and beverages and learn how to better improve their overall health and well being."

More than 1,500 seniors from metro Detroit attended the picnic, which took place at Shelter #8. The event featured a cookout, entertainment, raffles and giveaways. There was also a health tent that included blood pressure checks, diabetes screening, ear and eye exams, and massages. All events were free.



AFPD President Jane Shallal with the seniors.

"AFPD and its members strongly support all the local communities it serves throughout Michigan and Ohio," said Jane Shallal, president, AFPD. "We are especially proud to help sponsor this



Mark this date



on sale!

It's the return of Super Raffle

The first Super Raffle sold out in just three days! And with only 250,000 tickets to be sold, the next round is sure to be just as popular. So mark September 17 on your calendar and get ready for

Super prizes

- Best odds ever to win \$2,000,000
- Thousands of other cash prizes
- 1 in 55 players win at least \$500

Super-sized commissions

- \$3 commission on each ticket sold — the highest of any Lottery ticket
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Limited time ... limited tickets ... best odds and commissions ever ... on sale September 17 ... it's a date!

Raffle drawing October 22
or within 10 days of sellout.

**2 \$2,000,000
GRAND PRIZES**

**25 \$100,000
PRIZES**

**4500
\$500 PRIZES**

**EARN \$3
ON EVERY
TICKET SOLD!**



KAN SMACKER

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Super Series



Mini 3-in-1



KANSMAKER 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 KANSMAKER 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"
Rear Unload W/ Rear Glass	32.5"	72"	53"
Front Unload W/ Rear Glass	32.5"	72"	53"
Rear Unload W/O Glass	32.5"	72"	33"
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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Great Lakes Baking Co. (313) 866-0300
Interstate Brands/
Wonder Bread/Hostess (248) 588-3954
Taystee Bakesies (248) 476-0201

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Citizens Bank (248) 324-8537
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Community South Bank (616) 885-1063
DTI Systems - Quick Capital (586) 286-5070
LaSalle Bank 1-800-225-5662
Metropolitan Mortgage Group (614) 901-3100
Michigan Merchant Services (616) 794-3271
MoneyGram (517) 292-1434
(614) 876-7172
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Peoples State Bank (248) 586-1040
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Absopure Water Co. 1-800-334-1064
Allied Domeq Spirits USA (248) 948-8913
Anheuser-Busch Co. 1-800-414-2283
Aspen Fitness Products (248) 470-4300
B & B Beer Distributing Co. (616) 458-1177
Bacardi Imports, Inc. (734) 459-2164
Brown-Forman Beverage Co. (734) 433-9989
Brownwood Acres (231) 599-3101
Cadillac Coffee (248) 545-2266
Central Distributors (734) 946-6250
Coca-Cola Bottlers of MI
Auburn Hills (248) 373-2653
Belleville (734) 397-2700
Metro Detroit (313) 868-2008
Port Huron (810) 982-8501
Coca-Cola Bottling - Cleveland (216) 690-2653
Coors Brewing Co. (513) 412-5318
Diageo 1-800-462-6504
E & J Gallo Winery (586) 532-0321
Eastown Distributors (313) 867-6900
Faygo Beverages, Inc. (313) 925-1600
Future Brands (248) 471-2280
Galaxy Wine (248) 669-9820
General Wine & Liquor Co. (313) 867-0521
Great Lakes Beverage (313) 865-3900
Hansen's Beverage (313) 575-6874
Henry A. Fox Sales Co. 1-800-762-8730
Hubert Distributors, Inc. (248) 858-2340
Intrastate Distributors (313) 892-3000
J. Lewis Cooper Co. (313) 278-5400
Jones Soda (269) 217-4176
Kent Beverage Co. Inc. (616) 241-5022
L & L Wine World (248) 588-9200
McCormick Distilling Co. (586) 296-4845
Michigan Beverage Dist. LLC (734) 433-1886
Mike's Hard Lemonade (248) 344-9951
Miller Brewing Company (847) 264-3800
National Wine & Spirits 1-888-697-6424
1-888-642-4697
New England Coffee Co. (717) 733-4036
On Go Energy Shot 1-877-LIV-ONGO
Paramount Coffee (517) 853-2443
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- 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
Skyy Spirits (248) 709-2007
Tri-County Beverage (313) 584-7100
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CROSSMARK Sales Agency (734) 207-7900
Group One Realty, Inc. (614) 888-3456
Hanson & Associates, Inc. (248) 354-5339
J.B. Novak & Associates (586) 752-6453
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Nat Sherman (201) 735-9000
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Beck Suppliers, Inc. (419) 332-5527
Kleenco Car Wash Services (614) 206-2313
RS Hill Car Wash Sales & Service (937) 374-1777
Synergy Solutions (330) 497-4752

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Farmington Hills Manor (248) 888-8000
Karen's Kafé at North Valley (248) 855-8777
Lawrence Brothers (616) 456-1610
Penna's of Sterling (586) 978-3880
St. Mary's Cultural Center (734) 421-9220
Tina's Catennig (586) 949-2280

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Dairymens 1-800-944-2301
H. Meyer Dairy (513) 948-8811
Ice Cream Express Unlimited 1-800-844-6032
Kistler Farms (269) 788-2214
Pars Ice Cream Co. (313) 366-3620
Prairie Farms Dairy Co. (248) 399-6300

EGGS & POULTRY:

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

ENVIRONMENTAL & ENGINEERING:

Environmental Compliance Technologies, LLC 1-866-870-8378
Environmental Services of Ohio 1-800-798-2594
Flynn Environmental, Inc. (330) 452-9409
Huron Consultants (248) 546-7250
Oscar W. Larson Co. (248) 620-0070
PM Environmental (517) 485-3333

FRESH PRODUCE:

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

FUEL SUPPLIERS:

Atlas Oil 1-800-878-2000
Central Ohio Petroleum Marketers, Inc. (614) 889-1860
Certified Oil Company (614) 421-7500
Countywide Petroleum (440) 237-4448
Free Enterprise, Inc. (330) 722-2031
Gilligan Oil Co. of Columbus, Inc. 1-800-355-9342
Gillotti, Inc. (216) 241-3428
Refiners Outlet Company (216) 265-7990
Ullman Oil, Inc. (440) 543-5195

ICE PRODUCTS:

Arctic Glacier, Inc. (810) 987-7100
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
Al Bourdeau Insurance Services (248) 855-6690
BCBS of Michigan 1-800-666-6233
CBIZ/Employee Benefit Specialist Inc. (614) 793-7770
Charles Halabu Agency, Inc. (248) 968-1100
Frank Gates Service Co. (614) 793-8000
Frank McBride Jr. Inc. (586) 445-2300

Gadaleto, Ramsby & Assoc. 1-800-263-3784
JS Advisor Enterprises, Inc. (248) 684-9366
Cell (586) 242-1331
Lyman & Sheets Insurance (517) 482-2211
North Pointe Insurance (248) 358-1171
Rocky Husaynu & Associates (248) 851-2227
Underground Storage Tank Insurance (Lyndall Associates, Inc.) (440) 247-3750

MANUFACTURERS:

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

MEAT PRODUCERS/PACKERS:

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

MEDIA:

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

NON-FOOD DISTRIBUTORS:

Items Galore (586) 774-4800

POTATO CHIPS/NUTS/SNACKS:

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

PROMOTION/ADVERTISING:

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

RESTAURANTS:

Copper Canyon Brewery (248) 223-1700

SECURITY/SURVEILLANCE:

Closed Circuit Communications (248) 682-6400
Freedom Systems Midwest, Inc. (248) 399-6904
JJ Security Systems (248) 404-8144

SERVICES:

AAA Michigan 1-800-AAA-MICH
Advance Me Inc. (513) 518-3150
Al Bourdeau Insurance Services 1-800-455-0323
American Communications of Ohio (614) 855-7790
American Liquid Recyclers (740) 397-4921
American Mailers (313) 842-4000
AMT Telecom Group (248) 862-2000
Bellanca, Beattie, DeLisle (313) 882-1100
Binno & Binno Investment Co. (248) 540-7350
C. Roy & Sons (810) 387-3975
Cartronics, Inc. (760) 707-1265
Cateraid, Inc. (517) 546-8217
Central Alarm Signal (313) 864-8900
Cherry Marketing Institute (517) 669-4264
Clear Rate Communications (734) 427-4411
Cox Hodgman & Giannarco, P.C. (248) 457-7000
Cummins Bndgway Power (248) 573-1515
Diamond Financial Products (248) 331-2222
Dragon Systems 1-888-285-6131
DTE Energy 1-800-477-4747
Excel Check Management (248) 787-6663
Financial & Marketing Ent. (586) 783-3260
Gadaleto, Ramsby & Assoc. 1-800-263-3784
Gasket Guy (810) 334-0484
Great Lakes Data Systems (248) 356-4100
Integrity Mortgage Solutions (586) 758-7900

Jado Productions (248) 227-1244
Kansmacker (248) 248-8669
Karoub Associates, (517) 482-5000
Lincoln Financial Advisors (248) 948-5124
Marcoin/EK Williams & Co. (614) 637-7928
Marketplace Solutions (248) 258-2475

Mekani, Orow, Mekani, Shallah (248) 223-0830
Hakim & Hinds P.C. (937) 258-3244
Merchant Payment Services (248) 825-0070
Metro Media Associates (614) 488-0400
Murray Murphy Moul + Basil LLP 1-877-473-9477
Network Payment Systems (248) 982-2026
Newco Sales & Management, LLC (legal collections) 1-877-721-3730
POS Systems Group Inc. (248) 477-6610
Rainbow Tuxedo (412) 999-1598
RFS Financial Systems (586) 758-7221
Secure Checks (248) 304-1900
Security Express (248) 851-7900
Shimoun, Valdo & Associates, P.C. (248) 960-7525
Sign-A-Rama - Commerce Twp. (586) 779-7446
Signature Signs (619) 654-4000
Simplicity Wireless (248) 569-8000
Southfield Funeral Home 1-800-693-0000
Staples (248) 555-1040
UHY Advisors, Inc. (216) 514-9400
Waxman Blumenthal LLC (248) 786-4400
Wireless Giant

STORE SUPPLIES/EQUIPMENT SERVICES:

Belmont Paper & Bag Supply (313) 481-6550
Brehm Broaster Sales (989) 427-5888
Culinary Products (989) 754-2457
DCI Food Equipment (313) 369-1088
DryB's Bottle Ties (248) 568-4252
Envipco (248) 471-4770
Hobart Corporation (734) 687-3070
JAYD Tags (248) 624-6887
Leach Food Equipment Dist. (616) 538-1407
Martin Snyder Product Sales (313) 272-4000
MSI/Bocar (248) 399-2050
Petro-Corn Corporation (216) 252-0808
Taylor Freezer (734) 525-2336
TOMRA Michigan 1-800-610-4088
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) 879-5319
Consumer Egg Packing Co. (313) 871-5088
Cox Specialty Markets 1-800-648-0375
D&B Grocers Wholesale (734) 513-1317
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-Wyoming (517) 787-9880
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) 461-2708
Liberty Wholesale (586) 755-3830
Lipari Foods (586) 447-3500
Mexicantown Wholesale (313) 554-0001
Nash Finch (989) 777-1891
Nat Sherman (201) 735-9000
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) 635-8411
S. Abraham & Sons (616) 453-6358
Sara Lee Foods US (508) 586-3366
Shaw-Ross International Importers (313) 873-7877
Sherwood Foods Distributors (313) 366-3100
Spartan Stores, Inc. (616) 878-2248
SUPERVALU (937) 374-7808
Tom Maceri & Son, Inc. (313) 568-0557
Total Marketing Distributor (734) 641-3533
United Wholesale Dist. (248) 356-7200
Value Wholesale (248) 367-2900
Weeks Food Corp. (586) 727-3515

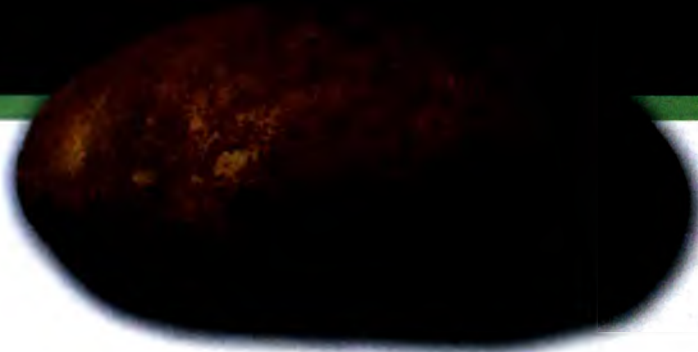
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