

# **AFPD** **FOOD & PETROLEUM** **REPORT**

ASSOCIATED  
FOOD & PETROLEUM DEALERS, INC.

VOL. 19, No. 4

APRIL 2008

## Just In

**Twice monthly food stamp legislation moves forward in Michigan**



Michigan House Bill 4923 calling for twice monthly food stamp payments, passed through the House Families and Children's Services Committee on February 20, 2008 by a vote of 7 to 1 with bi-partisan support. AFPD has been aggressively seeking this change in Michigan. The Senate is also soon expected to take up a similar bill. AFPD and its members have been appearing for testimony before legislators to explain the significant burdens incurred by retailers from the current system and how a change to twice monthly distributions would alleviate problems at their stores.

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## AFPD Annual Trade Dinner "Viva Las Vegas" provided something for everyone

On Friday, January 25, the Associated Food & Petroleum Dealers (AFPD) hosted its 92nd annual black tie dinner at Penna's of Sterling in Sterling Heights, Michigan. The event—which drew nearly 1,000 leaders from the food, beverage and petroleum industries in both Michigan and Ohio—was themed "Viva Las Vegas" and featured casino-style fun.

"The Trade Dinner is our annual opportunity for industry leaders to meet socially and enjoy an evening together with good food and entertainment," said AFPD President Jane Shallal. "Attendees are the 'Who's Who' of the food, beverage and petroleum industries. This was truly a night to celebrate our industry."

A tribute to former AFPD Chairman Frank Arcori was the highlight of the evening's program. After dinner, guests danced to the sounds of Steve King and the Dittlies and enjoyed casino games with special door prizes which included a trip for two to Las Vegas. A Scotch, Cognac and cigar bar, and a cappuccino



AFPD Board of Directors

station were also featured. See pages 20 & 21 for more photos.

## AFPD's Annual Michigan Trade Show will be bigger and better than ever!

Attendees at the AFPD Annual Michigan Trade Show may want to schedule more time this year, since there will be more to see, taste and experience.

"We had so many requests for booth space that we had to

move the show to a larger hall to accommodate all our exhibitors," enthused Cathy Willson, AFPD special events director.

Scheduled for MONDAY and TUESDAY, April 28 and 29 at

Rock Financial Showplace in Novi, Michigan, attendees will have five hours each day to visit trade show booths. New this year will be a 10-booth area featuring Michigan products. In addition, Spartan will

be back with an 18-booth area to showcase their products and Sherwood Foods will have a whopping 74 booths!

Parking is free, courtesy of Sherwood Foods. For details, please turn to page 12.



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## "Put your money where your house is." Buying local strengthens our regional economy



By Jane Shallal  
AFPD President

As local communities focus on economic development, a common reaction involves the recruitment of industries from outside the region. Every community is looking for that next big large employer. Normally left out of this equation has been the support for existing local businesses and entrepreneurs.

The contributions of local businesses have been significantly understated. These businesses, which call their community "home," may be located downtown, on Main Street, on the outskirts of town, or be a farm operation in a rural area of the state. One reason for the lack of attention to local businesses often stems from a perception that they generate little in terms of jobs and dollars for the community's economic system when compared to the big employer. However, local businesses form a dynamic, integral part of the market economy, providing goods and services and a gateway by which many residents enter the workforce.

Independent merchants are seeing a growth in the desire among their customers to buy local. You should encourage purchase of "locally grown" or "locally owned" products. "People today are looking for ways to

support a more sustainable economy and revitalize their communities," said Stacy Mitchell, researcher for the Institute for Local Self-Reliance. In this month's AFPD's Great Lakes Edition of our Food & Petroleum Report, we highlight some of the local companies in our Great Lakes Region which are not only AFPD members, but are supported by AFPD members. We salute those companies and others who have dedicated themselves to strengthening our community by contributing their resources and uniqueness to the state economy.

Our region offers an abundance of food, beverage, and other products and services that we can all use on a regular basis. Effective community economic development can be achieved by making decisions to use the existing resources of local businesses. I encourage you to choose products made in your city, community or state.

### Did You Know. . .

Local, independently owned businesses are the backbone of an economy, the lifeblood of a community. Every dollar spent locally impacts three to seven different other businesses and the people who work there. By increasing the number of independent, local-to-local economic transactions, we can:

- Support local entrepreneurs
- Create local jobs
- Sustain family farms
- Have greater control over environmental impacts
- Keep money circulating within

President's Message,  
Continued on next page

## The Grocery Zone

By David Coverly



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**President's Message,**  
Continued on next page

our community, keeping wealth in our region

- Insulate our region from national and global recessions
- Maintain a unique sense of place, directly contributing to what will keep our home place alive and special in the long-run

Maximize the economic multiplier (that means every expenditure of a dollar generates more than a dollar's

worth of activity and cascades into a larger number of transactions that enrich the community).

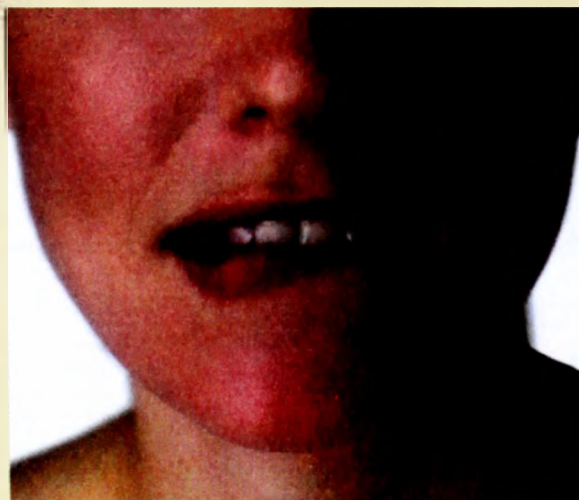
Choosing local over non-local has two to three times more financial impact in our community, promotes more reinvestment locally, and creates quality jobs.

**The Power of Choice**

Every time you make a purchase, you're exercising power of choice. The choice is yours. You have the power to strengthen and enrich your

community. Support local farmers and food processors, and others in your community, by purchasing products or services from your home state. Whether it is the milk you buy or the accountant you use -- you can do something to create positive change. The concept is a simple one, but it seems that many of us have not given it much thought. Stop worrying about the state of our state and take action. Be a part of those people committed to creating a brighter future for your state.

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## Calendar

**April 28 & 29, 2008**

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

**June 11, 2008**

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

**July 16, 2008**

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

**July 24, 2008**

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

## April is...

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

### Statement of Ownership

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# Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

## Venezuela Cuts Off ExxonMobil

Venezuela's state oil company has cut off crude oil sales to ExxonMobil following the oil company's attempts to seize \$12 billion in Venezuelan assets as part of a court battle sparked by the South American country's nationalization and seizure of a heavy oil project in the Orinoco River basin, one of the world's richest oil deposits.

According to the *Associated Press*, state-run Petroleos de Venezuela SA (PDVSA) accused ExxonMobil of "judicial-economic harassment" for its legal actions in U.S. and European courts.

According to *Convenience Store News*, Venezuelan president Hugo Chavez has threatened to cut off oil supplies to the entire U.S., but his action applied only to ExxonMobil.

ExxonMobil is suing over the Chavez government's nationalization of one of four heavy oil projects the oil company operates in that country. A British court last month temporarily froze up to \$12 billion of PDVSA's assets and Exxon

has secured an "order of attachment" from U.S. District Court in Manhattan on about \$300 million in cash held by PDVSA, according to the AP report.

"The ongoing legal fight between Venezuela and Exxon Mobil has brought the market's attention back to the fragility of the supply side of the oil market," Kevin Norrish, energy analyst at Barclays Capital told Reuters.

Other oil companies have negotiated separate deals with Venezuela to remain minority partners in the nationalized projects, but ExxonMobil and ConocoPhillips have balked at the tougher terms of the deals and are seeking compensation for giving up their assets.

Venezuela and ExxonMobil had already agreed to take the dispute to international arbitration, but these recent ExxonMobil actions appear to be an attempt to corral Venezuelan assets ahead of any decision by the arbitration panel, according to the *Associated Press*.

## Michigan cleanup contractors seek new certification process

Michigan petroleum industry representatives have asked the Senate Appropriations Environmental Quality Subcommittee to move the certification process for qualified contractors and certified professionals creating and implementing cleanup programs to the Department of Labor and Economic Growth (DLEG). This is to avoid the Department of Environmental Quality (DEQ) from using that certification as a lever to force contractors to comply with policy changes. The contractors argued that the DEQ has been using operational memoranda to change the rules by which they conduct their cleanups, requiring them to comply with draft memoranda by threatening loss of certification. DEQ officials countered that the memoranda are not enforceable; they are merely intended

to clarify already-existing standards. Cliff Knaggs, general counsel for the Michigan Petroleum Association (MPA), said the group is asking that the certification of the qualified contractors and certified professionals (generally the employees of the contractors) be moved to DLEG to give them some protection from the threat of having their certifications pulled. Mark Griffin, president of the MPA, argued there were other contractors and professionals who wanted to testify but feared retaliation for raising the issues. DEQ Director Steven Chester asked the committee to seek proof that his department had retaliated against anyone for raising concerns about department policy. Subcommittee Chair Sen. Valde Garcia (R-Howell) plans at least one more hearing on the issue before deciding whether any policy changes are needed.

## Manipulation of the marketplace

By Ed Weglarz  
AFPD Executive Vice President  
of Petroleum



A little more than a year ago, on January 18, 2007, the price of crude oil on the NYMEX (New York Mercantile Exchange) was hovering around \$50 per barrel. Several weeks ago, the NYMEX price reached an all-time high of just over \$99 per barrel.

While the price of crude oil virtually doubled during this period – an unprecedented rise of nearly \$50 per barrel – the overall inventory of oil in the United States has been above the 5-year average for the entire year. It seemingly defies the laws of supply and demand to have an astronomical increase in the price of oil at the same time the U.S. inventory of oil has stayed above average.

We read in the newspapers and hear on television the familiar explanations why the price of oil is so high. Instability in the Middle-East, bad weather affecting oil production platforms, civil strife in oil producing countries, the declining value of the dollar, (and my personal favorite) foggy conditions in the Houston shipping channel. These are just a few of the usual reasons that are often cited as the reasons for high prices. The problem with these explanations is not that they are false. Most are true. But most of them have been true for some time. Instability in the Middle East is not a new problem. There is always bad weather somewhere around the globe that affects oil production and transportation. There is, unfortunately, a lot of civil strife in a number of oil producing countries. The dollar rises, the dollar falls. However, these reoccurring factors alone cannot justify a doubling of the price of oil.

What else can explain record prices? Examine some of the other factors that are contributing the high price of oil. One key factor over the past few years is the virtual explosion of crude oil contracts. It is becoming increasingly popular to trade contracts that represent commitments to purchase or sell barrels of oil. Trading is speculative and not intended to result in the actual delivery of oil. In the last four years we have seen a huge increase in the number of oil futures contracts traded on the NYMEX. And, there also has been tremendous growth of trading of U.S. crude oil in London. Prices for crude oil are now set in New York, London, Tokyo, Singapore and other trading hubs around the world.

A fair price is a price that accurately reflects the forces of supply and demand for a commodity, not the trading strategies of speculators who are only in the market to make a profit for themselves by buying and selling paper contracts with no intent to actually purchase, deliver, or transfer the commodity. But as we have all too often seen in recent years, when speculation grows so large that it has a major impact on the market, prices get distorted and stop reflecting the true "supply and demand" and speculation becomes a major contributor to sky-high crude oil prices. Additional market transparency and stronger market oversight to reduce the effects of increased speculation is needed.

### Lock fill caps to avoid robbery in Ohio

The Sheriff Departments in several central Ohio counties including Delaware, Union and Morrow, are warning gasoline retailers about a string of incidents in which gasoline is being stolen straight from the tanks by someone using a hose and some type of a suction pump. They are advising retailers to start locking fill caps. The thieves have been stealing as much as 500 gallons at a time.



## Regulators pull plug on temp comp issue

The National Conference on Weights and Measures (NCWM) has decided to postpone for a year a vote on whether marketers should be required to install Automatic Temperature Compensation (ATC) at retail. The decision by regulators at a meeting in Albuquerque, New Mexico, is a victory for refiners and marketers who had argued that the cost of installing ATC dispensers would far outweigh any possible benefit to consumers.

NCWM's laws and regulations committee decided it needed more information on the issue. The next possible vote will not occur until July 2009. In the meantime, both California and the U.S. Government Accountability Office are expected to produce reports on ATC.

The move has outraged the Foundation for Taxpayer and Consumer Rights, a California activist group with close ties to trial lawyers that is pushing for ATC at the pumps.

The Foundation is now accusing NCWM of having "a long history of chumminess" with the oil industry.

According to Foundation lobbyist Judy Dugan, the industry pays for outings and entertainment at NCWM conferences. "The regulators literally feed at the hand of the regulated," she claimed on her blog. She compared the state regulators to "Chicago aldermen" who had "pre-decided" the issue and called NCWM chairwoman Judy Cardin "a veteran political operator" who allowed only a few comments to be made before bringing down the gavel on the meeting.

Dan Gilligan, president of the Petroleum Marketers Association of America, welcomed the NCWM decision, saying regulators are beginning to understand that the issue of temperature correction and retail prices has been "exaggerated and mischaracterized." — *Reprinted with permission by Oil Express.*

## High gas prices high on list of economic concerns

High gasoline prices have changed consumers' overall spending behavior more than any other economic factor, and that is particularly true at the pump, where consumers say they will significantly change their purchasing behavior to save as little as one cent per gallon, said a new report from the National Association of Convenience Stores (NACS) examining consumer perceptions and behaviors.

Nearly half of all consumers polled say that high gasoline prices have significantly affected their spending behavior, nearly double that of any other economic concern, according to a survey commissioned by NACS.

Consumer concerns over high gasoline prices have significantly changed how consumers shop for gasoline. Today, consumers consider price more important than location by nearly a five-to-one margin (73% to 16%).

Not only will most consumers shop based on price, nearly one in three will inconvenience themselves to save as little as three cents a gallon. This consumer price sensitivity drove retailer gross margins on fuel, on a percentage basis, to their lowest level ever in 2007.

While most consumers currently indicate that they haven't significantly changed their driving habits, they do say that if gasoline

prices increase they might change their behavior. The mean consumer response was that \$3.71 per gallon would make consumers significantly cut back their fuel purchases.

Consumers also think that retailers make considerably more profit than they actually do. When asked how much retailers make in profit after subtracting costs, including rent, insurance and all other fees—consumer response averaged 65 cents per gallon—more than 60 cents higher than actual retailer profits, which average one to two cents per gallon over the course of a year. A stunning 16% of those surveyed think that retailers make at least \$1 per gallon in profit. While consumers overstated retailer profits, they also thought that a "fair" profit was 59 cents.

While consumers think that retailer profit on a gallon of gasoline is about 22% of the cost (it's actually less than 1%), consumers don't blame retailers for high prices. The corner gas station/c-store is not perceived as the cause of consumers' pain. When given nine possible explanations for higher prices, consumers said that gas stations increasing profits was the least important factor. And when asked to pick the main reason why gasoline prices increase, only one in 25 consumers said it was from gas stations profiteering.

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## Exxon breaks the nation's corporate profit record

According to an article by *Associated Press* business writer John Porretto, Exxon Mobil Corp. recently posted the largest annual profit by a U.S. company — \$40.6 billion. Without a doubt, the world's largest publicly traded oil company benefited from historic crude prices at year's end.

To help put these figures in perspective: Exxon's annual profits equate to \$4.63 million per hour, 24 hours a day, 365 days a year for the entire 2007 year.

Exxon also set a U.S. record for the biggest quarterly profit, posting net income of \$11.7 billion for the

final three months of 2007, besting its own mark of \$10.71 billion in the fourth quarter of 2005. The previous record for annual profit was \$39.5 billion, which Exxon Mobil reported for 2006.

Porretto said the eye-popping results weren't a surprise given record prices for a barrel of oil at the end of 2007. For much of the fourth quarter, they hovered around \$90 a barrel, more than 50 percent higher than a year ago. Crude prices reached an all-time trading high of \$100.09 on January 3 but have fallen about 10 percent since.

## BP puts 78 Chicago-area stores up for sale

Four months after announcing its plans to sell its company-owned and -operated retail sites to franchisees, dealers and jobbers, BP placed another 78 sites on the sale block, as reported in a *CSP Daily News Flash*. The sale of the Chicago-area stores also will help the big oil company achieve another goal, expanding and growing its *ampm* brand to reach more consumers with its products and services.

Diversity and inclusion continue to be important parts of BP's franchising efforts. In 2006, BP began an initiative to recruit minority franchisees, and that work will continue. BP has retained NRC Realty Advisors LLC to coordinate the sale of the 78 sites, 65 of which are available for franchise, three as de-branded gasoline sites, 10 as BP dealer sites (with fuel agreements only) and four with multiple offerings, including commercial use. The franchise sites will be re-imaged or developed as *ampm* franchise stores with BP-branded gasoline.

NRC will accept offers submitted by Tuesday, April 8, 2008.

Those interested in submitting offers to become prospective franchisees and BP dealers are required to attend a seminar in Chicago. Representatives from BP and NRC will host the seminar, which will provide essential information related to BP franchising and fuel supply and the NRC offering process. Reservations and a completed franchise application are required for attendance. More information is available by contacting NRC at (800) 747-3342, Ext. 803, or at [www.nrc.com/bp](http://www.nrc.com/bp).



## U.N. warns biofuels may threaten environment

The "biofuel boom" could have negative consequences for poor communities across the globe by causing food shortages, increasing competition for agriculture land use and continuing to increase the price of corn and other crops, a United Nations official said recently.

The *Associated Press* reports that Regan Suzuki of the U.N.'s Food and Agriculture Organization "acknowledged that biofuels are better for the environment than fossil fuels and boost energy security for many countries." However, she said those benefits "must be weighed against the pitfalls," which are emerging in countries that are converting millions of acres of land to crops that make biofuels.

Suzuki also commented that biofuels could be to blame for "worsening water shortages" in China and India, while forests in Indonesia and Malaysia "could face threats from the expansion of palm oil plantations," notes the AP.

In recent months, scientists, private agencies and the British government have said that biofuels "could do more harm than good," and instead of protecting the environment, they have warned that "energy crops destroy natural forests that actually store carbon and thus are a key tool in the fight to reduce global warming." — NACS

## AFPD Coupon Redemption Program

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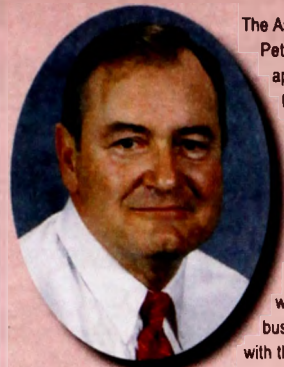
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## AFPD's Ron Milburn appointed vice president



The Associated Food and Petroleum Dealers recently appointed Ron Milburn to the position of vice president. Milburn has worked for AFPD for the past 3 1/2 years, as a membership services representative and – having over 30 years of involvement with the retail gasoline business – is very familiar with the industry in Ohio.

For 21 years, he owned and operated Northland Shell, Inc., in Columbus. His station won every Shell Oil Company award that the company gives out.

Milburn served on the Board of Directors of The Central Ohio Gasoline Dealers Association, and was president of Independent Service Station and Repair Association (ISSARA) and the Ohio Petroleum Retailers & Repair Association.

In addition, he served as president of the Ohio Shell Dealers Council, and vice president of the National Shell Dealers Council. During his tenure, he made numerous trips to Washington, D.C. and the Ohio State Capitol to represent the retail petroleum industry to our government.

Milburn is married to Linda for 49 years. They have five children, fourteen grandchildren and one great grandson.

In addition to his work in the petroleum industry, Milburn served in the Ohio Army National Guard for 13 years and attained the rank of Chief Warrant Officer.

Milburn encourages all Ohio members and non-members to contact him with any issues or concerns. He can be reached at (614) 496-8937.

## AFPD seeking changes to Michigan liquor licensing procedures

The AFPD's legislative agenda this year includes urging the Michigan Liquor Control Commission to revise certain procedures to the licensing process so that retailers are not burdened by unnecessary delays and cumbersome paperwork for new and transfer of existing liquor licenses. As part of this effort, we seek to have MLCC revise financial background investigation requirements to end unnecessary

searches to confirm the "verifiability" of funds; limit the scope and time permitted local governments for review of applications and create an amendment of MLCC Rule 436.1041 (obtaining a license for use or benefit of another). AFPD is also supporting an online filing procedure to eliminate additional delays in processing. For further information, please call Jane Shallal at (248) 671-9600.

## Ohio coalition pushes for 55% tax on non-cigarette tobacco products

Ohio anti-smoking forces upset over "little cigars," candy-flavored tobacco and other tobacco products (OTP) say they will push for a 55 percent tax on all non-cigarette tobacco products. The Investing in Tobacco-Free Youth Coalition said when legislators raised the state cigarette tax in 2003 and 2005, they did not include smokeless products. Under current law, the tax rate on

smokeless tobacco products is 17 percent. The coalition's proposal is to tax those products at the same rate as cigarettes (55 percent of the wholesale price) and keep the two at the same tax rate in the future. House Speaker John Husted said that the House is unlikely to support an increase in the smokeless tobacco tax, according to a recent *Associated Press* report.

## U.S. convenience store count increases

The number of convenience stores in the United States grew by more than 1,000 stores and now stands at 146,294, according to the National Association of Convenience Stores (NACS).

The store count is based on the convenience store universe, tracked and marketed by TDLinx, a service of the Nielsen Company, and is endorsed by NACS.

The increase in stores is a result of a greater number of stores opening than closing in 2007, as well as the existence of non-convenience stores evolving to fit the NACS/TDLinx definition of a convenience store.

Convenience stores sell the majority of the motor fuels in the United States, and this is reflected in the number of stores that sell motor fuels – 115,157 stores – or 79 percent of all convenience stores.

The number of convenience stores is far greater than the store counts of other similar channels tracked by The Nielsen Company, including grocery stores/supermarkets (47,353 stores), drug stores (38,686 stores), mass merchandisers (26,166 stores), dollar stores (19,358 stores) and wholesale clubs (1,119 stores).

## NewsNOTES

### Costco to introduce their own private label beer

According to a story in *Advertising Age*, "The retailer has filed label applications with the federal Tax and Trade Bureau for a Kirkland Signature Hefeweizen, amber ale and pale ale. The beers will be brewed by San Francisco-area craft brewer Gordon Biersch, which also brews private-label beers for the Trader Joe's supermarket chain."

Costco has been selling private label wines in states that allow wine sales for some time.

*Advertising Age* notes that, "Big-box stores such as Costco have been a lucrative source of case sales for brewers and any additional competition in the channel will not be appreciated at a time when those brewers are struggling to increase sales."

### Meijer may have broken campaign financing laws

Meijer Inc. issued a statement which said that an internal investigation had revealed that it likely violated Michigan campaign finance laws in a clash with local officials over a proposed development in Grand Traverse County.

According to the *Associated Press*, the Grand Rapids-based retailer said it may have broken the law by "providing corporate funds to support a recall election" of Acme Township officials in 2007. State law prohibits corporations from contributing to political campaigns. A violation is a felony with a maximum fine of \$10,000.

Meijer said another possible problem was its involvement in a 2005 referendum election to overturn a moratorium on "big box superstores" in the township. Company officials said they will continue to cooperate with a state investigation into the situation and will accept any resulting penalties and fines.

### Electronic transactions outnumber cash and checks

While card issuers such as banks face deepening trouble from customers who can't pay their bills, MasterCard and rivals that process electronic transactions still are taking in big profits from the global shift to plastic and away from cash and checks, reported *The Wall Street Journal*. "Consumers are pulling out their debit or credit cards with increasing frequency," MasterCard president and CEO Robert Selander told the newspaper. Even though some recession-fearing consumers are curbing spending on discretionary items like furniture and jewelry, most consumers will keep paying with plastic "regardless of what happens" with the economy, he said.



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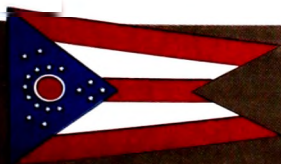
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# Variety is king at Wine Palace

By Michele MacWilliams

Brothers Cliff and Kelly Denha are constantly in motion. At any given time, Wine Palace, their Livonia Michigan store, has a consistent flow of customers. Located at the busy intersection of Middlebelt Road and the Jeffries Freeway (I-94), approximately 45,000 cars pass by each day.

However, competition is also steep in this area. Kitty-corner across the expressway is a shopping center with Costco and Meijer as anchors, a half-mile north on Middlebelt is Westborn Market and one mile south is a mega Wal-Mart. How does a 5,500 square-foot wine and liquor store compete?

The simple answer is "variety and service." Achieving the right product mix and attending to the needs of each customer are skills that the brothers learned from their late father, Louie Denha.

"Our dad bought this store 21 years ago. We have his photo on the wall by the office that is inscribed, 'Founder, Father and still the Boss,'" says Kelly Denha. Louie passed away in 1997, however Cliff added that not a day goes by that the brothers don't refer to their father's business practices and "do what Dad would have done."

Both Kelly and Cliff Denha followed in their father's footsteps, working in his stores from the time they were young children. Kelly started college at the University of Michigan, but left school in order

to help run the store, when his father became ill.

Wine Palace is an unassuming building. It is small and – save for the street-side sign – easy to miss. However, that is soon to change. Cliff and Kelly are in the midst of a remodel project that will transform the exterior, giving the building more street presence. They will also increase the square footage to 7,000, which will allow them to enlarge their cigar shop and add to their already impressive assortment of beer, wine and liquor.

"We want to create a 'wow' factor that will attract more cars into our parking lot," says Kelly. The store already has an impressive customer base. The brothers say that store patrons come from all over the area and are from all walks of life. "We attract commuters from Detroit, Plymouth, Northville and Westland on a regular basis," says Cliff. "They're doctors and attorneys, factory workers and people from the surrounding retail stores. We have such a wide range of customers that we have to stock a little of everything in order to meet their needs," he adds.

It is evident that the brothers have done their homework when it comes to stocking product. Wine Palace is one of the highest volume independent liquor stores in Michigan. Products range from the very common to the unique. Ask for a bottle of Louis XIII Cognac and the Denha brothers will point you to a special case.



Brothers Cliff and Kelly Denha in front of their large selection of liquor



The unassuming exterior of Wine Palace will soon change when renovations take place later this year.



Louie Denha came to the United States from Iraq in 1949, when he was 16, without a nickel in his hand. Although young, Louie was a hard worker and, even from an early age, very business savvy. He began by working in grocery stores and then purchased a store of his own in 1955. Through the years, Louie built a successful business by purchasing stores in the Metro Detroit area, remodeling them and instituting practices that led them to become profit centers. Once they were running smoothly, he would sell and move on to another store. Wine Palace was the last in a line of 12 stores that Louie and his family owned.

The store stocks liquor in gift packs year-round and has a very extensive wine section. A beer lover will feel like a kid in a candy store when entering Wine Palace's beer aisles. The store stocks over 650 different varieties of beer!

"We studied the market and expanded our liquor, beer and wine to meet the needs of our customers," says Kelly. It has paid off. When Costco moved in, numerous friends of the Denha family predicted that the store would lose market share. Instead, business increased. "Our customers know that we carry products and brands that they can't find at the larger stores. They also know that our prices are fair. Our goal is to exceed their

expectations, make their shopping experience pleasant and provide a value. We find that by doing this, they will make a point of shopping with us," Kelly added.

This is important, since Cliff's son, Louis Elias Denha II, who is now 15, began working at Wine Palace when he was seven. The Denha brothers intend to keep the family business intact for the next generation.

The Denha brothers are confident that with the additional remodeling changes they are about to make, and with the knowledge that they have gained from their father, Wine Palace will be positioned to compete with just about any type of store that happens to move into the area for years to come.



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Bacardi Sup/Gold/Select Superior - # 38327	750ml-Glass Gold - # 38247	\$11.05	\$13.95	\$2.90	\$34.80	\$174.00	\$348.00
Bacardi Sup/Gold/Select Superior - # 38321	1.0L Gold - # 38241	\$13.60	\$16.46	\$2.86	\$34.32	\$171.60	\$343.20
Bacardi Flavored Rums Limon - # 38343	375ml Razz #927	\$6.14	\$7.45	\$1.31	\$15.72	\$78.60	\$157.20
Bacardi Flavored Rums Limon - # 38347	750ml Razz#834	\$11.87	\$14.98	\$3.11	\$37.32	\$186.60	\$373.20
Bacardi Flavored Rums Limon - # 38341	1.0L Razz#835	\$15.74	\$18.97	\$3.23	\$38.76	\$193.80	\$387.60
Bombay Sapphire # 26297	750ml	\$19.52	\$23.96	\$4.44	\$53.28	\$266.40	\$532.80
Bombay Sapphire # 87160	1.0L	\$24.65	\$29.99	\$5.34	\$64.08	\$320.40	\$640.80
Grey Goose Original # 84873	50ml	\$2.99	\$3.98	\$0.99	\$118.80	\$594.00	\$1,188.00
Grey Goose Original # 3583	200ml	\$7.60	\$9.96	\$2.36	\$56.64	\$283.20	\$566.40
Grey Goose Original # 91916	375ml L'Orange # 86820	\$14.85	\$17.98	\$3.13	\$37.56	\$187.80	\$375.60
Grey Goose Original #91930	750ml L'Orange # 96250	\$27.20	\$32.97	\$5.77	\$34.62	\$173.10	\$346.20
Grey Goose Original # 93140	1.0L L'Orange # 96520	\$32.29	\$39.46	\$7.17	\$43.02	\$215.10	\$430.20
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# Representative Richard LeBlanc holds many badges and responsibilities

**Michigan State Representative  
Richard LeBlanc  
Democrat  
District 18 Westland**

**Committees**

- Appropriations

**Subcommittees**

- Chairman of State Police and Military and Veterans Affairs
- Economic Development
- Transportation

By Kathy Blake

Michigan State Representative Richard LeBlanc (D-Westland) wears many hats. In addition to his current main occupation as a state representative, he is a reserve police officer, a driver education instructor, a private pilot and a recognized collector of antique police badges.

Rep. LeBlanc, was elected in 2006 to represent the 18th District, which encompasses one city in its entirety. His district is unlike other districts of the state, because it covers the entire city and nothing more. Rep. LeBlanc, a reserve police officer in Canton, has been a Westland resident for 49 years. Although a freshman representative, he has served the city in public office for 15 of those years, many as a city council member. He has been a reserve police officer for 20 years.

**Background**

LeBlanc was a tool and die maker from 1977 to 1984 and graduated to journeyman in 1981. He was also an elected UAW bargaining representative. He worked in the General Motors Corporation Ypsilanti metrology laboratory, and then at Ford Motor Company in Plymouth from 1995 to 2006.

He was a PTA president and applied for an opening on the Wayne/Westland Community Schools Board of Education, one of 19 applicants. "I believed the school board selection process wasn't fair. I really had issue with the process and conduct of that board," LeBlanc

said. It motivated him to run for the next election in which he won and held the position of officer and trustee from 1992 through 1995.

**Westland City Council**

He then ran for Westland City Council and upset an incumbent and held office from 1995-2001 and 2003 to 2007. One of the things he is proud to have done on the city council was to work on the development of an ethics ordinance. "I had long wanted to adopt an ethics ordinance," said LeBlanc. It was adopted after he left office. He is also proud to have authored the Westland Woodlands Ordinance.

"Westland is actually home to more park acreage than any other community in Wayne County except Detroit. My ordinance necessitates the identification of trees that are on a site to be developed. It requires a ratio replacement—one big tree for 25-30 small trees, for example." There is a fund to contribute money in lieu of planting trees.

**Michigan driver education bill**

LeBlanc's first taste of Lansing was in 2005, when he testified before the Michigan House of Representatives Transportation Committee, regarding a bill that would revise the Michigan Driver Education Graduated Licensing law.

House Bill 4756 was a bill that would limit the number of passengers in vehicles driven by first-year drivers under the age of 18 to one non-family member. "I speak in support of HB 4756 because I believe it's both wanted and necessary, and because my experience as a (Canton) reserve police officer is that passengers contribute substantially to driver distractions and accidents," he testified before the committee. "Two out of every three teenagers who die in a vehicle crash are passengers in a vehicle driven by another teenager. This is a staggering statistic."

**As a State Representative**

LeBlanc's friend, former Rep. Glenn Anderson, D-Westland and others persuaded him to run for

state representative. Currently in his second year in the legislature, LeBlanc says it's been overall a good experience. "It's been everything I imagined it would be...the good, the bad and the ugly but mostly a good experience." He serves on the Appropriations Committee and is Chairman of the State Police and Military and Veterans Affairs subcommittee. He also serves on the Economic Development and Transportation subcommittees.

"When something negatively affects local businesses, I find out almost by accident," said LeBlanc. He wants Westland business owners and residents to know that if they have an issue, they can come to him. "I have an open door policy. If there are things that I can do to make it better for businesses, I want to know. I think everything begins at the local level. I encourage AFPD members to contact me directly," said LeBlanc.

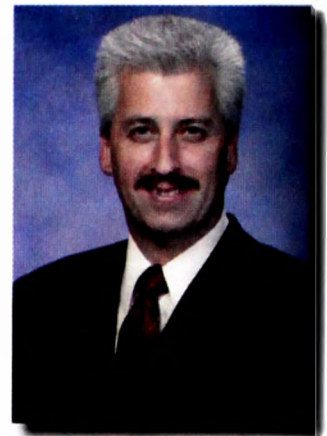
Regarding tax cuts to the Michigan Business Tax, he said, "If there is an additional opportunity to revisit or re-craft the tax structure that doesn't harm the state but allows business to stay on its feet, then I'll vote for it." He also said "My efforts in the legislature are not going to make it harder for retailers to make it."

"As chair of the State Police subcommittee, my goal has been to supplement the ranks of the police force. We have had a decline of 400 state police troopers in Michigan over the past six years." He is working with other legislators and the governor to authorize a new trooper school.

In the Economic Development subcommittee, he is pushing to address the shortage of nurses in Michigan. One of the main reasons for the shortage of nurses is the lack of nursing professors.

"There is a 4,000 nurse shortage in our state. We will provide incentive for people who have qualifications to be nursing professors to move in that direction," said LeBlanc.

In the Transportation subcommittee, there is discussion for augmenting aeronautics. He hopes to bring



additional investment to airports for lengthening runways and also to surrounding areas for infrastructure. LeBlanc believes it could bring new businesses to those areas. "Instead of locating a business in Ohio or Illinois, we can convince them to locate here in Michigan."

Another transportation goal is development of a commuter rail system between Ann Arbor and Detroit. "With a commuter rail stop in Westland, it will bring additional investment and people into Westland. It will involve a lot of federal money," said LeBlanc.

**Civic activities**

Rep. LeBlanc volunteers his time to many organizations such as the Westland Goodfellows and the Westland Civitans. He also is a member of various groups such as the United Auto Workers, the Westland Democratic Club, the NAACP, the Wayne/Ford Civic League and the Westland Cultural Society.

Rep. LeBlanc graduated Summa Cum Laude with a Bachelor of Arts degree in Human Resources Administration from Concordia College in Ann Arbor. He is married and has two adult sons.

To reach Rep. LeBlanc, write State Representative Richard LeBlanc, State Capitol, PO Box 30014, Lansing MI, 48909-7514, call (517) 373-2576 or email richardleblanc@house.mi.gov.



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Bugsy's North Bar & Grill\*  
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Carmen's Liquor & Deli  
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Cherry Belt Party Store  
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Christi's Bar & Grill\*  
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Country Farm Market  
Pontiac

Danny's Fine Wines  
Oak Park

Duffy's of Flushing\*  
Flushing

Five Star Liquor  
Dearborn

Florentine's Pizzeria  
Restaurante & Sports Lounge\*  
Grand Rapids

Glass Bottle Shoppe  
Detroit

Gratiot Fairmont Market  
Detroit

Great Baraboo Brewing  
Company\*  
Clinton Township

Greenfield Party Shoppe  
Southfield

In N Out Store #31  
Detroit

Liberty Food Center  
Detroit

Light House Liquor  
Oak Park

Luxor Market  
Detroit

Mario's Market  
Lansing

Meijer #123  
Southgate

Meijer #145  
Fraser

MGM Food Center  
Detroit

Moon Raker\*  
Battle Creek

Mr. S's Deli  
Detroit

M T Loonies\*  
Temperance

New Northend Market  
Oak Park

New Super Fair Foods  
Detroit

Oakland Liquor Party Shoppe  
Southfield

Pairs Food Store  
Oak Park

Parklane Cork & Bottle  
Detroit

Pied Piper  
Detroit

Royal Shopping Place  
Hamtramck

Rusty Nail Lounge\*  
Canton

Sam's Liquor Shoppe  
Detroit

Sammy's Restaurant/Lounge\*  
Lansing

Sax Discount  
Taylor

Scotia Stop Food Store  
Oak Park

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Gladwin

Shoppers Market  
Warren

Shoppers Market  
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Skip's Market  
Center Line

Stop N Shop  
Saginaw

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Westland

Whitt's Party Store  
Battle Creek

Wyoming & Six Food  
Market  
Detroit



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# ATTENTION

## IF YOU SELL FRUIT, VEGETABLE

The Food and Drug Administration (FDA) created the charts displayed on these two pages in order to help consumers make informed purchasing decisions that reflect their dietary needs. Posting these charts is strictly voluntary. However, the FDA will begin surveying stores starting March 1, 2008 to determine if there is sufficient voluntary compliance. If participation drops below 60 percent, the FDA has the right to mandate nutrition labeling on these products.

### Fruits

#### Nutrition Facts

Raw, edible weight portion.  
Percent Daily Values (%DV) are  
based on a 2,000 calorie diet.

Fruits	Calories	Calories from Fat	Total Fat	Sodium	Potassium	Total Carbohydrate	Dietary Fiber	Sugars	Protein	Vitamin A	Vitamin C	Calcium	Iron
Serving Size (gram weight/ounce weight):			g	mg	mg	g	g	g	g	%DV	%DV	%DV	%DV
<b>Apple</b> 1 large (242 g/8.6 oz)	130	0	0	0	260	34	5	25g	1g	2%	8%	2%	2%
<b>Avocado</b> California, 1/5 medium (38 g/1.3 oz)	50	35	4.5	0	140	3	1	0g	1g	0%	4%	0%	2%
<b>Banana</b> 1 medium (126 g/4.5 oz)	110	0	0	0	450	30	3	19g	1g	2%	15%	0%	2%
<b>Cantaloupe</b> 1/4 medium (114 g/4.0 oz)	50	0	0	20	240	12	1	11g	1g	120%	80%	2%	2%
<b>Grapefruit</b> 1/2 medium (154 g/5.4 oz)	60	0	0	0	160	15	2	11g	1g	35%	100%	4%	0%
<b>Grapes</b> 3/4 cup (126 g/4.5 oz)	90	0	0	15	240	23	1	20g	0g	0%	2%	2%	0%
<b>Honeydew Melon</b> 1/10 medium melon (136 g/4.8 oz)	50	0	0	30	210	12	1	11g	1g	2%	45%	2%	2%
<b>Kiwifruit</b> 2 medium (148 g/5.2 oz)	90	10	1	0	450	20	4	13g	1g	2%	240%	4%	2%
<b>Lemon</b> 1 medium (58 g/2.1 oz)	15	0	0	0	75	5	2	2g	0g	0%	40%	2%	0%
<b>Lime</b> 1 medium (67 g/2.4 oz)	20	0	0	0	75	2	2	0g	0g	0%	35%	0%	0%
<b>Nectarine</b> 1 medium (148 g/5.2 oz)	60	5	0.5	0	250	15	2	11g	1g	8%	15%	0%	2%
<b>Orange</b> 1 medium (154 g/5.4 oz)	80	0	0	0	250	19	3	14g	1g	2%	130%	0%	0%
<b>Peach</b> 1 medium (147 g/5.2 oz)	60	0	0.5	0	230	15	2	13g	1g	0%	15%	0%	2%
<b>Pear</b> 1 medium (146 g/5.1 oz)	100	0	0	0	190	26	6	16g	1g	0%	10%	2%	0%
<b>Pineapple</b> 2 slices, 3" diameter, 3/16" thick (112 g/4.0 oz)	50	0	0	10	120	13	1	10g	1g	2%	50%	2%	2%
<b>Plums</b> 2 medium (151 g/5.4 oz)	70	0	0	0	230	19	2	16g	1g	0%	10%	0%	2%
<b>Strawberries</b> 8 medium (147g/5.2 oz)	50	0	0	0	170	11	2	0g	1g	0%	160%	2%	2%
<b>Sweet Cherries</b> 21 cherries, 1 cup (146 g/5.2 oz)	100	0	0	0	350	24	1	16g	1g	2%	15%	2%	2%
<b>Tangerine</b> 1 medium (109 g/3.9 oz)	50	0	0	0	160	13	2	9g	1g	0%	45%	0%	0%
<b>Watermelon</b> 1/10 medium melon, 2 cups diced pieces (280 g/10.0 oz)	80	0	0	0	270	21	1	20g	1g	30%	25%	2%	4%

Most fruits provide negligible amounts of saturated fat, trans fat, and cholesterol; avocados provide 0.5 g of saturated fat per ounce.

U.S. Food and Drug Administration  
(January 1, 2008)

### Vegetables

#### Nutrition Facts

Raw, edible weight portion.  
Percent Daily Values (%DV) are  
based on a 2,000 calorie diet.

Vegetables	Calories	Calories from Fat	Total Fat	Sodium	Potassium	Total Carbohydrate	Dietary Fiber	Sugars	Protein	Vitamin A	Vitamin C	Calcium	Iron
Serving Size (gram weight/ounce weight):			g	mg	mg	g	g	g	g	%DV	%DV	%DV	%DV
<b>Asparagus</b> 5 spears (113 g/4.0 oz)	20	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Bell Pepper</b> 1 medium (148 g/5.2 oz)	25	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Broccoli</b> 1 medium stalk (148 g/5.2 oz)	45	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Carrot</b> 3 carrots, 3" long, 1 1/4" diameter (128 g/4.5 oz)	30	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Cauliflower</b> 1/6 medium head (99 g/3.5 oz)	25	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Celery</b> 2 medium stalks (110 g/3.9 oz)	15	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Cucumber</b> 1/2 medium (99 g/3.5 oz)	10	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Green (Snap) Beans</b> 3/4 cup ref (83 g/2.9 oz)	20	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Green Cabbage</b> 1/12 medium head (84 g/3.0 oz)	25	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Green Onion</b> 1/4 cup chopped (23 g/0.8 oz)	10	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Iceberg Lettuce</b> 1/6 medium head (89 g/3.1 oz)	10	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Leaf Lettuce</b> 1 1/2 cups shredded (83 g/2.9 oz)	15	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Mushrooms</b> 5 medium (84 g/3.0 oz)	20	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Onion</b> 1 medium (148 g/5.2 oz)	45	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Potato</b> 1 medium (148 g/5.2 oz)	110	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Radishes</b> 2 radishes (63 g/2.2 oz)	10	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Summer Squash</b> 1/2 medium (96 g/3.4 oz)	20	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Sweet Corn</b> cobs from 1 medium ear (96 g/3.4 oz)	90	20	2.5	0	0	0	0	0	0	0%	0%	0%	0%
<b>Sweet Potato</b> 1 medium, 3" long, 1" diameter (130 g/4.6 oz)	100	0	0	0	0	0	0	0	0	0%	0%	0%	0%
<b>Tomato</b> 1 medium (148 g/5.2 oz)	25	0	0	0	0	0	0	0	0	0%	0%	0%	0%

Most vegetables provide negligible amounts of saturated fat, trans fat, and cholesterol.



# RETAILERS: AND FISH, POST THESE CHARTS!

AFPD is making it easy for you to comply. Simply cut out the charts on these two pages and post them in the appropriate departments. You can also download them at [www.afdom.org](http://www.afdom.org). If you have questions, please call Dan Reeves at AFPD (800) 666-6233.

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



## Nutrition Facts

	Total Carbohydrate	Dietary Fiber	Sugars	Protein	Vitamin A	Vitamin C	Calcium	Iron
	g	g	%DV	%DV	%DV	%DV	%DV	%DV
1	2g	2g	10%	15%	2%	2%		
2	4g	1g	4%	190%	2%	4%		
3	2g	4g	6%	220%	6%	6%		
4	5g	1g	110%	10%	2%	2%		
5	2g	2g	0%	100%	2%	2%		
6	2g	0g	10%	15%	4%	2%		
7	1g	1g	4%	10%	2%	2%		
8	2g	1g	4%	10%	4%	2%		
9	3g	1g	0%	70%	4%	2%		
10	1g	0g	2%	0%	2%	2%		
11	2g	1g	0%	6%	2%	2%		
12	1g	1g	130%	6%	2%	4%		
13	0g	3g	0%	2%	0%	2%		
14	0g	1g	0%	20%	4%	4%		
15	1g	3g	0%	45%	2%	0%		
16	2g	0g	0%	30%	2%	2%		
17	2g	1g	0%	30%	2%	2%		
18	5g	4g	2%	10%	0%	2%		
19	7g	2g	120%	30%	4%	4%		
20	3g	1g	20%	40%	2%	4%		

U.S. Food and Drug Administration  
(January 1, 2008)



## Seafood

## Nutrition Facts

Cooked (by moist or dry heat with no added ingredients), edible weight portion.  
Percent Daily Values (%DV) are based on a 2,000 calorie diet.

Cooked (by moist or dry heat with no added ingredients), edible weight portion. Percent Daily Values (%DV) are based on a 2,000 calorie diet.															
			Calories	Calories from Fat	Total Fat	Saturated Fat	Cholesterol	Sodium	Potassium	Total Carbohydrate	Protein	Vitamin A	Vitamin C	Calcium	Iron
Seafood	Serving Size (84 g/3 oz)				g	g	mg	mg	mg	g	g	%DV	%DV	%DV	%DV
Blue Crab	100	10	1	0	95	330	300	0	0	20g	0%	4%	10%	4%	
Catfish	130	60	6	2	50	40	230	0	0	17g	0%	0%	0%	0%	
Clams, about 12 small	110	15	1.5	0	80	95	470	4	2	17g	10%	0%	8%	30%	
Cod	90	5	1	0	50	65	460	0	0	20g	0%	2%	2%	2%	
Flounder/Sole	100	15	1.5	0	55	100	390	0	0	19g	0%	0%	2%	0%	
Haddock	100	10	1	0	70	85	340	0	0	21g	2%	0%	2%	0%	
Hallibut	120	15	2	0	40	60	500	0	0	23g	4%	0%	2%	0%	
Lobster	80	0	0.5	0	60	320	300	1	0	17g	2%	0%	0%	2%	
Ocean Perch	110	20	2	0.5	45	95	290	0	0	21g	0%	2%	10%	4%	
Orange Roughy	80	5	1	0	20	70	340	0	0	16g	2%	0%	4%	2%	
Oysters, about 12 medium	100	35	4	1	80	300	220	6	2	10g	0%	0%	0%	45%	
Pollock	90	10	1	0	80	110	370	0	0	20g	2%	0%	0%	2%	
Rainbow Trout	140	50	6	2	55	35	370	0	0	20g	4%	4%	0%	2%	
Rockfish	110	15	2	0	40	70	440	0	0	21g	4%	0%	2%	2%	
Salmon, Atlantic/Coho/Sockeye/Chinook	200	90	18	2	70	55	430	0	0	24g	4%	4%	2%	2%	
Salmon, Chum/Pink	130	40	4	1	70	65	420	0	0	22g	2%	0%	2%	4%	
Scallops, about 8 large or 14 small	140	10	1	0	65	310	430	5	2	27g	2%	0%	4%	14%	
Shrimp	100	10	1.5	0	170	240	220	0	0	21g	4%	4%	0%	10%	
Swordfish	120	50	6	1.5	40	100	310	0	0	16g	2%	2%	0%	0%	
Tilapia	110	20	2.5	1	75	30	360	0	0	22g	0%	2%	0%	2%	
Tuna	130	15	1.5	0	50	40	400	0	0	20g	2%	2%	2%	4%	

Seafood provides negligible amounts of trans fat, dietary fiber, and sugars.

U.S. Food and Drug Administration  
(January 1, 2008)

# MLCC takes steps to combat smuggling

In an effort to eliminate the illegal trafficking of bootleg spirits coming into Michigan, the Michigan Liquor Control Commission, (MLCC) in cooperation with unnamed spirit suppliers, has begun shipping liquor in Michigan-identifiable containers. These containers now provide a means for Commission Enforcement Officers

and other law enforcement agencies to verify whether the products were legally purchased through Michigan's ADA distribution system.

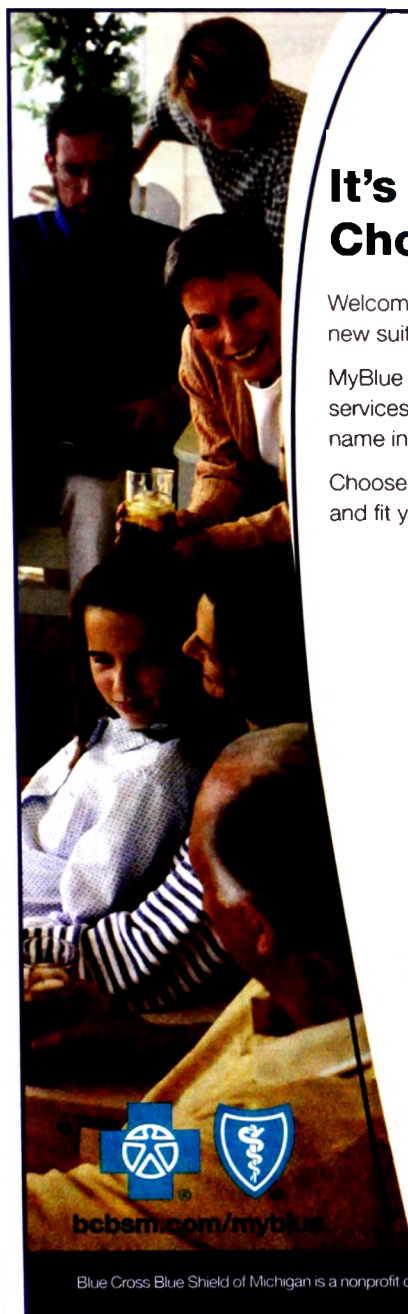
In addition to citing licensees for Liquor Control Code violations, the Commission will continue to work closely with the Michigan Attorney General's Office along with state and

federal law enforcement agencies to aggressively prosecute all violators, including licensees, through the criminal justice system.

"The Commission will continue to be vigilant and will use all available law enforcement resources to combat continuing illegal smuggling activities," the MLCC said in a

bulletin to Michigan licensees.

Smuggling information may be anonymously reported to the Commission by email at <https://www6.dleg.state.mi.us/Parsers/complain.asp>, by mailing to MLCC, 7150 Harris Drive, P.O. Box 30005, Lansing, MI 48909, or by telephone at 1-866-893-2121.



## MyBlue<sup>SM</sup>

My Life. My Health Plan

### It's **your** life. Choose **your** health plan.

Welcome to MyBlue, Blue Cross Blue Shield of Michigan's new suite of individual health plans.

MyBlue offers the quality benefits, flexibility and valuable services you've come to expect from Michigan's most trusted name in health care.

Choose from our MyBlue plans, designed to meet your needs and fit your budget, at any stage of your life.

#### Individual Care Blue<sup>SM</sup>

Comprehensive plan for you and your family

#### Value Blue<sup>SM</sup>

Basic health coverage with low monthly premiums

#### Young Adult Blue<sup>SM</sup>

Basic health coverage for young adults, age 19 to 30

#### Flexible Blue<sup>SM</sup>

Combine a comprehensive health plan with a tax-advantaged Health Savings Account

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



[bcbsm.com/myblue](http://bcbsm.com/myblue)

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

## Michigan wine discount rules

Last December, the Michigan Liquor Control Commission ruled that Specially Designated Merchant (SDM) licensees can request Commission approval to discount wine below cost under limited conditions. The Commission requires each SDM licensee to request permission for each location at which they wish to discount wine. The Commission will consider price reductions for wine only, not for beer.

In order to receive permission, a SDM licensee must send the Commission a list of wines for each location requesting to discount wines. The list must indicate the brand of wine, the name of the distributor or wine maker who sold the wine to the SDM, the size of the wine container to be discounted, the quantity of wine containers to be discounted and the proposed discounted retail selling price for each wine. Wine can be discounted no more than 75% of the original purchase price and the wine must have been purchased at least 181 days prior to the discount request.

Wine approved by the Commission for discount cannot be reordered by the SDM licensee within one year from the date of the Commission's approval and only in-store advertising of the discounted wine is allowed.

An SDM may only request wine discounts once every 180 days.

Discount wine requests can be emailed to [perkinsr@michigan.gov](mailto:perkinsr@michigan.gov) or mailed to the Commission's Lansing office (7150 Harris Drive, P.O. Box 30005, Lansing, MI 48909) to the attention of the Enforcement Division. Any questions on this matter should be directed to the Enforcement Division at (517) 322-1370.



# KAN SMACKER

*"The Lifetime Machine"*

**Super Series**



**Mini 3-in-1**



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

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

#### VOLTAGE

110-115V 1 Ph (Standard Outlet)

#### PERFORMANCE/CAPACITY

Glass—40/minute—Holds up to 300

Plastic—30-45/minute—Holds 160

Cans—50+/minute—Holds 720

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/Side Glass	53"	72"	33"
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

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

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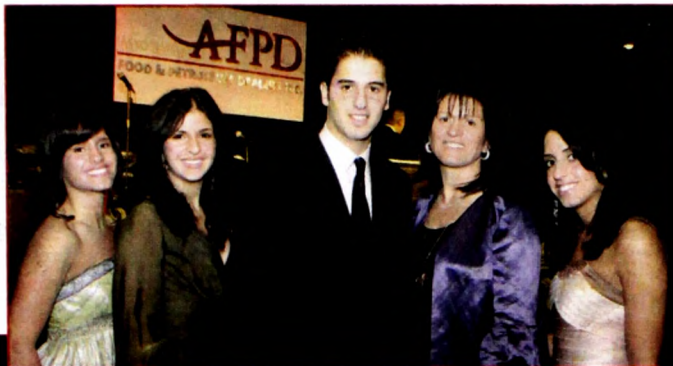


# VIVA LAS VEGAS!

**AFPD'S 92ND ANNUAL TRADE DINNER  
WAS THE PLACE TO BE SEEN ON  
FRIDAY, JANUARY 25!**



Sophia  
Maroof and  
Nicole Seman



The Arconi family - (l to r) Leann, Angela, Frank Jr., Lamia, and Marisa



A big thanks goes to Paul Elhindi from Lyndhurst Valero (left) and Scott Skinner of Diageo for the great job they did as Trade Dinner Co-Chairs.



AFPD President Jane Shallal addresses the crowd.



The gambling tables were popular!



Sam  
Dallo and  
niece Leann Arconi



AFPD 2006/2007 Chairman Fred Dally (left) passes the "gavel" (or hammer) to new AFPD Chairman Chris Zebari.



Lamia and daughter Angela Arconi address the crowd after the AFPD tribute to Lamia's late husband, Frank Arconi.



A capacity crowd enjoyed the evening's festivities







AFPD's band, Steve King and the Ditties, rocked the night away.



Johnny and Diane Karmo enjoyed the music.



The gambling tables were popular!

## AFPD thanks its sponsors and Trade Dinner Committee

**Co-Chairs:** Paul Elhindi  
Lyndhurst Valero  
Scott Skinner  
Diageo

James V. Bellanca, Jr.	Ernesto Ostheimer
Joe O'Bryan	Rudy Patros
Al Chittaro	Mike Rosch
Jim Chuck	Mark Sarafa
Sam Dallo	Dennis Sidorski
Bobby Hesano	Bill Viviano
Kristin Jonna	Pamula Woodside
Jim O'Shea	Norman Yaldoo

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# GREAT LAKES GOODS

From the entrepreneur that sells his products out of the back of a minivan to the food and petroleum giants, the Great Lakes area provides opportunities to all. On this page and beyond, we salute our great region with profiles of a few select Great Lakes-grown companies and their products.

## Frank Gates/Attenta is becoming Avizent



Beginning April 1, 2008, The Frank Gates Companies/Attenta will become Avizent™. Together, Frank Gates and Attenta have over 100 years of experience in risk management, third party claims administration and medical management.

### Avizent offers many advantages for employers, including:

- National claims administration for all lines of business, including workers' compensation, liability, property and USL&H;
- Special expertise in self-insured and multi-state program management, as well as large deductible programs;

- A comprehensive suite of in-house, integrated medical managed care capabilities (PPO networks, utilization review, medical bill review, case management, pharmacy benefit management);
- Alternative risk programs, such as captives and self-insurance options for single entity, group

and association property/casualty insurance plans;

- VISUAL Claims Studio, the heart of our best-in-class RMIS software suite, will be enhanced this spring with advanced claims management capabilities;

Avizent, based in Columbus, Ohio, is one of the fastest-growing national risk management providers. The company employs over 700 associates throughout the U.S. Ohio AFPD members carrying group workers' compensation insurance will have their policies continued under Avizent. For additional information, visit the Avizent website at [avizentrisk.com](http://avizentrisk.com).

## Kar's Nuts introduces resealable packs

Kar's Nuts was founded in 1933, in a tiny kitchen in a house located across the street from Tiger Stadium in Detroit. Here, Mr. And Mrs. Karpe roasted and sold peanuts to fans. The peanuts became so popular that a roasting plant was soon built to distribute peanuts to bars and retail stores in Metro Detroit. The company was sold to the Nicolay family in the 1960s, and continues today as a family-run business.

Recently, Kar's Nuts moved to its new facility in Madison Heights, Michigan and began offering its nut mixes in larger grocery outlets and club stores nationwide.

New this spring, look for Kar's Nuts nutty snacks and trail mixes in all-new, resealable bags! Consumers will soon be able to enjoy the great taste of Kar's 'Always Fresh' nuts anytime, anywhere. Many of Kar's most popular nuts, seeds and mixes will be available in 8- to 12-ounce stand-up pouches. Also new is Kar's in-store display of stackable 12-count cases for the pouches that give retailers greater flexibility for merchandising.

For more information on these new products or to order, call Kar's Nuts at (248) 588-1903.



## Scada Systems Security provides peace of mind

When looking to invest in a security system, it is important to feel "secure" with the company that you choose. AFPD member Scada Systems Security provides solutions for all types of business security needs. After listening to your particular situation, Scada presents a free custom quote. "Our goal is to make purchasing a security system easy and efficient," says Mike Eida. "We custom-fit the proper system for your particular needs."

Scada Systems Security is licensed, bonded and insured. The company provides all types of security and surveillance



**SCADA SYSTEMS**  
Scan Control & Data Comm.

devices and services including time attendance, access control, networking and cabling, telephone key systems and more. They also provide service and customer support for all the systems that they provide.

Located in Warren, Michigan, call Mike Eida at (313) 240-9400 or toll-free at 1-866-66 SCADA (72232) for more information.

## With GreenCurrents, your company can make a difference

**GreenCurrents**

Contributing to the preservation of the environment is important ... and with DTE Energy's voluntary GreenCurrents program, it's easier than ever to show your customers you're doing your part.

With GreenCurrents, you can "green up" your power with renewable energy created from sustainable sources like the wind and biomass.

### For businesses, there are two enrollment options:

- Match 100 percent of your monthly electric consumption with green energy for two cents per kilowatt-hour (kWh). The monthly cost is in addition to your

normal monthly electric charges.

- Buy a 1,000 kilowatt-hour block of renewable energy for \$20 per month. There is no limit to the number of renewable energy blocks that can be purchased, so you can choose the level of participation that best suits your budget.

For more information about GreenCurrents, call (866) 207-6955, or go to [www.GreenCurrents.com](http://www.GreenCurrents.com).

**DTE Energy**





## Ohio Underground Storage Tank Insurance renewal forms hitting mailboxes



Winter is winding down, and Ohio Underground Storage Tank (UST) renewal activity is heating up. In the next couple of months, AFPD members will be receiving their renewal information from the State of Ohio.

Both state organizations, PUSTRCB and BUSTR, say their fees will remain the same as they were for 2007. PUSTRCB is charging \$600 per tank for the \$55,000 deductible option and \$800 per UST for those who choose to reduce their deductible to \$11,000. As always, owners of seven or more USTs in the same name are restricted to the annual Financial Assurance fee of \$600 per UST for a deductible of \$55,000.

BUSTR will be billing \$50 per tank regardless of the number you own. These fees are always subject to change. The compliance period is July 1, 2008 and all fees must be paid before then.

This is a good time to check on your compliance with all of the rules and regulations associated with UST ownership. This is the only time of the year that you can change your deductible amount -- the \$55,000 or the \$11,000 options.

Bob Barbero, vice president of USTI, AFPD's (Ohio) underground storage tank insurance member program administrator, is hearing reports from members who signed on with what appeared to be low cost policies, only to find out that some crucial coverage was excluded.

"In one specific case we found that the agent failed to provide Liquor Legal Liability coverage, as well as the all-important correct coverage for the UST deductibles," said Barbero.

"Policies must be specifically endorsed or purchased separately in order to be covered," said Barbero.

The AFPD member program through USTI does specifically cover these exposures. USTI has been working with AFPD for many years, and is a recognized leader for this coverage since 1994.

AFPD members currently in the AFPD/USTI program who are

thinking about raising or lowering their deductible can contact the AFPD office or Bob Barbero at USTI Ohio. They can review your desired changes and calculate the effects this will have on your insurance premiums.

The AFPD/USTI program

complies with all financial responsibility if you have selected the optional tank deductible coverage. For more information or to register for the program, check USTI's web site [www.ustiohio.com](http://www.ustiohio.com) or contact Bob Barbero, USTI Ohio, at 1-800-558-USTI (8784).

# Get Quenched!

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Own Natural Source In  
Pristine Southern Michigan!*



## Great Lakes **GOODS**

### Select Michigan encourages customers to buy local

If every Michigan household spent just \$10 a week on Michigan-produced food, it would generate nearly \$40 million each and every week.

In 2003, Select Michigan was introduced by the Michigan Department of Agriculture as a program to provide Grand Rapids consumers with a way of identifying Michigan produce and organic produce.

In 2004, Select Michigan was expanded to include the Detroit market. The program was tailored to meet shoppers' preferences for Michigan food products in each market area.

Select Michigan is a state initiative and market development program designed to increase the consumption and purchase of Michigan-grown fresh and processed foods by encouraging retailers and consumers to purchase food grown and processed in Michigan.

The campaign elements involve integrated approaches with high



emphasis on in-store retail activity including: In-store radio, signage and events, integration into selected websites, radio and other publicity.

In-store events have a high rate of return. An analysis conducted by a third party evaluator revealed that one asparagus store demo increased sales of fresh asparagus by 58% and represented more than \$10,000 in increased retail sales. Approximately \$5,000 in farm gate value resulted from one single store demo!

One of the program's goals is to work with retailers to expand their offerings of Michigan fresh and processed food and agriculture products, especially in the underserved areas.

If you would like to join Select Michigan in promoting Michigan-produced food, contact Christine Lietzau at (517) 373-9800.

## Complete Dairy Program offsets rising milk prices

### Dairymen's

rebate on all purchases. The rebate checks are paid quarterly, from AFPD.

We are pleased to offer our Ohio members an exclusive, cost-effective AFPD Dairy Program. Working with Dairymen's as our exclusive supplier, AFPD offers a complete line of dairy products, with the service and program coordination provided through Dairymen's sales representatives.

Due to AFPD's group purchasing power, when it comes to dairy sales, independent retail members can now compete with the larger chains. Prices fluctuate monthly, effective the first of each month and are based on the Federal milk order. Dairymen's notifies each retailer with the price change.

In addition to lower prices, retailers receive a two percent

Dairymen's also provides a monthly sales promotion plan, covering homogenized, 2%, 1% and skim gallons; fruit drinks gallons; iced tea gallons and one additional product. They also help you increase sales by providing a customized marketing plan, promotional signage and updated retail pricing. Dairymen's stocks your coolers and rotates products when they make deliveries.

You must be a current AFPD member to be eligible for program discounts and rebates. To take advantage of this offer or to learn more, AFPD Ohio members should contact Dairymen's account representative, Jim Evans, at 1-800-944-2301, ext. 218.

## C-BIZ Computer Solutions streamlines c-store operations



### COMPUTER SOLUTIONS

Craig Cesarone wanted a day off...and he wanted his friends and family in the convenience store business to be able to take one as well.

Cesarone began working in his father's West Bloomfield, Michigan wine shop when he was very young and then opened his own store, Beverage Warehouse in Beverly Hills, Michigan, which he operated for 12 years. Working in the business literally from the ground up, he knew all too well that security, staffing and other day-to-day operating issues often made it impossible for store owners to leave their stores.

Wanting to change this, Cesarone started a company called POS Systems Group in 1994. His mission was to educate retailers on how new technology can save them time and money, tighten store security and create a more efficient operating environment – ultimately leading to a well-deserved day off.

"We offer a variety of point-of-sale (POS) software, hardware and network solutions for retail stores, restaurants, and Web stores. We suit our systems to meet the needs of our customers," Cesarone says.

Cesarone supplies hardware and software (barcode scanners, cash drawers and printers) and a variety of digital video recorders (DVR-Windows and DVR-Linux) and cameras for all budgets and environments that are fast, dependable and simple to use.

This year, Cesarone changed the name of his company from POS Systems Group to C-BIZ Computer Solutions to reflect the changes in the industry.

"We connect the DVR and POS so the retailer can view sales transactions inserted on the DVR screen. This way, you can see if the cashier scanned every item and also run a quick search of questionable events like large bottle returns or a non-sale," he added.

CBIZ offers AFPD members a discount of 20 to 40 percent off their system prices, and lease-to-purchase plans as well.

For information and to learn more about the AFPD members-only benefits, call Craig Cesarone at 866-271-3730 or check out their website at [www.C-Biz.com](http://www.C-Biz.com).

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 1-3 year warranty  
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## Brownwood Acres captures the benefits of fruit

Steven de Tar comes from a long line of entrepreneurs. His great grandmother started a roadside fruit stand that his grandparents grew into a Northern Michigan tourist destination. He and his family expanded on this with a line of wholesale fruit products.

Now, they have branched into the functional food industry.

It all started in 1945, when Steve's great grandmother, Mary Louise Morse, moved to Northern Michigan to retire. To make ends meet, she opened a roadside stand at her farm on East Torch Lake

Drive, south of Eastport, where she sold fruit, vegetables, honey, Cherry Butter and Kream Mustard. Over the years, the stand grew into a series of historic buildings that sold a variety of homemade products in a quaint and inviting atmosphere, called Brownwood Acres. The



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family purchased rundown historic buildings in the area and moved them to the farm for restoration.

Over the years, the Brownwood Farms product line expanded with additional preserves, mustards, barbeque sauces and spreads.

In 1980, when Steve de Tar graduated from college, Brownwood products were only available at Brownwood Acres. He saw an opportunity for expansion and began marketing them to stores and specialty markets across the Midwest. He grew the company, expanding its manufacturing capabilities. Then, in 1999 he discovered the health benefits of cherry juice concentrate. Cherries are known for their anti-inflammatory properties and the concentrated juice magnified the benefits.

Now they also market wild blueberry, pomegranate, red raspberry, cranberry and Concord grape juice concentrates. Brownwood now also offers softgels made from the whole cherry and wild blueberry fruit. The company's proprietary patented process creates a highly condensed fruit paste that is then placed into the softgel capsules.

The same technology used for the Softgel paste was then used to create FRUITFAST BARS, a line of fruit supplement bars, made from 100% fruit. USDA-developed and patented, FruitFast Bar's proprietary process delivers one serving of tart cherries, wild blueberries or pomegranates, plus one whole apple in every bar. FruitFast Bars are all natural with no preservatives, additives, or fillers and are laboratory tested.

For more information on Brownwood products, call them at 1-877-591-3101.



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

**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 enquires only. Call (231) 288-0532.

**FOR SALE**—Shp meat grinder, pressure fryer, reg. fryer, shelving, kitchenware, meat slicers, electronic scales, holding oven, rotisserie oven, acrylic bins, stainless steel tables, ice table, mandating machine, pannini maker, deli trays & bowls. All in excellent condition, must sell immediately. Birmingham, MI. Call (248) 644-4641 ask for 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 doing \$8,000-\$9,000/wk. LOTTERY takes in \$5,000/wk. located in city of Plymouth. \$165,500 for business only MUST SELL. For information call Bill (734) 453-5040.

**PALLETS WANTED**—Detroit Storage Co. Free pick up. 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 Muller at (586) 212-3138.

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## Awrey Bakery, a Great Lakes tradition since 1910



For nearly 100 years, Awrey has successfully blended the handmade quality and personalized service of a neighborhood baker, with the modern convenience and efficiency of a national foodservice bakery. Awrey Bakeries LLC is one of the largest, privately owned baked goods producers in the country, serving a variety of customers ranging from convenience stores to the U.S. Military.

Awrey Bakery began in the Detroit kitchen of Mrs. Fletcher Awrey, where she became famous for the delicious baked goods from her wood-fired oven. A few years later, Fletcher and Elizabeth Awrey opened a succession of neighborhood baked goods stores, supplied from the first "volume-baking" facility, with a Ford Model T truck. The three

Awrey boys – Elton, Wilbur and Thomas – also became active in their parents' business.

While developing new products and improving old favorites, Awrey's dedication to quality and food safety has never wavered.

While Awrey products are efficiently mass-produced, baked, and fresh-frozen for thaw-and-serve convenience, in the Livonia, Michigan facility, the Awrey bakers always start from scratch, so that each recipe preserves that homemade taste and appearance which has earned Awrey the reputation of "America's Hometown Bakery."

For more information, please contact Awrey at 1-800-950-BAKE.



## Detroit Popcorn creates smiles since 1923

A lot has changed since Detroit Popcorn opened in 1923. However, the idea of catering to the needs of customers with ready-to-eat snacks and fun foods, concession equipment and supplies has not.

In 2006, David Farber purchased the Detroit Popcorn Company from Robert and Rick Jasgur. The Jasgur duo had owned the popular company since 1970. Farber was the former owner of a Vitamin Outlet.

The company is unique in that it is both a retail store and a supplier of product and equipment for other retailers, restaurants and concession

stands. In addition the company caters corporate and social events.

The Detroit Popcorn Company manufactures and distributes a variety of popcorn, throughout Michigan, the U.S. and Canada from its retail showroom and via the Internet. The company also offers, cotton candy, snow cones, pretzels, peanuts, all types of carnival/festival foods like brats and hot dogs, and more. Detroit Popcorn rents and sells many types of popcorn poppers, popcorn carts, hot dog/brat cookers, supplies and accessories for do-it-yourself events, or the company can provide complete catering service for events big and small.

They recently moved to a 20,000-square-foot showroom at 14950 Telegraph Road in Redford Township, Michigan, which is just south of Five Mile Road, on the east side of the street. Their new phone number is 313-387-1600.



## Ice is nice, especially when it's delivered



Those attending and exhibiting at the AFPD Annual Holiday Beverage Show this September should know that the ice that keeps their food and beverages cold, is brought to you by U.S. Ice. Saad Abbo and his crew will bring more than 2,000 bags, or eight tons of ice, to the event, held at Rock Financial Showplace in Novi, Michigan, on Tuesday and Wednesday, September 23 and 24. As a loyal AFPD member, U.S. Ice donates their product for the event for use by show exhibitors.

Saad's father, Foad Abbo, started the business in 1984, with the help of his two sons, Saad and Hadir and daughter, Fida. Foad began as a retailer. That's where he and his sons became familiar with the industry. They began U.S. Ice, in a small facility on Fitzpatrick Street, near downtown Detroit. The production was five tons per day, or approximately 1,000 bags of ice. "We moved because we wanted better visibility," explained Saad. In 1993, they relocated to a larger building on Eight Mile Road near Wyoming.

Most of their customers are their former peers in the convenience store business, yet bars and restaurants are patrons too, when additional ice is needed. "Bars and restaurants prefer our ice, it's a better, uniform ice cube," touts Saad.

In the ice business, there are basically two choices of ice styles: Vogt and Turbo, according to Saad. 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 hollow centers 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," said Saad. For more information, call the Ice Line: (313) 862-3344. Better yet, stop by the U.S. Ice booth at the AFPD Trade Show to thank Saad personally for "keeping us cool."

# Momentum gains to sack plastic grocery bags



By Michele MacWilliams

The "paper or plastic" conundrum that vexed earnest shoppers throughout the 1980s and '90s is beginning to gain steam again. Plastic bags are so cheap to produce, sturdy, plentiful, easy to carry and store that they have literally taken over the grocery and convenience store market since they were introduced thirty years ago.

As a result, they are everywhere.

"They sit balled up and stuffed into the one that hangs from the pantry door. They line bathroom trash bins. They carry clothes to the gym. They clutter landfills. They flap from trees. They float in the breeze. They clog roadside drains. They drift on the high seas. They fill sea turtle bellies," wrote John Roach for National Geographic News.

The American Plastics Council says the industry works with its U.S. retail customers to encourage recycling of plastic bags, which are in high demand for use in building materials.

But like thousands of other pieces of junk, millions of the plastic bags end up as litter. Once in the environment, it takes up to hundreds of years for plastic bags to breakdown. And as they decompose, tiny toxic bits seep into soils, lakes, rivers, and the oceans.

Although plastic bags didn't come into widespread use until the early 1980s, environmental groups estimate that 500 billion to 1 trillion of the bags are now used worldwide every year.

But, are plastic bags worse than paper for the environment? The Film and Bag Federation, a trade group within the Society of the Plastics Industry based in Washington, D.C., says the right choice between paper or plastic

bags is clearly plastic.

Compared to paper grocery bags, plastic grocery bags consume 40 percent less energy, generate 80 percent less solid waste, produce 70 percent fewer atmospheric emissions, and release up to 94 percent fewer waterborne wastes, according to the Federation.

However, critics of the bags say they use up natural resources, consume energy to manufacture, create litter, choke marine life and add to landfill waste.

There is a growing international movement to ban or discourage the use of plastic bags because of their environmental effects. Plastic bag litter has become such an environmental nuisance and eyesore that Ireland, Taiwan, South Africa, Australia, and Bangladesh have heavily taxed the totes or banned their use outright. Several other regions, including England, are considering similar actions, and according to the Associated Press, China will ban the use of thin plastic shopping bags as of June 1.

In the U.S., momentum is growing for plastic bag regulation. Nationally, only 7.8% of all plastic bags were recycled in 2006, according to the U.S. Environmental Protection Agency. It's one reason why plastic bags - 100 billion are sold worldwide every year - are being targeted for more aggressive recycling, and in some cases, outright bans.

Last year, San Francisco banned the use of non-biodegradable plastic bags at supermarkets and other large retailers. And in January, New York City decided to require large stores and retail chains to collect and recycle the bags.

Although both cities undoubtedly believe legislation is the answer to their bag problem, AFD believes the best strategy for Michigan and Ohio is to encourage retailers to handle the job themselves. A growing number already are. And as retailers see how well those voluntary programs are working, they are more likely to follow, especially when they know that failing to do so could prompt government to step in.

"So far neither Ohio or Michigan have pushed for a shopping bag ban. However, it is always a real

possibility," said Dan Reeves,

AFPD Executive Vice President of Food & Beverage.

Reeves notes that a number of grocery chains and other retailers already operate plastic recycling programs. Kohl's Department Stores has a recycling program in Milwaukee and will expand it to stores in other states this year.

Last month, Whole Foods Market announced it will stop using disposable plastic grocery bags at the company's 270 stores. The company said that it expected to cut the use of plastic bags by 100 million between Earth Day on April 22 and the end of the year.

In 2007 the Kroger Co. launched a major plastic recycling program called "Bag 2 Bag." This program is being combined with other environmental programs as part of a comprehensive initiative intended to reduce Kroger's impact on the environment.

Custom-designed barrels have been placed in each Kroger-owned store to allow customers to contribute plastic grocery bags, dry cleaning plastic and other types of plastic bags for recycling. The barrels are also used for plastic generated by Kroger's store operations, including shrink-wrap.

However, for the recycling efforts to be successful, stores must encourage maximum participation by widely promoting the programs and making it as convenient as possible for customers to drop off the bags, placing collection barrels or boxes in highly accessible places.

"Joining the initiative to become more environmentally friendly, reduce waste and our impact on our world makes good business sense," says AFPD President Jane Shallal. She notes that there is mounting consumer interest in reducing our impact on the environment. Helping customers to become more aware about the environment and do their part to reduce waste is good for the earth and good for customer relations.

Hollywood Markets are providing solutions to the plastic bag issue by offering increased use of reusable bags. "We recognize a need to address environmental concerns and are trying to do our part in reducing the number of plastic bags

that end up in our landfills or as litter," stated AFPD member Thom Welch of Hollywood Markets.

Hollywood promotes a variety of ecological choices by encouraging its customers to use paper bags, a plastic bag that has been "recycled" using industrial material and or woven reusable bags which are offered for sale. "Our reusable bags are selling very well," stated Welch, "and we give a 5 cent credit for every bag a customer brings in to use to carry home their groceries."

AFPD is also doing its part to encourage the use of reusable bags. This November, thanks to sponsors Faygo Beverages and MoTown Snack Foods, AFPD will provide 1,000 reusable bags to deliver turkeys to needy Metro Detroit families during its annual Turkey Drive.

The idea is to get rid of the "paper or plastic" quandary altogether, by educating consumers to bring their own, reusable bags to their local grocery or convenience store.

## Some Plastic Facts:

- About 500 billion to 1 trillion plastic bags are used worldwide every year, according to Vincent Cobb, founder of reuseablebags.com.
- Countries that have banned or taken action to discourage the use of plastic bags include Australia, Bangladesh, Ireland, Italy, South Africa and Taiwan. Mumbai (formerly Bombay), India, also has banned the bags.
- Australians were using nearly 7 billion bags a year, and nearly 1.2 billion bags a year were being passed out free in Ireland before government restrictions, according to government estimates.
- The first plastic sandwich bags were introduced in 1957. Department stores started using plastic bags in the late 1970s and supermarket chains introduced the bags in the early 1980s.
- Overall, the U.S. plastics and related industries employed about 2.2 million U.S. workers and contributed nearly \$400 million to the economy in 2002, according to The Society of the Plastics Industry.



## Easy Pick Payout offers bonus for Daily 3 players



By M. Scott Bowen  
Michigan Lottery Commissioner

Every Michigan Lottery retailer has their set of loyal players who play regularly at their store, wagering the same numbers in the same games time and time again. You may even have some Daily game players who fall into that category: they play the same numbers, at the same store, sometimes

even at the same time of day.

These are the folks who should be playing the Daily 3 Easy Pick Payout.

Through March 23, Daily 3 players who match their number on an Easy Pick wager to the number drawn will win a bonus payout of \$100 for a Daily 3 \$1 straight wager and \$50 for a Daily 3 50-cent straight wager. Easy Pick Payout bonus prizes will be awarded on both midday and evening drawings during this promotion. Be sure to remind these players about this bonus game if they aren't already aware of it.

**Instant games:** Three new games hit the street on March 3: \$50's Frenzy (\$1), Bingo Links (\$2) and Criss Cross Cashword (\$2). \$50's Frenzy features over 15,000 prizes of \$50 and Criss Cross gives players a chance to double their prize. Bingo Links introduces a new bingo play style that players are sure to love.

March 17 saw two new instant games: Amazing Money (\$5) and Casino Fortune (\$20). Amazing

Money features over 95,000 prizes between \$20 and \$100. Casino Fortune has over 1,000 prizes of \$1,000 and a top prize of \$2,000,000.

On March 31, we'll be re-issuing remaining inventory of the \$5 Detroit Tigers instant game, which still has a top prize of \$100,000 and one Tigers season ticket package remaining. Players can also enter their non-winning tickets in a new second chance drawing by May 15 to win a Tigers merchandise prize pack. Retailers can also win big in the Vegas trip contest. See the March issue of *Gameline* for details. Also on March 31, look for Double Whammy (\$1) and Red Hot Doubler (\$2), with top prizes of \$2,000 and \$35,000.

Don't forget that on March 17 the Super Raffle drawing may be conducted if tickets have sold out. If they have not, the drawing will be within 10 days of the date the tickets are gone.

Daily Double ends: Sales for the Daily 3&4 Daily Double games

ended on Sunday, March 9, 2008. Winning Daily Double tickets will validate within one year of the sale date on your terminal.

**Current Daily 3 and Daily 4 playslips with the "Daily Double" box will continue to function after March 16. However, if the "Daily Double" box is marked on a playslip, an error message will read on your terminal and the wager will not be processed. Please be sure you have removed all Daily Double sales materials from your store.**

Over 95 cents of every dollar spent on Lottery tickets is returned to the state in the form of contributions to the state School Aid Fund, prizes to players and commissions to retailers. In fiscal year 2007, the contribution to schools was \$748.9 million. Since its inception in 1972, the Lottery has contributed more than \$14.3 billion to education in Michigan. For additional information, please visit the Lottery's Web site at [www.michigan.gov/lottery](http://www.michigan.gov/lottery).

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Cox Specialty Markets 1-800-648-0357  
Frank Gates Service Co (614) 793-8000  
Frank McBride, Jr., Inc. (586) 445-2300  
Gadaleto, Ramsby & Assoc. 1-800-263-3784  
Lyman & Sheets Insurance (517) 482-2211

McCarthy & Flynn (248) 545-7345  
Meadowbrook Insurance Group 1-800-482-2726  
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  
Old Orchard Brands (616) 887-1745  
Red Pelican Food Products (313) 921-2500  
Signature Signs (586) 779-7446  
Singer Extract Laboratory (313) 345-5880  
Williams Cheese Co. (989) 697-4492

## MEAT PRODUCERS/PACKERS:

C. Roy & Sons (810) 387-3975  
Kowalski Sausage Company (313) 873-8200  
Nagel Meat Processing Co (517) 568-5035  
Wolverine Packing Company (313) 259-7500

## MEDIA:

Booth Newspapers (734) 994-6983  
Chaldean News (248) 932-3100  
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 1-877-792-7737  
WDIV-TV4 (313) 222-0643

## POTATO CHIPS/NUTS/SNACKS:

Better Made Snack Foods (313) 925-4774  
Detroit Popcorn Company (313) 835-3600  
Frito-Lay, Inc. 1-800-359-5914  
Herr's Snacks (248) 967-1611  
Kar Nut Products Company (248) 588-1903  
Motown Snacks (Jays, Cape Cod) (313) 931-3205  
Nikhlis Distributors (Cabana) (248) 582-8830  
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

## RESTAURANTS:

Copper Canyon Brewery (248) 223-1700  
Ram's Horn (248) 350-3430

## SECURITY/SURVEILLANCE:

ADT Security Services, Inc. (248) 583-2400  
Closed Circuit Communications (248) 682-6400  
Freedom Systems Midwest, Inc. (248) 399-6904  
POS Systems Group Inc. 1-877-271-3730  
Scada Systems (313) 240-9400

## SERVICES:

AAA Michigan 1-800-AAA-MICH  
Advance Me Inc. (770) 590-9822  
Al Bourdeau Insurance Services 1-800-455-0323  
American Communications of Ohio (614) 855-7790  
American Mailers (313) 842-4000  
AMT Telecom Group (248) 862-2000  
Bellanca, Beattie, DeLisle (313) 882-1100  
Binno & Binno Investment Co (248) 798-9992  
BMC (517) 485-1732  
Cartronics, Inc. (760) 707-1265  
Cateraid, Inc. (517) 546-8217  
Central Alarm Signal (313) 864-8900  
Clear Rate Communications (734) 427-4411  
Constellation New Energy (248) 936-9027  
Cox, Hodgman & Giarmarco, P.C. (248) 457-7000  
Cummins Bridgeway Power (248) 573-1515  
Detroit Warehouse Co (313) 491-1500  
Diamond Financial Products (248) 331-2222  
Dragon Payment Systems 1-888-285-6131  
DTE Energy 1-800-477-4747  
Excel Check Management (248) 787-6663  
Financial & Marketing Int. (586) 783-3260  
Gadaleto, Ramsby & Assoc. 1-800-263-3784  
Gasket Guy (810) 334-0484  
Great Lakes Data Systems (248) 356-4100  
GTech Corporation (517) 272-3302

Integrity Mortgage Solutions (586) 758-7900  
Jado Productions (248) 227-1244  
Kansmacker (248) 249-6668  
Karoub Associates (517) 482-5000  
Lincoln Financial Advisors (248) 948-5124  
Marcoin/EK Williams & Co (614) 837-7928  
Marketplace Solutions (248) 255-2475  
Mekani, Orow, Mekani, Shallah, Hakim & Hinds P.C. (248) 223-9830  
Metro Media Associates (248) 825-0070  
Network Payment Systems 1-877-473-9477  
Newco Sales & Management, LLC (legal collections) (248) 982-2028  
Platinum Wireless (619) 654-4040  
POS Systems Group Inc. 1-877-271-3730  
Rainbow Tuxedo (248) 477-6610  
RFS Financial Systems (412) 999-1598  
Secure Checks (586) 758-7221  
Security Express (248) 304-1900  
Shimoun, Valdo & Associates, P.C. (248) 851-7900  
Signature Signs (586) 779-7446  
Southfield Funeral Home (248) 569-8080  
Staples 1-800-693-9900  
UHY-US (248) 355-1040  
Verndale Products (313) 834-4190  
Waxman Blumenthal LLC (216) 514-9400

**STORE SUPPLIES/EQUIPMENT SERVICES:**  
Belmont Paper & Bag Supply (313) 491-6550  
Culinary Products (989) 754-2457  
DCI Food Equipment (313) 369-1666  
DryB's Bottle Ties (248) 586-4252  
Envipco (248) 471-4770  
Hobart Corporation (734) 697-3070  
JAYD Tags (248) 730-2403  
Leach Food Equipment Dist (616) 538-1470  
Lighting Supply Company 1-800-544-2852  
MSI/Bocar (248) 399-2050  
Petro-Com Corporation (216) 252-6800  
Superior Petroleum Equipment (614) 539-1200  
Taylor Freezer (734) 525-2535  
TOMRA Michigan 1-800-610-4886  
Wayne Service Group (614) 330-3733  
Wiegand Mack Sales & Service (313) 806-3257

**WHOLESALE/FOOD DISTRIBUTORS:**  
Broaster Sales (989) 427-5858  
Brownwood Acres (231) 599-3101  
Capital Distributors 1-800-447-8180  
Central Foods Wholesale (313) 862-5000  
Chef Foods (248) 789-5319  
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  
Hacienda Mexican Foods (313) 842-8823  
Hispanic Foods Wholesale (313) 894-2100  
H.T. Hackney-Columbus (614) 751-5100  
H.T. Hackney-Grand Rapids 1-800-874-5550  
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  
Nash Finch (989) 777-1891  
Nat Sherman (201) 735-9000  
Nikhlis Distributors (Cabana) (248) 582-8830  
Norquick Distributing Co. (734) 254-1000  
Piquette Market (313) 875-5531  
Polish Harvest (313) 758-0502  
Royal Distributors of MI. (248) 350-1300  
S. Abraham & Sons 1-800-477-5455  
Sherwood Foods Distributors (313) 659-7300  
Spartan Stores, Inc. (616) 878-2248  
SUPERVALU (937) 374-7608  
Tom Maceri & Son, Inc. (313) 568-0557  
United Wholesale Dist. (248) 356-7300  
Value Wholesale (248) 967-2900  
Weeks Food Corp. (586) 727-3535



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A collection of Country Fresh products is displayed against a backdrop of a farm scene with a barn and rolling hills. The products include: a large jug of Country Fresh 100% Pure Orange Juice; a large jug of Country Fresh Organic Fat Free Milk; a large jug of Country Fresh Organic 2% Milk; a large jug of Country Fresh Organic 1% Milk; a box of Country Fresh French Vanilla Ice Cream; a tub of Country Fresh Fruit on the Bottom Blueberry Yogurt; a tub of Country Fresh Cottage Cheese; a tub of Country Fresh Butter; a tub of Country Fresh Ranch Dip; a tub of Country Fresh Sour Cream; and a tub of Horizon Organic 1% Milk. The Country Fresh logo is prominently featured on all products.

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