

## Just In

### Make a point to join us at an AFPD Trade Show

You won't want to miss AFPD's premiere Trade Show, which takes place on Tuesday and Wednesday, April 28 and 29 in its brand new location – the Rock Financial Showplace in Novi, Michigan.

"We had so many requests for booth space that we had to move the show to a larger hall to accommodate all our exhibitors," said Cathy Willson, special events director. "This is great for our attendees, who can see all the new products and take advantage of show specials all under one roof."

In addition, AFPD's Ohio Trade Show will take place on Wednesday, June 11 at the I-X Center in Cleveland.

"This is the second year that we will host a show in Ohio. We are excited about the response to our first show and look to make this one even bigger and better," Willson added.

For more information on AFPD's trade shows, see pages 8 and 12 or call Cathy Willson at 800/666-6233.

## Inside

- Fines and deadlines for Ohio storage tanks* ..... 6
- Car Wash Technologies cleans up* ... 7
- Employers must use new I-9 forms* ... 9
- Meet Ohio Senator Bob Schuler* ... 14
- Johnny Karmo knows his market* ... 16

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

Change Service Requested

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

## AFPD kicks off 1.5 Million-Pound Challenge



The challenge is back! The AFPD Million Pound Challenge that was so successful last year has a new goal: 1.5 million pounds.

In 2006, AFPD challenged its member retailers and wholesalers in Metro Detroit to help donate one million pounds of surplus food to Forgotten Harvest in a year's time. AFPD members accepted the challenge, and surpassed it by donating 1,125,992 pounds of food, the cash-equivalent of \$1.7 million.

Now the challenge is increased to help meet the growing demands. The 1.5 Million-Pound Challenge will run from February 1, 2008 to February 1, 2009. AFPD members are once again challenged to donate their surplus perishable or non-perishable food to Forgotten Harvest.

Forgotten Harvest rescues surplus perishable and prepared food from grocers, restaurants, caterers, farmers, wholesalers and other Health Department-approved

sources and delivers it – same day, free of charge – to 135 emergency food providers throughout Wayne, Oakland and Macomb counties.

The food they rescue is still fresh and suitable for consumption, but could be short dated or slightly blemished making it harder to sell. Rather than simply throwing it away and writing off the cost, food donors are encouraged to donate their food and receive considerable tax incentives (ask your tax advisor about The Pension Protection Act of 2006 - Public Law 109-280).

In addition, Forgotten Harvest has developed a model to alleviate any issues or inconveniences involved in donating food. With a fleet of 14 refrigerated trucks, they act as the transport service between the food donor and emergency food providers. Their route includes regular pick-ups as well as one-time or occasional pick-ups. GPS tracking on each truck allows for easy re-routing when a food donor calls in with an unexpected food donation. Their aim with food donors is to make it easier to donate surplus food than to throw it away.

"The need for fresh food in our community, particularly for the poor and hungry, has increased dramatically, so it stands to reason that we had to not only repeat the challenge, but raise the bar a little higher," said Jane Shallal, AFPD President. "I have full confidence in our members to once again surpass this goal."

Hollywood Markets joined the Million Pound Challenge in October of 2006 starting with one location and adding more locations throughout the first challenge. To date, the grocery chain has donated approximately 114,000 pounds of food to Forgotten Harvest. Hollywood is planning to add three more stores to Forgotten Harvest's route within the first part of 2008.



### Are YOU up to the challenge?

Forgotten Harvest works around your schedule. They can arrange to pick-up from your location: one-time, occasional or on-call, multiple days per week (great for donors who have minimal storage space), or scheduled daily/weekly/monthly pickups.

1. The process is easy:
2. Call Forgotten Harvest at (248) 967-1500 and ask to schedule a food pick-up.
3. Once they've collected some basic information, they will make arrangements to pick up your surplus food.
4. Forgotten Harvest will pick up the food and provide you with a detailed record of the amount and food type donated.
5. Your donated food will then be transported directly to one or more emergency food providers.

### AFPD welcomes its new Chairman, Chris Zebari



See page 3 for Chris' first Chairman's Message!

# Country Fresh™

# Stroh's®

*Take our Family of Products Home  
The Dairy Best!*



For more information about Country Fresh products:

LIVONIA • 1-800-968-7980



## EXECUTIVE COMMITTEE

- Chris Zebari**  
Chairman  
New Hudson Food Market
- John Denha**  
Food & Beverage  
Vice Chair Government & Legislative Affairs  
8 Mile Foodland
- Pat LaVecchia**  
Petroleum/Auto Repair  
Vice Chair Government & Legislative Affairs  
Pat's Auto Service
- Joe Bellino, Jr.**  
Food & Beverage Vice Chair Membership  
Broadway Market, Region 2
- Dennis Sidorski**  
Petroleum/Auto Repair Vice Chair Membership  
Maple & Miller Marathon
- Jim Garmo**  
Vice Chair Long Range Planning  
Shoppers Valley Market
- Al Chittaro**  
Vice Chair Community Relations  
Faygo Beverages, Inc.
- Jim Hooks**  
Treasurer  
Metro Foodland
- Bobby Hesano**  
Secretary  
D & B Grocers Wholesale

## EMERITUS DIRECTORS

- Fred Dally** ..... Medicine Chest  
**Ronnie Jamil** ..... Mug & Jug Liquor Stores  
**Terry Farida** ..... Value Center Markets  
**Sam Dello** ..... In 'N' Out Foods  
**Bill Viviano** ..... House of Prime

## REGIONAL DIRECTORS

- Paul Elhindi** ..... Lyndhurst Valero  
**Jim Gohsman** ..... Spartan Foods  
**Vickie Hobbs** ..... Whitehall Shell  
**Kristin Jonna** ..... Merchant's Fine Wine- Region 1  
**Mark Shamoun** ..... Country Acres Market  
**Tom Weiler** ..... CROSSMARK Sales Agency, Region 5  
**Percy Walls** ..... Coca-Cola, Region 6

## BEVERAGE RETAIL DIRECTORS

- Najib Attiaha** ..... Indian Village Market  
**Jerry Cruta** ..... Ideal Party Store  
**Phil Kasea** ..... Saturn Food Center  
**Alan Melmi** ..... Thrifty Scot Supermarket  
**Thom Welch** ..... Hollywood Super Markets  
**Brian Yalton** ..... Park Place Liquor

## BEVERAGE SUPPLIER DIRECTORS

- Gary Davis** ..... Prairie Farms  
**Earl Ishbia** ..... Sherwood Food Distributors  
**Mike Roach** ..... General Wine & Liquor Co  
**Scott Skinner** ..... Diageo

## PEOPLE AUTO REPAIR DIRECTORS

- Gary Bette** ..... Blissfield BP  
**Rich Bratschi** ..... Lake Lansing Mobil  
**Dave Fralag** ..... Yorkshire Tire & Auto  
**Maurice Helou** ..... Lyndhurst Valero

## STAFF & CONSULTANTS

- Jane Shafel** ..... President  
**Daniel Reeves** ..... Executive VP Food & Beverage  
**Ed Wenglarz** ..... Executive VP Petroleum  
**Michelle MacWilliams** ..... VP of Communications  
**Cathy Wilson** ..... Director of Special Events  
**Cheryl Twigg** ..... Controller  
**Harley Davis** ..... Coupon Manager  
**Terrell Morston** ..... Executive Assistant  
**Tony Daluca** ..... Membership Services  
**Ray Petrus** ..... Membership Services  
**Doug Jones** ..... Membership Services  
**Ron Hillburn** ..... Membership Services  
**Anthony Kalogeridis** ..... Advertising Sales Manager  
**James V. Bellanca, Jr.** ..... Legal Counsel  
**William, Shante & Don Jada** ..... Legislative Consultant  
**Gregory Associates** ..... Health Care  
**Pat Gregory - UNY-M** ..... Certified Public Accountant  
**Walt Karpinski** ..... Publishing  
**Walt Karpinski Graphics** ..... Graphics & Prepress  
**Helen MULL** ..... Public Relations

# A road map to the future



By Chris Zebari  
AFPD Chairman of the Board

I want to begin my first Chairman's Message by thanking you for the confidence that you have shown in me with this appointment to be your Chairman. It is a privilege and an honor to serve this great organization and it always has been.

I have spent the last 30 years in our

industry in a variety of roles. I've been a butcher, a salesman, a consultant and a stock boy. I've run sales territories for a Fortune 500 company and I've operated small family businesses. My dearest friendships have been made in the food and beverage business. It has come to define who I am. This business stays with you.

Some of you may remember my time as a membership salesman for the AFPD (back then AFD) in the late 1980s. How things have changed (that picture of me tells it all). I wrote a column back then about what a vital part of this organization that a strong membership is. That's something that has not changed and never will. As a matter of fact, our membership has been the only reason we have been around since 1910.

The business has changed at such a fast pace over the last century that it would be totally unrecognizable to anyone who left it for twenty years and came back.

## Chairman's MESSAGE

Chris Zebari in 1988. This photo was taken from his column in the *AFD Food & Beverage Report*, where he wrote, "I'm very happy to be a part of the 'Action Team' at AFD." Chris' message is the same today as it was 20 years ago...only his hairline has changed!



Competition is fierce in all facets of the industry. Retailers are getting squeezed; margins are lower than ever. Suppliers are answering to higher powers on Wall Street. Manufacturers are continually looking to cut costs. Commodities are on a roller coaster ride causing dairy, produce and meat item prices to soar to levels not seen in years. Finally, consumers in our region, burdened with job losses, home foreclosures, inflation and the day-to-day struggles of raising a family, are demanding more for their grocery dollar than ever.

The independent retailer has been forced to do more with less and continuously re-invent themselves more than ever in recent years. Change is constant. Regional economic forecasts are dismal. What can we do? Things out of our control can really make for a somber mood.

I am optimistic though. I believe that our best days are still ahead of us. Our membership has always shown resiliency. Our membership has always answered change with innovation. There is a reason that most of our membership's business has been passed down from generations:

Chairman's Message,  
Continued on next page.

# The Grocery Zone

By David Coverly



## Contact AFPD:

**EXECUTIVE OFFICE**  
30415 West 13 Mile Rd.  
Farmington Hills, MI 48334

**OHIO OFFICE**  
5455 Rings Rd., Suite 100  
Dublin, OH 43017

1-800-666-6233  
Fax 1-866-601-9610  
www.afdom.org

**Chairman's Message,**  
*Continued from previous page.*

optimism, the belief that it will get better. It doesn't get better by itself though, it never has.

The challenge in 2008 and beyond is for our membership - retailers, suppliers, manufacturers, associates and anyone else looking to prosper in this region - to work together. Our strength as an organization has always

been our numbers. The sheer weight of strong numbers will often-times dictate what success looks like.

Your association is here; it is stronger and more focused on the challenges at hand than ever. From our President to the Board, from the staff to the committees. Our services are second to none and getting better all of the time. Our partnerships with vendors and our work in the political arena continue to be cutting edge. I want all of you to

know that AFPD is poised to continue with our motto as "the voice of the industry" by drawing on our many successes of the past and a continuous need to improve.

In the next two years I want to reach out to as many of you as possible. What you have to say is what will be my road map for leading this organization. Without you, the membership, there is no voice in this industry. I look forward to hearing from you.

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



### Introducing Café Bohême™

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

Based on a considerable body of  
sampling research with consumers,  
resistance is apparently futile.

**Café  
BOHÊME**  
COFFEE CRÈME LIQUEUR

Resistance is futile.



[www.cafeboheme.com](http://www.cafeboheme.com)

PRODUCT OF FRANCE. CAFE BOHÊME © 1997 KOBAND COMP. PLEASE DRINK RESPONSIBLY. IMPORTED BY KOBAND COMP. NEW YORK, NY. ALC. 15% BY VOL.

## Calendar

### April 28 & 29, 2008

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

### June, 2008

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

### July 16, 2008

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

## March is...

- National Caffeine Awareness Month®
- National Flour Month
- National Frozen Food Month
- National Noodle Month
- National Nutrition Month®

### Statement of Ownership

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

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

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

**ADVERTISERS:** For information on advertising rates and data, contact AFPD, Cathy Willson, 30415 W. 13 Mile, Farmington Hills, MI 48334, (800) 666-6233.

AFPD works closely with the following associations:

**IFDA**  
INTERNATIONAL FOODSERVICE  
DISTRIBUTORS ASSOCIATION

**FMIA**  
FOOD MARKETING  
INSTITUTE

**NACS**  
NATIONAL ASSOCIATION  
OF CEREAL STORES

**FOIA**  
FOOD INDUSTRY  
ASSOCIATION EXECUTIVES

**NCA**  
NATIONAL CANNED  
ASSOCIATION





# Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

## Atlas Oil acquires five R&J

Atlas Oil Co. has acquired the five Battle Creek, Michigan-area Citgo gas station-convenience stores of R & J Inc. and has folded that company into its own retail segment, reported *Crain's Detroit Business*.

Terms of the deal were not disclosed. The transaction buys out the ownership stake of R & J partners Richard Folk and John Reed, and all remaining employees at the five stations in western Michigan's Calhoun County become Atlas employees effective immediately, the report said.

All five CITGO stations, which earned a combined \$20 million in revenue last year, will

rebrand to BP stations within 30 days as a part of the transaction, the report added. The company also recently rebranded two other convenience gas stations in Dexter and Chelsea to BP, as part of a new branding agreement announced last December with BP America.

Taylor, Michigan-based Atlas currently owns 40 gas stations and is the chief gasoline supplier to more than 300 retail outlets in 10 states, as well as being a regional ground fuels supplier to FedEx Corp. and several trucking companies. The company is also the franchisor of Fast Track, its own retail brand of gas stations in the Midwest.

## Speedway gas discount program discontinued in Michigan

Speedway SuperAmerica LLC has discontinued issuing discount coupons for fuel in Michigan after learning that the practice violates state law. Company spokesperson Linda Casey said the discounts ended with the New Year. "We were recently made aware that it is a violation of Michigan state law to offer 'cents-off-per-gallon' discount coupons for gasoline purchases because the discounted price is not indicated on the pump," she said. Speedway reached an agreement with the Michigan Department of Agriculture [Department of Weights & Measures] allowing the company to honor any discount coupon issued to customers before Jan. 1, 2008. These were honored until the expiration

date of Jan. 15, 2008. "We apologize to our customers for canceling this part of the Speedy Rewards program, but hope they understand that compliance with state law must be our priority in this matter," Casey said. Speedway emphasized that the company is not discontinuing the Speedy Rewards program in Michigan or elsewhere. "We would like to remind those customers that the rewards points they have accrued can be redeemed for other Speedway items such as beverages or sandwiches. Additionally, fuel discounts are available through the use of our Chase co-branded Speedway SuperAmerica MasterCard," she added.

## Marathon makes discount rate on credit cards permanent

Marathon Petroleum Company recently announced that the temporary zero-percent discount rate that the company offered its dealers on Marathon Platinum Chase MasterCard transactions is now permanent. This means that Marathon brand marketers will officially pay no discount fee on the co-branded card.

Craig T. Weigand, Marathon manager of Advertising and Credit Card, wrote in a letter to Marathon dealers, "We know this change will immediately reward those who have worked

to develop the Co-brand card in their area, and believe this permanent change will keep that positive momentum moving forward for everyone. You will save every day with each account you acquire, and you will help your customers save, as well."

Operating like Marathon's proprietary credit card, the company says the co-branded card has brought record sales growth in 2007 because it is a mutually beneficial payment product that helps everyone save money.

## Shape up, clean up



By Ed Weglarz  
AFPD Executive Vice President of Petroleum

About this time - during late winter and early spring - keeping a clean, attractive store is a challenge. Long nights, snowy conditions, cold, damp weather provide obstacles to the normal routine that you employ to keep your facility attractive to the customer.

You are in business because you possess an entrepreneurial spirit. Every day requires top-notch performance to maximize profit and meet customer expectations.

### Halfway through winter, take a look around, **shape up and clean up!**

You need to differentiate your operation from your competitors, with appropriate offerings and an attractive store. The next day when temperatures rise above freezing, get outside and wash the windows, sweep the parking lot, discard or spruce up the point-of-sale signs. Entice the customer to stop in and shop because you offer an attractive island in a sea of drab, gray, winter competitors.

Don't neglect the inside of the store. Clean the floors, dust the merchandise, replace burned-out light bulbs, use some elbow grease on the counters, display cases, and dispensers. The attractiveness of your offerings is as important as the variety and pricing.

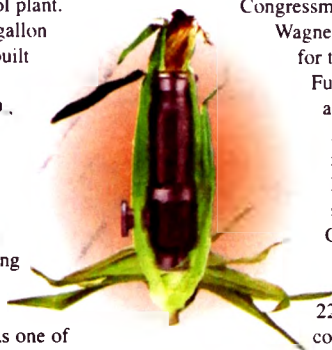
Consider using the transition period from winter to spring as a theme for an in-store promotion. Print flyers and/or hand-outs with some sale item specials. In the flyer, outline the features and benefits of shopping at your store.

I'm sure you can develop other ideas that will help promote your business during this lackluster period of the year. Remember, you need to keep stepping forward to keep your customer base loyal and attract new customers to your store.

# Corn in, fuel out

## Ohio's first ethanol plant unveiled

Motorists can now traverse Buckeye State highways powered by biofuels produced at Ohio's first operating ethanol plant. The 65 million gallon per year plant, built by Poet LLC of Sioux Falls, S.D., cost over \$105 million and will employ 45, with an annual payroll over \$2 million, according to a company news release. Poet is ranked as one of the largest refiners of biofuels in the country. "We are proud to be here today doing everything in our power to continue to move our nation away from Middle East oil and toward



Midwest ethanol," said Jeff Broin, Poet chief executive. Ohio Gov. Ted Strickland, Ohio Congressman Bob Latta, and Mike Wagner, Executive Director for the Buckeye Renewable Fuels Association, attended the December 10 unveiling ceremonies in the small town of Leipsic, about 35 miles southwest of Bowling Green. The ethanol refinery will use more than 22 million bushels of corn and nearly 180,000 tons a year of distillers products. In addition to the Leipsic site, Poet is building ethanol plants in Fostoria and Marion, Ohio.

## Listen to worker complaints; don't editorialize

By Howard Cherry  
Environmental Services of Ohio

Jordon Norton complained to his boss that he was offended by hearing the Lord's name used in vain. He also claimed that the company maintained a sexually hostile environment, citing boorish language used by co-workers. The supervisor warned Norton that his complaint would stir the pot further and that co-workers would take a dim view if told to clean up their language. From the comment, Norton concluded that his supervisor did not take his complaint seriously. After the

company fired Norton, he sued, alleging retaliation, and won. (Norton v. Firstenergy Corp.)

**Advice:** Process every employee complaint without commenting on its merits or on the potential consequences of making the complaint. Remind managers to do the same. Never make a snide comment like, "This doesn't seem like a big deal." Or, "A harassment claim could make it harder to work with your boss." Such comments could be viewed as prejudgment of a complaint and be used against you in a legal proceeding. (HR Specialist Employment Law, Oct. 2007)

## AFPD Coupon Redemption Program

**Save money and time by letting the professionals handle your coupons**

All AFPD members have access to our successful Coupon Redemption Program. The AFPD coupon program eliminates the time-consuming and costly chore of sorting, counting and mailing coupons to individual manufacturers, which reduces the volume of accounting records a retailer must keep.

You simply package and mail your coupons to the AFPD office and receive a check from us within five to six weeks! AFPD Coupon Specialist Harley Davis will make sure that you get your money. There is absolutely no charge for this service as long as you are a member of AFPD. The AFPD Coupon Redemption Program has been a valuable membership benefit in Michigan for over 25 years. All our grocery and petroleum dealers who use our coupon redemption program realize how quick and easy it is to accept coupons and get manufacturer redemption.

If you are interested, please give Harley a call at 1-800-666-6623. He will explain how simple it is to accept and redeem coupons at your locations.

## Ohio tank owners facing fines, deadlines for noncompliance

UST compliance in Ohio is not optional, and noncompliant owners will receive visits or calls from State inspectors soon.

Inspectors will require more than your statements that you have self insurance because you can pay \$11,000 or \$55,000 cash for the deductible, or have CDs or access to credit from your bank. If you haven't done the proper stand-by trust work and have a certified financial audit from a CPA with a statement that your company is in good financial shape, you will not qualify. You must also show net tangible assets in your financial statement equivalent to ten times your deductible, so either \$110,000 or \$550,000. Self insurance was designed primarily for the very large corporations and the major oil companies.

"I have been receiving more calls and requests to get tank owners in compliance with their financial responsibility or tank deductibles," said Bob Barbero, CPCU, USTI Ohio, in Chagrin Falls. "One owner was fined \$500 to start, and instructed to get into compliance within 30 days or face additional fines and possible closure of tanks." The tank owner was surprised that the state would hold her responsible, since she felt the

new buyer purchasing her facility should have been responsible.

Another issue of which tank owners need to be mindful is Ohio's delivery prohibition program. Due to U.S. EPA rules, Ohio is required to verify that tanks are in compliance with all regulations including financial responsibility. This program will, in essence, prevent fuel delivery companies and jobbers from delivering fuel to non-compliant tanks. The only thing currently standing in the way, according to Vern Ord, Deputy Chief of the Bureau of Underground Storage Tank Regulations, is the method the State will use to identify compliant and non-compliant tanks. Ord says it is going to take a little while, but it will happen. The Associated Food and Petroleum Dealers (AFPD) will continue to follow this developing story in future issues of this magazine. AFPD members insured under USTI's program can rest assured that they are in compliance with the financial responsibility rules.

For more information, contact Bob Barbero, CPCU at (440) 543-8207 or (216) 554-8202 or go to [www.USTIOhio.com](http://www.USTIOhio.com) for additional contact information.

## Ohio UST update

The Ohio Petroleum Underground Storage Tank Release Compensation Board (PUSTRCB) has announced its upcoming Board Meeting, open to the public, to be held March 12, 2008. The meeting is scheduled to begin at 10 a.m. but anyone interested in attending should contact the Board to confirm the meeting date and time. The meetings are held at the PUSTRCB offices in the LeVeque Tower at 50 West Broad Street, Suite 1500, Columbus, OH. For additional information, log on to [www.petroboard.com](http://www.petroboard.com).

The Ohio Petroleum Underground Storage Tank Release Compensation Board consists of government

and industry representatives and has the primary responsibility of administering the Petroleum Financial Assurance Fund, a source of money derived from mandatory per-tank fees. The fund is available to eligible underground storage tank owners to reimburse petroleum release clean-up costs.

### Tank fees to remain constant

At its November 2007 meeting, the Board voted to not increase tank fees in this upcoming program year (July 1, 2008 – June 30, 2009). Fees will remain at \$600 per tank for coverage at the standard \$55,000 deductible, and \$800 per tank for coverage at the \$11,000 reduced deductible.



## Car Wash Technologies helps dealers "clean up" their cash flow

By Michele MacWilliams

With increasing gas prices, exorbitant credit card fees and increasing competition in the convenience and foodservice portion of the business, it presents a challenge for petroleum dealers to make a profit. However, investing in a car wash can be a good way to increase revenue. According to Steve Hamme, an Ohio sales representative for Car Wash Technologies, a car wash can be open 24 hours a day, even when the rest of your business is closed.

Hamme says that trends in auto ownership favor the car wash business. People are investing more in their cars and taking better care of them. A car wash business can make it easy, fast, and convenient for your customers to care for their cars.

Ohio AFPD members that are interested in including a car wash on their site should consider Car Wash Technologies, a full service distributor for Belanger and Mark VII car wash systems, featuring the touch-free automatic car washing, soft touch friction rollovers, and express exterior and full service tunnel equipment lines.

Services include product replacement and installation, site selection, financing, business plan development, leasing, construction project management, marketing consultation, maintenance and repair.

Car Wash Technologies was started by Hank Richard in 1998. Richard grew up in the petroleum industry and began working for Marathon Oil after graduating from college. Next, he branched out on his own and began a consulting business for independent operators. One of the programs in which he was involved was developing a sales school for Amoco. However, when BP purchased Amoco, the company took all training in-house, leaving Richard without a primary client.

Not missing a beat, Richard saw the potential in the car wash business. He realized that the car wash component was a key to profitability and began

a new company – Car Wash Technologies.

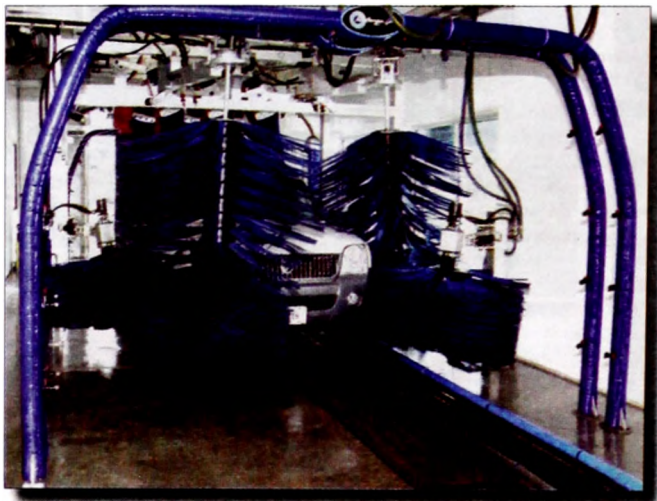
The company grew very quickly, and in 2001 Richard brought in his friend Vic Monteleone as his partner. Monteleone had been in the sales field for the health-care industry and brought his sales skills to the table.

"We pride ourselves in being a full-service, turnkey car wash company," Monteleone says. "We know that a car wash can be a key component to a petroleum dealer's business. There was a huge need for a good service provider when Hank started this company. Car Wash Technologies is dedicated to providing quality carwash equipment packages, parts, service, and consulting for petroleum, dealer and investor carwashes in Western Pennsylvania and the Tri-State area," he adds.

"We get involved in every aspect of building and retro-fitting car wash equipment and car wash facilities," Monteleone assures. "Our commitment to customer satisfaction has made us one of the leading car wash equipment distributors in the U.S."

In fact, Car Wash Technologies has been recognized by Inc. Magazine as one of the fastest growing companies in the nation. Today they have a team of 27 employees and continue to grow. "The thing that separates us from the competition is our experience. We're forced to be different. Hank and I both come from a sales, consulting and business background and we approach this industry from a business platform," Monteleone insists. "Our goal is to offer the maximum return on your investment."

"We've helped a host of car wash investors cut through the red tape on the way to a successful project and a prosperous operation. Many dealers look at a car wash as an ancillary add-on to their existing business. The car wash component is something that many of them get to later, after they've developed their gas station and maybe a convenience store. However, the margins on a car wash are so significant that it can



be a substantial revenue source," he adds.

### Options that customers can choose from include:

- Permit and zoning assistance
- Layout, economic modeling and financial assistance
- Supplier team coordination, meeting coordination between architects, contractors and trades
- Operator, sales and service training
- Promotion and marketing support

- Imaging and signage
- Scheduled maintenance and emergency service
- Remote diagnostics via modem
- Fault annunciation via pager

Ohio members that would like to learn more are invited to a free car wash ownership seminar on Wednesday, February 27, from 2:00 – 5:00 p.m. at the Holiday Inn Independence in Cleveland, Ohio. For more information or to register, call (800) 883-1846.

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

2008  
**NEW LOCATION!**



*2nd Annual*  
**FOOD &  
PETROLEUM  
TRADE SHOW**

**Wednesday, June 11, 2008**

**I-X CENTER**

One I-X Center Drive, Cleveland, Ohio, 44135

**Show Hours: Wed., June 11, 2008 • 12-6 p.m.**

Ask your sales rep for tickets, or call 800-666-6233 for free tickets.  
Admission ticket required. \$12 at the door.

**Call AFPD for more information: Toll Free: 800-666-6233  
or Toll Free Fax: 866-601-9610**



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



# All employers must start using the new I-9 form

On November 7, 2007, the United States Citizenship and Immigration Services (USCIS) of the Department of Homeland Security (DHS) released the new *Employment Eligibility Verification Form I-9* and *M-274 Handbook for Employers, Instructions for Completing the Form I-9*, in an effort to reduce the number of documents used to

confirm identity and employment eligibility. All employers are required to complete Form I-9 for each employee hired in the United States after November 6, 1986. **Please review the back of the I-9 form to see what documents are acceptable as proof of employment eligibility for your new workers.**

Employers may now sign and retain

Forms I-9 electronically. Employees are **not** obligated to provide their social security number in Form I-9 unless the employer participates in E-verify. **In addition, employers only need to complete the new I-9 for new employees.** They do not need to complete new forms for existing employees for whom an I-9 has been completed. **Employers should start**

**using this new form immediately.**

The new Form I-9, with a June 5, 2007 revision date, is the only version of the form that is valid for use. Employers who do not comply with the new regulatory requirements may be subject to penalties. Both the revised Form I-9 and the Handbook for Employers are available online at [www.uscis.gov/i-9](http://www.uscis.gov/i-9)



## Retailers can request empty container compensation

Michigan retailers and dealers who sell beverages in returnable containers can request compensation for some of the costs for handling the empty containers. P.A. 148 calls for 75 percent of the unclaimed deposits to be transferred into the Cleanup and Redevelopment Trust Fund, which is overseen by the Michigan Department of Treasury. The other 25 percent is to be distributed by the Treasury to retailers based on the number of returnable containers redeemed each year.

To apply for a portion of the available funds, retailers must file a Request for Bottle Deposit Fund Reimbursement (Form 2196) on or before June 1, 2008. Reports postmarked after June 1st will not be honored. Form 2196 can be found in the Sales and Use Booklet sent to you or your bookkeeper or go to [www.michigan.gov/documents/taxes/2196\\_212565\\_7.pdf](http://www.michigan.gov/documents/taxes/2196_212565_7.pdf)

If you have questions, please call AFPD's Dan Reeves at (248) 671-9600.

## Credit card processing violations being threatened against retailers

Some retailers have received notices from attorneys threatening legal action for violations of the Michigan Consumer Protection Act and Federal law for issuing credit card receipts disclosing more than the last four digits of the credit card or for disclosing the expiration date of the credit card. The notices are accompanied with a draft civil complaint threatening to file the

complaint in federal court if the matter is not resolved through a settlement with a demand for payment of legal fees.

**Please check your credit card processing machines and receipts to ensure that you are not issuing or delivering a receipt to a customer that displays any part of the credit or debit card's expiration date or more than the**

**last four digits of the customer's account number.** Violations can subject you to severe monetary penalties and require you to pay the consumer's attorney fees. If your credit card processing machine is disclosing such information, adjust your machine immediately or contact your credit card processing company to provide you with a machine that complies with federal and state laws.

### Let's talk coffee.



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

## NEW ENGLAND COFFEE

NEW ENGLAND COFFEE COMPANY  
Malden, MA 02148 • 800.225.1517  
[www.NewEnglandCoffee.com](http://www.NewEnglandCoffee.com)

## Re-Order for 2008!



Order Today!  
[wecard.org](http://wecard.org)

New training materials available!

It's easy at [www.wecard.org](http://www.wecard.org)  
Or, call 1-800-934-3968



## Lottery celebrates anniversary with college funding ticket



By Tom Weber, Acting Commissioner

As many of you may know, the Michigan Lottery celebrated its 35th anniversary in November of 2007. In February, we celebrate the first \$1 million prize award with a special instant ticket that emphasizes our commitment to public education in Michigan.

The \$5 "State of Michigan Lottery" instant ticket includes cash prizes between \$5 and \$200,000. But the more unique feature of this ticket is that through separate second chance drawings, players have an opportunity to win tax-free college tuition through the Michigan Education Trust. In each of the four second chance drawings, two winners will be selected to name the beneficiary child of a four-year, full-benefits contract for in-state tuition at any Michigan public university or community college.

Retailers, don't forget the Lottery's third Super Raffle game launched in February. Sales for the \$50 ticket began on February 11 and the drawing will be March 17 or later.

Like the previous two, the game offers the best odds ever – 1 in 55 – to win at least \$500. The prize structure includes two grand prizes of \$2 million each (annuitized), 25 prizes of \$100,000 each, and 4,500 prizes of \$500 each. This is a great ticket for

you, our retailer partners, because you earn \$3 commission on every ticket sold. And for the lucky retailers who sell the top two prize winning tickets, there is a \$5,000 commission.

Your players will want to take advantage of this great opportunity to win a lot of green. And with that in mind, the Super Raffle drawing will be no earlier than March 17, St. Patrick's Day.

### Return of the wings:

Remaining inventory of the popular \$2 Detroit Red Wings instant game will be distributed to select retailers on February 18th. In addition to the opportunity to win up to \$20,000 instantly, players will once again be able to enter their non-winning tickets either through Player City or by mail to the address printed on the back of the ticket for a chance to win an NHL Dream Trip or Red Wings merchandise. The drawing will be held on April 21; deadline to enter is April 14.

**New instant games:** these new

instant games debuted on February 4th: \$1 Score 4's with top prizes of \$4,000; \$5 Big Money Bingo with top prizes of \$300,000; \$5 State of Michigan Lottery with top prizes of \$200,000 and second chance drawings for pre-paid college tuition. On February 18th, these new games debuted: \$2 Wild Time Riches with six top prizes of \$30,000; \$2 Green & Gold with top prizes of \$25,000; and the re-issue of the \$2 Detroit Red Wings with a top prize of \$20,000 and a new second chance drawing.

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).



Category dominance



City  
Solutions  
for growth

Narrars Party Store

@ 5 mile and Burt—  
Come see for yourself!

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



# Mark this date



## on sale!

### It's the return of Super Raffle

And like before, all the fun and excitement are back too. With the drawing date set for on or after March 17, 2008 — St. Patrick's Day — the luck o' the Irish is sure to be working for you and your players. And again, only 250,000 tickets will be sold. So mark February 11 on your calendar and get ready for ...

Super prizes:

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

Super-sized commissions:

- \$3 commission on each ticket sold — the highest of any Lottery ticket
- \$5,000 bonus commission to the two grand prize-selling retailers
- All \$500 prizes redeemable in store — another commission opportunity

Limited time ... limited tickets ... best odds and commissions ever ... on sale February 11 ... it's a date!

The raffle drawing will be on or after March 17, 2008, so look forward to earning plenty o' green!



## EARN \$3 ON EVERY TICKET SOLD!

If all tickets are not sold out by March 17, 2008, the drawing date will be held within 10 days of sellout.



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

2•0•0•8  
**NEW LOCATION!**



*24th Annual*  
**MICHIGAN  
FOOD & PETROLEUM  
TRADE SHOW**

**Monday and Tuesday,  
April 28 & 29, 2008**

Mon., April 28—5 p.m. to 10 p.m.  
Tues., April 29—4 p.m. to 9 p.m.

**Rock** financial  
**SHOWPLACE**

46100 Grand River  
Novi, MI 48375

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



**Connect  
with  
Buyers!**

***Two days with 10 hours of uninterrupted selling!***

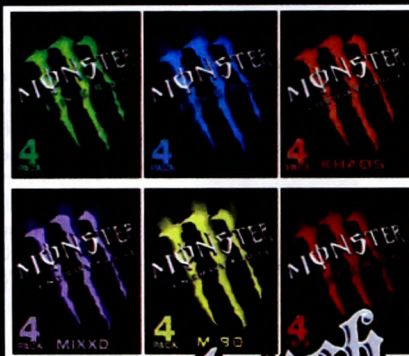
A Selling Trade Show attracting buyers from convenience stores, supermarkets, specialty stores, drug stores and service stations. Admission ticket required. \$12 at the door. Ask your sales rep for tickets.



**Blockbuster New  
Drink Specials  
From**



**And the Winner Is:  
Michigan Retailers!**



**For Best Beverage in a Dramatic  
Energy Drink:**

**Monster Energy Drinks!**



*Under the Heart*

16 Oz. Singles • 16 Oz. 4-Packs  
32 Oz. Singles • 24 Oz. Singles



**For Best Beverage in a  
Refreshing Float Drink:**

**A&W and  
Sunkist Floats!**



**For Best Beverage in a  
100% Juice Single:**

**Mott's  
All Natural  
100% Juices!**



**For Best Beverage in a 23.5 oz.  
Super Size Refresher!**

**Arizona Iced Teas!**



**Contact your 7Up Representative for details**

# Senator Schuler believes government should help but not do it all

**Ohio Senator Robert Schuler**  
**Republican**  
**7th district Sycamore Township**

## Committees

- Energy & Public Utilities – Chair
- Insurance, Commerce and Labor
- Joint Committee on Agency Rule Review
- Legislative Information Services
- National Statuary Collection Study
- State & Local Government and Veterans' Affairs
- Ways & Means and Economic Development
- Minority Development Financing Advisory Board
- Power Siting Board
- Fuel Production Task Force

By Kathy Blake

Ohio Senator Robert (Bob) Schuler has 25 years of state and local government experience as an offshoot of his first career: real estate consulting and appraising. As the owner of Comprehensive Appraisal Service, he became involved in the political process by fighting a city earnings tax increase in the city of Deer Park. He and a few other business owners formed a committee. "The tax was one percent and the city wanted two percent," said Schuler. "I'm not in favor of increases in taxes, unless it's justified. Government shouldn't be doing everything for everybody at the expense of taxpayers."

The committee was successful in preventing the tax increase and his colleagues suggested that he run for city council and he did. He served on the City Council from 1978 to 1985. His next political position was as a Sycamore Township Trustee from 1988 to 1992, with the last three years as president of the board.

With the township, he was instrumental in bringing a \$53 million shopping center to the area. He also helped to make the surrounding area land-use planned. "Professional planners zoned the area so when a developer comes in, they have more certainty that the township will approve their plan to locate there," said Schuler. He added that the more certainty a business has in establishing a location, the more chance of success, which is good for them and the community.



## Electricity rate setting and alternative fuel-SB 221

With the skyrocketing costs of energy production, Senator Schuler has been busy as Chair of the Energy & Public Utilities Committee. Ohio deregulated the state's electric industry in 1999, to encourage a competitive market. In order to keep consumers rates predictable, Governor Ted Strickland requested that Senator Schuler introduce legislation to address the current rate stabilization plans which are set to expire in December 2008. Schuler's bill, SB 221, passed the Senate in October. During his sponsor testimony to the House Public Utilities Committee, he said, "SB 221 puts forth a hybrid-approach to the rate-setting process for electricity prices and establishes a baseline rate from where to start under the new system, which will ensure consumer rates in 2009 will be comparable to the rates they pay today."

The bill also addresses alternative fuel. "Ninety percent of electricity in Ohio is generated by coal," said Schuler. According to the bill, "By

2025, a minimum of 25% of the electricity sold in Ohio must be generated from advanced energy technology. Half of this, or 12.5%, must be generated from renewable energy sources. Half of the advanced energy must be created in Ohio from sources such as wind power, solar, landfill gas, biomass involving the utilization of trees, and fuel cells powered by sustainable resources."

## Foreclosure legislation

In the Ways and Means and Economic Development committee, Schuler is pushing to help local communities with foreclosed properties. As it stands now, vacant properties are hurting communities and neighborhoods because no one pays the property taxes or maintains the homes. Schuler wants to make it easier for local communities to buy the properties. "It's difficult now, we plan to facilitate local communities' land banks ability to buy foreclosed properties," said Schuler. "We can shorten the allowed time that properties are behind on taxes before belonging to the bank. Often the lender doesn't

file a deed because they don't want to pay taxes," explains Schuler. "We are working with county auditors and the real estate bar on this legislation."

## Community activities

- Hamilton County Transportation and Improvement District
- Planning Partnership- Executive Committee Chairman
- Issues Forum TV Show - Host
- Glad House - Board Member
- Scarlet Oaks Schools - Business Advisory Council
- Fernald Community Reuse Organization Board 2000-2001
- Deer Park Schools Building & Grounds Committee 1986-1988
- Sycamore Senior Center Board of Directors 1984-1985
- Tall Stacks Volunteer
- Habitats for Humanity Volunteer

## Background

Schuler graduated from Norwood High School and then from the University of Cincinnati with an A.A.B. in Real Estate. He started his company, Comprehensive Appraisal Service, in 1977. He has many years of experience in real estate and local politics. He served on the Deer Park Recreation Commission from 1974-1975; the Deer Park City Council from 1978-1985; the Hamilton County Regional Planning Commission from 1987-1988; the Sycamore Township Trustees from 1988-1992 and the Ohio House of Representatives from 1993-2000. He was elected to the Ohio Senate in 2003.

The Senator was born in 1943. He is married with two children and five grandchildren. He is a member of St. Vincent Ferrer Church. When he's not working, he enjoys skiing, reading, walking and traveling. He has traveled to all U.S. states except Alaska and New Mexico and has toured half of the state capitols. "When you tell them you're a legislator you often get a more in-depth tour," said Schuler.

To reach Senator Schuler, call (614) 466-9737, write Senator Robert Schuler, Senate Building, Room #221, Second Floor, Columbus, Ohio 43215 or email [SD07@mailr.sen.state.oh.us](mailto:SD07@mailr.sen.state.oh.us).





## Investing in. . . Southeast Michigan's future.

Detroit Edison is planning more than \$600 million in upgrades to Southeast Michigan's electrical system. Work has already begun. Once completed, it will provide improved reliability for years to come. We'll be:

- Repairing or replacing hundreds of transformers, fuses, lightning arresters and other pieces of equipment.
- Trimming thousands of trees to reduce power outages.
- Replacing or reconductoring miles of overhead power lines.
- Inspecting thousands of utility poles to identify and correct potential problems.
- Rebalancing Southeast Michigan's electrical system to prevent overloaded electrical circuits.

This is all a part of our ongoing commitment to deliver the energy our customers need, when they need it — today, tomorrow and into the future.

For information on Detroit Edison programs, products and services,

call **800.477.4747.**

or visit **[my.dteenergy.com](http://my.dteenergy.com).**

**DTE Energy**



*Detroit Edison*

The Power of Your Community | **e = DTE®**

# Johnny Karmo knows the "Market"

By Michele MacWilliams  
Vice President of Communications

Some people seem to have a natural talent for their occupation. They can find success where others have struggled – almost as if they have special built-in job-related instincts. Johnny Karmo is a grocer that has a natural talent for his industry. His three suburban Detroit specialty food stores are busy, successful and growing, despite Michigan's sluggish economy.

All three stores cater to the high demands of his upscale clientele, all three continue to show sales growth and, remarkably, two of his stores are located on the same street, just one mile apart.

Two of Karmo's stores are called Market Square. His first is located on Southfield Road at 14 Mile in Birmingham and his other Market Square is on Walnut Lake Road in West Bloomfield. Both are what he calls "neighborhood grocery stores." They cater to the specific needs of the people who live around them. The stores feature extensive prepared foods, catering departments and meat sections. Many local residents come in a few times a week to pick up dinner as they head home from work. Both Market Square stores also carry an extensive wine selection with other departments – including produce, health & beauty, frozen foods and packaged goods – being kept deliberately small to save space.

Renowned architect Victor Saroki designed both Market Square stores to showcase the products – particularly the meats, prepared foods and bakery offerings – and also provide a comfortable, warm environment. These are neighborhood stores where customers are known by their first name and

where locals feel welcome and appreciated.

Karmo's newest store is called Market Fresh. Interestingly, it is just one mile south of his Birmingham Market Square store, on Southfield Road at 13 Mile in Beverly Hills. This store is larger, and – as Johnny explains – caters to a different clientele. But how can that be? The stores are on the same road, just one mile apart.

"It's funny, Birmingham residents don't travel south to shop. They are pretty loyal and like to frequent the stores in their city. Most of my Market Square customers are Birmingham neighbors," Johnny explains.

"My Market Fresh customers are primarily from Beverly Hills and Southfield. These customers usually don't travel into Birmingham to shop. So, even though my stores are just one mile apart, they really service two different areas," he adds.

Johnny has owned Market Fresh for a little over three years. It was formerly called Vic's and was owned by Vic Ventimiglia.

Back 20 years ago, Vic's was a small produce market located kitty-corner from the present Market Fresh location. "Vic was a friend of mine. We would golf together," Johnny remembers with a smile. "When he moved his store across the street and built a larger, more upscale facility, I thought for sure my business would suffer...but it didn't. Instead business increased! I told Vic that if he ever wanted to sell, that he should talk to me."

That happened just after Christmas 2005.

Once he purchased the store, Johnny began remodeling. Again, he used the services of architect Victor Saroki to redesign the store. The



actual remodeling took a couple of years – as Johnny did it in sections so as not to disturb his customers.

Today, Market Fresh is a store designed to fill the needs of its customer base. Johnny emphasizes that it is primarily a produce market. Fresh fruit and vegetables are artfully displayed in kiosks and refrigerated cases. Fresh flowers greet guests as they enter the store.

However, the deli, bakery and fresh meat departments all look tempting and play a key role in the store's success, as does the grocery section. "We bought all new fixtures, widened the aisles and stocked shelves to their capacity," Johnny says.

Walking down Market Fresh aisles is a treat. This is the kind of place where customers go to find that special ingredient for the Thai recipe that they have been meaning to try or the heart-healthy organic cereal that their doctor recommended.

One aspect of the store that is particularly intriguing is the check out. Instead of the traditional row of check-out counters, Market Fresh has a one-line system with a video monitor that directs guests to move to the next available clerk. Registers are aligned on one long counter, and product is placed on one side of the register by the customer, scanned and then bagged by the clerk. Once bags are full, they are lifted to the same, long counter for the customer to retrieve. The system is similar to that

which is used at Whole Foods and at Border's Book Stores.

"By going with the single-line check-out, we were able to get one more aisle for product," says Johnny. "During the holidays, the line snaked through the store and looked daunting to some customers. But the surprising thing was that our customers helped each other. They explained that the line was moving really fast."

Johnny observed the line from his office on the second floor and noted that it took only 3-1/2 minutes for each customer to get to a register. The single-lane checkout worked, even under extensive pressure, and kept customers happy.

So, now that Johnny's three stores are all busy, successful and gaining market share, what are his future plans?

"I purchased property across the street from the West Bloomfield Market Square store and we are going to build a new facility and move the store," Johnny says. The new Market Square will have more space for catering and prepared foods. "Our present store is really too small. The new building will allow us to expand and grow," he adds.

So, despite Michigan's sluggish economy, Johnny Karmo has found a way to overcome that challenge and grow his business. Knowing his customer and being willing to change as his desires change is the key to his success.





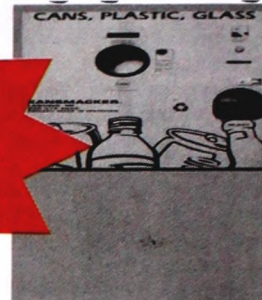
# KAN SMACKER

*"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/Side Glass	67"	72"	34"
Front Unload W/O Side Glass	47"	72"	34"
Front Unload W/ Rear Glass	47"	72"	54"
Rear Unload W/ Rear Glass	47"	72"	54"
Rear Unload W/ Side 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**

**800-379-8666**

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

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



**CATAPULT**  
Retail Enterprise Automation



**Maitre'D**  
Self Service Food, Beverage and Bar



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

**800-291-6218**  
**www.mpsmi.com**

## AFPD Michigan scholarship program

The AFPD Foundation Scholarship Program is in full swing with over 100 applications mailed or processed on line. Each year AFPD Foundation awards at least 20 scholarships to deserving students. Posters with program information were mailed in December to all AFPD member companies in Michigan. The application process ends March 31, 2008 so it is important to notify potential applicants to complete the application and return it postmarked by March 31, 2008. Applicants should be notified of the selection committee's decision on or before May 31.

Applications can be obtained online at [www.AFDOM.org](http://www.AFDOM.org) and click on the Foundation link.

### Who is eligible for the Academic Scholarships?

A high school senior, college freshman, sophomore or junior who is:

- A student employed by an AFPD Michigan member company for at least six months as of Jan. 1.
- And/or a student whose parent is a full or part-time employee of an AFPD Michigan member company for at least one year as of Jan. 1.
- An AFPD Michigan member customer or a child of a customer.

### Who is eligible for the Minority Scholarships?

A high school senior, college freshman, sophomore or junior who is:

- In addition to the above criteria, applicants must belong to one of the following ethnic groups to qualify for minority status: African-American, Hispanic, Asian, Native American, or Arab/Chaldean American.

See our website [afdom.org](http://afdom.org) for other rules.

## Philip Morris USA slims discounts

Philip Morris USA (PM USA) has reduced the off-invoice promotional allowance offered on its Parliament cigarette brand for the time period of Jan. 7, 2008, through Feb. 24, 2008, by \$1.50 per carton, from \$3.50 to \$2 per carton.

It is also eliminating the current \$2 per carton off-invoice promotional allowance on its Virginia Slims cigarette brand for the same time period, according to PM USA spokesperson William Phelps.

Reductions in promotional allowances are typically passed on to consumers in the form of higher prices, said Reuters. PM USA effectively raised the price of Parliament by 15 cents per pack and the price of Virginia Slims by 20 cents per pack.

The action follows a move last September, when the company instituted a 50-cent reduction in the off-invoice promotional allowance per carton for the Marlboro, Parliament,



Basic and L&M brands, reducing the total allowance from \$4 a carton to \$3.50. It also instituted reduction of the off-invoice allowance for Virginia Slims by \$2 a carton, reducing the total allowance from \$4 to \$2.

And while the company did not change its allowances for its other brands—including Benson & Hedges and Chesterfield Box, among others—it increased the list prices for those brands by 50 cents a carton.

The last price increase (off-invoice reduction) taken by PM USA before that was \$1 per carton in December 2006 (60 cents per carton of this increase offset the step-up in MSA payments).

## Miller to test "Lite" craft beers

Miller Brewing Co. will test "lite" versions of its craft-style beers in four major markets.

The products, which are part of the Miller Lite Brewers Collection, will be lower in calories and carbs than other craft beers. Blonde Ale, Amber and Wheat will be tested in Minneapolis, San Diego, Baltimore and Charlotte, North Carolina.

"Miller is seeking to again establish a whole new category for the beer industry--craft-style-light," Miller CMO Randy Ransom told the *Business Journal* of Milwaukee.

"The brewer who can provide a more refreshing and drinkable craft style can stake out a whole new niche in the market. That's what we intend to do."

Miller Lite Brewers Collection targeted to mainstream drinkers, capitalizes on three trends that are driving much of the growth in the U.S. beer industry—including the shift toward light beer, a desire for more variety and "premiumization" according to Miller.

Sales of craft beers are growing a faster pace than sales of all other categories of alcoholic beverages, the Brewers Association has reported. In 2006, craft beer sales increased 17.8 percent.

Miller Lite Brewers Collection will initially be available in six-pack bottles and priced between mainstream light beer and the typical craft beer.

## Feds to decide food stamp plan

The decision about whether or not to distribute Michigan food stamps more than once per month may be left up to the U.S. Congress.

A provision added to the 2007 U.S. Farm Bill introduced by Sen. Tom Harkin, D-Iowa, would ban states from changing distribution from once a month, now the practice nationwide.

Harkin, head of the Senate's Agricultural Committee, added the provision to the bill to "codify current practice and prevent confusion," Harkin spokeswoman Kate Cyril said.

According to the *Detroit News*, Cyril said that the provision was added after Michigan Department of Human Services officials contacted Harkin's office over concerns about the cost of implementing the change advocated by AFPD and other groups.

However, AFPD and a host of business owners, nutrition advocates and the United Food and Commercial Workers oppose Harkin's move and support proposed state legislation that would implement bimonthly distribution of food stamps.

Currently grocers get a wave of food assistance customers during the first 10 days of each month, followed by a big drop off in business.

That makes it difficult for some markets, especially those serving low-income neighborhoods, to give employees enough work hours later

in the month, as well as to keep perishables in stock.

Scheduling isn't the stores' only issue, said AFPD President Jane Shallal. "A lot of our members are reporting that some meat and produce distributors aren't making deliveries at the end of the month because the business is so slow."

The food stamp program is a large part of business for many of Metro Detroit's grocers. According to the *Detroit News*, in 2006, \$1.2 billion in federal food assistance funds were received by 1.1 million Michigan residents.

Last October, AFPD, United Food and Commercial Workers union and other groups voiced support for the legislation in testimony before a state committee. The bill, pushed aside by the state budget crisis, remains under discussion in the House's State Children and Families Committee.

Legislators are expected to vote on it in the next session.

The Michigan Department of Human Services has proposed its own change in food stamp distribution that it says will help retailers, without burdening poor families who may have trouble arranging transportation to grocery stores more than once a month. The department wants to spread out the distribution of food stamps over 20 days of each month, from its current 10 days, a change that would take place later this year.





# EASY PICK PAYOUT Daily3

**STRAIGHT BET EASY PICKS  
WIN EVEN MORE!**

**UPSELL YOUR PLAYERS TO A DAILY 3 EASY PICK  
IN ADDITION TO PLAYING THEIR REGULAR DAILY 3 NUMBERS!**

Daily 3 players who match their Easy Pick number to the number drawn win a bonus payout: \$100 more for a \$1 Daily 3 straight wager and \$50 more for a 50¢ Daily 3 straight wager.

**March 3-23 Midday and Evening Drawings**

**50¢ wager  
WINS \$300**

**\$1 wager  
WINS \$600**

STRAIGHT BETS ONLY 2-WAY AND BOXED BETS NOT ELIGIBLE. Daily 3 odds: Straight: 1 in 1,000; 3-Way Box: 1 in 333; 6-Way Box: 1 in 167. If you bet more than you can afford to lose, you've got a problem. Call 1-800-270-7117 for confidential help.

# Governor declares April "Michigan Wine Month"

## Point-of-sale items available

Governor Jennifer Granholm has declared April as Michigan Wine Month. The Governor cites the strong growth of the industry, its economic impact, the quality of the wines and other factors in her proclamation. Michigan's wineries are a great success story for Michigan's economy. More than 50 wineries dot the state, with Leelanau Wine Cellars, St. Julian Wine Co., Tabor Hill Winery, Good Harbor Vineyards, Fenn Valley Vineyards and Chateau Grand Traverse being the largest and best-known.

Wineries will hold special events to celebrate Michigan Wine Month, and many restaurants around the state will offer special dinners featuring Michigan wines. AFPD licensees can also participate in Michigan Wine Month promotions. Many wine distributors carry Michigan wines and will offer post-offs for April. You can stimulate sales and remind customers of the quality of home-grown wines by using floor stacks, as well as price reflections on the shelf and in the cold box.

The Michigan Grape and Wine Industry Council—a program within the Michigan

Department of Agriculture—provides point-of-sale (POS) materials at no cost to retailers. The colorful new promotional theme is Enjoy Michigan Wines. Shelf talkers, back cards and pricers are available from the council and can be viewed online at [www.michiganwines.com](http://www.michiganwines.com) under "Industry Resources." A downloadable POS order form is also available online and includes additional promotional items.

Michigan Wine Month will kick off with the publication of the 2008 edition of *Michigan Wine Country* magazine—a 48-page, full-color educational touring guide to Michigan's wines and wineries. Quantities of the magazine are available to retailers at no charge and can be put into customers' bags with their wine purchase or positioned alongside a Michigan wine display. To receive multiple copies for distribution, please contact Karel Bush at [bushk9@michigan.gov](mailto:bushk9@michigan.gov) or 517-241-4468.

For more information about the wines and wineries of Michigan, visit the council's Web site at [www.michiganwines.com](http://www.michiganwines.com) or contact David Creighton at (734) 483-0748.



## Celebrating our 20th Anniversary!

Rated A- (Excellent) by A.M. Best



Admitted, Approved and Domiciled in Michigan

Endorsed by the AFPD as a Liquor Liability provider for 19 consecutive years!

© 2007 North Pointe Holdings Corporation

Specializing in general liability and property, our programs are exclusively designed to meet the insurance needs of Michigan and Ohio businessowners.

- General Liability
- Liquor Liability
- Property
- Tool and Equipment Coverage
- Crime Coverage
- Garage Keepers Coverage
- Towing Coverage

Give us a call:

**(800) 229-6742**

Fax: (248) 357-3895; [www.npte.com](http://www.npte.com)

OR

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



## Classified

**SLUSH MACHINE FOR SALE**—Taylor brand slush machine for sale, model #349 with 4 flavored beverage cylinders that feature automatic defrost and power saver. Can provide you with start-up supplies such as plastic cups, lids and straws. Asking \$9,999.00 firm. Please call Jay or John at (586) 757-2130.

**DRY STORAGE WAREHOUSE**—Reasonable rates. Call (313) 491-1500.

**STORAGE**—Liquor, beer and wine storage. Licensed since 1946. Call (313) 491-1500.

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

**FOR SALE**—5hp meat grinder, pressure fryer, reg. fryer, shelving, kitchenware, meat slicers, electronic scales, holding oven, rotisserie oven, acrylic bins, stainless steel tables, ice table, marinating 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 Mulier at (586) 212-3136.

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

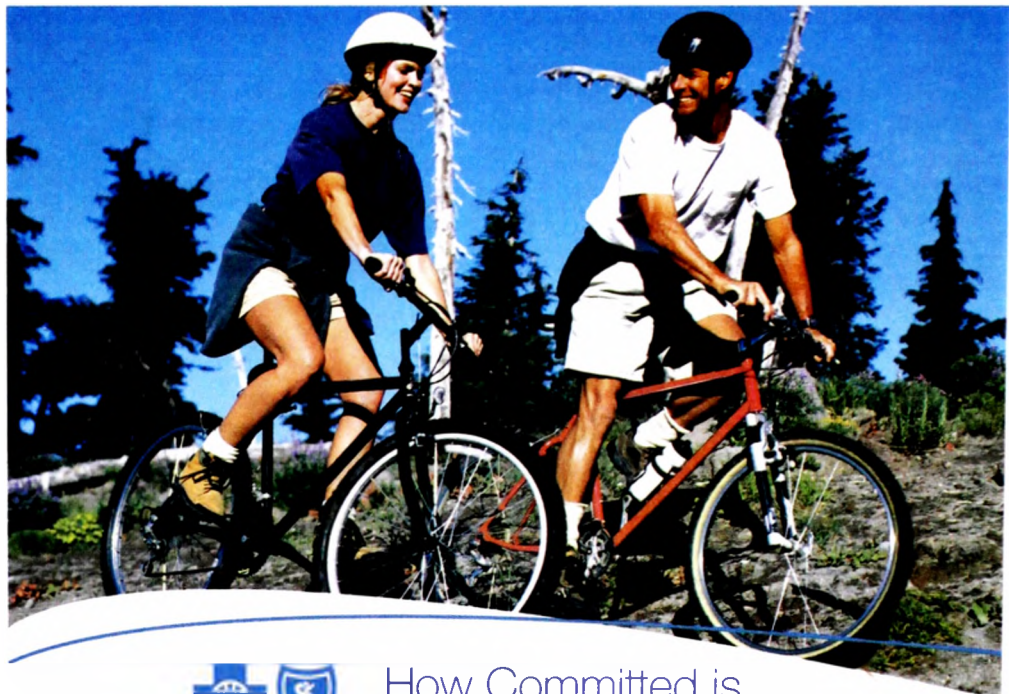
**KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS**  
Low discount pricing to all AFPD members. New installs, remodels, inspections, recharging and testing. Also servicing auto paint booths and gas stations. All brands: Ansul, Pyrochem, Ranco, Guard. Servicing southeastern Michigan 24/7. Call Alan Ross at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

**WE NEED**—Outdated, close dated and discontinued products—food, candy, juices, etc. \$3.5. Phone 313-491-1500. 100% tax write-off also available.

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

## Detroit AFPD Members ring in the New Year for Salvation Army

The Salvation Army's most recognizable public effort is the annual Red Kettle drive. To millions it is the very essence of charitable giving. During November and December 2007, volunteers rang bells at AFPD member grocery stores throughout Detroit to help raise money to support year-round programs provided by The Salvation Army's Detroit community centers. Detroit AFPD grocer participation in the Red Kettle Program this past holiday season raised \$9,000 for the Detroit Salvation Army!



## How Committed is Your Health Carrier?

When it comes to your security and peace of mind, no insurance company is as committed as Blue Cross Blue Shield of Michigan.

We've been here since 1939, providing unmatched access to doctors and hospitals. We accept everyone, regardless of medical history.

In times of transition and uncertainty, we've been here — committed to Michigan, committed to you.

As your needs change — as life changes — you can depend on the nonprofit Blues to be here, no matter what.

To sign up today or for more information regarding benefits and rates on Blues plans available to Associated Food & Petroleum Dealers, call 248-671-9600.

bcbsm.com



Blue Cross  
Blue Shield  
of Michigan

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

# SUPPORT THESE AFPD SUPPLIER MEMBERS

## ASSOCIATES:

AMR - Association Management  
Resources (734) 971-0000  
Judeh & Associates (313) 277-1986

## AUTHORIZED LIQUOR AGENTS:

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

## AUTO PARTS:

Mighty Auto Parts (614) 252-6000

## BAKERIES:

Ackroyd's Scotch Bakery (313) 532-1181  
Awrey Bakeries 1-800-950-2253  
Great Lakes Baking Co. (313) 865-6360  
Interstate Brands/  
Wonder Bread/Hostess (248) 588-3954

## BANKS/FINANCIAL SERVICES:

ATM Depot (248) 414-9600  
ATM Management (614) 891-9200  
ATM of America (248) 932-5400  
ATM of Michigan (248) 427-9830  
Bank of Michigan (248) 865-1300  
Bravo Tax (248) 336-1400  
Comerica Bank (313) 222-4908  
Community South Bank (616) 885-1063  
DTI Systems - Quick Capital (586) 286-5070  
Level One Bank (248) 737-1115  
Metropolitan Mortgage Group (614) 901-3100  
MoneyGram (517) 292-1434  
(614) 876-7172  
Netco Services 1-866-286-9188  
Peoples State Bank (248) 548-2900  
Quickserv Tax (248) 586-1040

## BEVERAGES:

7UP / American Bottling (313) 937-3500  
Absopure Water Co. 1-800-334-1064  
Anheuser-Busch Co. 1-800-414-2283  
B & B Beer Distributing Co. (616) 458-1177  
Bacardi Imports, Inc. (734) 452-2764  
Brown-Forman Beverage Co. (734) 433-9889  
Brownwood Acres (231) 599-3101  
Cadillac Coffee (248) 545-2266  
Central Distributors (734) 946-6200  
Coca-Cola Bottlers of MI

Auburn Hills (248) 373-2653  
Belleville (734) 397-2700  
Metro Detroit (313) 868-2008  
Port Huron (810) 982-8501

Coca-Cola Bottling - Cleveland (216) 690-2653  
Coors Brewing Co. (513) 412-5318  
Dan Henry Distributing (517) 393-7700  
Diageo 1-800-462-6504  
Distilled Spirits Council of the US (202) 628-3544  
E & J Gallo Winery (248) 647-0010  
Eastown Distributors (313) 867-6900  
Faygo Beverages, Inc. (313) 925-1600  
Future Brands (248) 471-2280  
Galaxy Wine (734) 425-2990  
General Wine & Liquor Co. (313) 867-0521  
Great Lakes Beverage (313) 865-3900  
Hansen's Beverage (313) 575-6874  
Henry A. Fox Sales Co. 1-800-762-8730  
Hubert Distributors, Inc. (248) 858-2340  
Imperial Beverage (269) 382-4200  
Intrastate Distributors (313) 892-3000  
J. Lewis Cooper Co. (313) 278-5400  
Jones Soda (269) 217-4176  
Kent Beverage Co. Inc. (616) 241-5022  
Liquor Group (248) 449-2987  
McCormick Distilling Co. (586) 296-4845  
Michigan Beverage Dist. LLC (734) 433-1886  
Mike's Hard Lemonade (248) 344-9951  
Miller Brewing Company (847) 264-3800  
National Wine & Spirits 1-888-697-6424  
1-888-642-4697

New England Coffee Co. (717) 733-4036  
Old Orchard Brands (616) 887-1745  
On Go Energy Shot 1-877-LIV-ONGO  
Paramount Coffee (517) 853-2443  
Pepsi-Cola Bottling Group  
- Detroit 1-800-368-9945  
- Howell 1-800-878-8239  
- Pontiac (248) 334-3512

Pernod Ricard USA (248) 601-0172  
Pettipren, Inc. (586) 468-1402  
Premium Brands of MI (Red Bull) 1-877-727-0077  
Skey Spirits (248) 709-2007  
Shaw-Ross International Importers (313) 873-7677  
Tri-County Beverage (313) 584-7100  
United Beverage Group (404) 942-3636  
Xango (313) 608-9847

## BROKERS/REPRESENTATIVES:

Bob Arnold & Associates (810) 635-8411  
Cox Specialty Markets 1-800-648-0357  
CROSSMARK Sales Agency (734) 207-7900  
Group One Realty, Inc. (614) 888-3456  
J.B. Novak & Associates (586) 752-6453  
S & D Marketing (248) 661-8109

## CANDY & TOBACCO:

Altria Corp. Services, Inc. MI (734) 591-5500  
OH (513) 831-5510  
Martin Snyder Product Sales (313) 272-4900  
Nat Sherman (201) 735-9000  
R.J. Reynolds (336) 741-5000

## CAR WASH:

Car Wash Technologies (724) 742-9000  
Kleenco Car Wash Services (614) 206-2313  
RS Hill Car Wash Sales & Service (937) 374-1777  
Synergy Solutions (330) 497-4752

## CATERING/HALLS:

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

## DAIRY PRODUCTS:

Buth-Joppe's Ice Cream (616) 456-1610  
Country Fresh/Melody Farms 1-800-748-0480  
Dairymens 1-800-944-2301  
H. Meyer Dairy (513) 948-8811  
Kistler Farms (269) 788-2214  
Pars Ice Cream Co. (313) 366-3620  
Prairie Farms Dairy Co. (248) 399-6300  
Williams Cheese Co. (989) 697-4492

## EGGS & POULTRY:

Linwood Egg Company (248) 524-9550  
Weeks Food Corp. (586) 727-3535

## ENVIRONMENTAL & ENGINEERING:

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

## FRESH PRODUCE:

Aun' Mid Produce Co. (313) 841-7911

## FUEL SUPPLIERS:

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

## ICE PRODUCTS:

Arctic Glacier, Inc. 1-800-327-2920  
U.S. Ice Corp. (313) 862-3344

## INVENTORY SERVICES:

PICS/Action Goh's 1-888-303-8482

## INSURANCE:

AAA Michigan 1-800-AAA-MICH  
Advanced Insurance Marketers (517) 694-0723  
Al Bourdeau Insurance Services (248) 855-6690  
BCBS of Michigan 1-800-666-6233  
CBIZ/Employee Benefit Specialist, Inc. (614) 793-7770  
Charles Halabu Agency, Inc. (248) 968-1100

Frank Gates Service Co. (614) 793-8000  
Frank McBride Jr., Inc. (586) 445-2300  
Gadaleto, Ramsby & Assoc. 1-800-263-3784  
Lyman & Sheets Insurance (517) 482-2211  
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) 945-4000  
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) 588-1901  
Molton 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  
Freedom Systems Midwest, Inc. (248) 399-6904  
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 Ent. (586) 783-3260  
Gadaleto, Ramsby & Assoc. 1-800-263-3784  
Gasket Guy (810) 334-0484

Great Lakes Data Systems (248) 358-  
GTEch Corporation (517) 272-  
Integrity Mortgage Solutions (586) 758-  
Jado Productions (248) 227-  
Kansmacker (248) 249-  
Karoub Associates (517) 482-  
Lincoln Financial Advisors (248) 948-  
Marcoin/EK Williams & Co. (614) 837-  
Marketplace Solutions (248) 255-  
Mekani, Orow, Mekani, Shallal,  
Hakim & Hando P.C. (248) 2234-  
Metro Media Associates (248) 6254-  
Murray Murphy Moul + Basil LLP (614) 4884-  
Network Payment Systems 1-877-4734-  
Newco Sales & Management, LLC (legal  
collections) (248) 982-  
Platinum Wireless (616) 654-  
POS Systems Group Inc. 1-877-271-  
Rainbow Tuxedo (248) 477-  
RFS Financial Systems (412) 999-1-  
Secure Checks (586) 758-1-  
Security Express (248) 304-1-  
Shimoun, Yaldo & Associates, P.C. (248) 851-  
Signature Signs (586) 779-7-  
Southfield Funeral Home (248) 569-4-  
Staples 1-800-693-8-  
UHY-US (248) 355-1-  
Verdale Products (313) 834-4-  
Waxman Blumenthal LLC (216) 514-9-

## STORE SUPPLIES/EQUIPMENT SERVICES:

Belmont Paper & Bag Supply (313) 491-8-  
Culinary Products (989) 754-2-  
DCI Food Equipment (313) 369-1-  
DryB's Bottle Ties (248) 568-4-  
Envipco (248) 471-4-  
Hobart Corporation (734) 697-3-  
JAYD Tags (248) 939-1-  
Leach Food Equipment Dist. (616) 538-1-  
Lighting Supply Company 1-800-544-2-  
MSI/Bocar (248) 399-2-  
Petrom-Com Corporation (216) 252-8-  
Superior Petroleum Equipment (614) 539-1-  
Taylor Freezer (734) 525-2-  
TOMRA Michigan 1-800-610-4-  
Wayne Service Group (614) 330-3-  
Wegand Mack Sales & Service (313) 806-3-

## WHOLESALE/FOOD DISTRIBUTORS:

Brownwood Acres (231) 599-3-  
Capital Distributors 1-800-447-8-  
Central Foods Wholesale (313) 862-5-  
Chef Foods (248) 789-8-  
D&B Grocers Wholesale (734) 513-7-  
Derby Pizza (248) 650-4-  
EBY-Brown, Co. 1-800-532-4-  
Great North Foods (989) 356-2-  
Hacienda Mexican Foods (313) 842-8-  
Hispanic Foods Wholesale (313) 894-2-  
H.T. Hackney-Columbus (614) 751-51-  
H.T. Hackney-Grand Rapids 1-800-874-5-  
International Wholesale (248) 353-8-  
Interstate Brands/  
Wonder Bread/Hostess (313) 868-5-  
Jerusalem Foods (313) 846-17-  
Kaps Wholesale Foods (313) 567-8-  
Karr Foodservice Distributors (313) 272-6-  
Liberty USA (412) 461-27-  
Liberty Wholesale (586) 755-36-  
Lipari Foods (586) 447-39-  
Nash Finch (989) 777-18-  
Nat Sherman (201) 735-90-  
Nikhlis Distributors (Cabana) (248) 582-88-  
Norquick Distributing Co. (248) 254-10-  
Piquette Market (313) 875-55-  
Polish Harvest (337) 374-7-  
Royal Distributors of MI (248) 350-13-  
S. Abraham & Sons 1-800-477-54-  
Sherwood Foods Distributors (313) 559-73-  
Spartan Stores, Inc. (616) 878-27-  
SUPERVALU (337) 374-7-  
Tom Maceri & Son, Inc. (313) 568-03-  
United Wholesale Grocery (248) 356-73-  
Universal Wholesale (248) 559-73-  
Value Wholesale (248) 967-20-  
Weeks Food Corp. (586) 727-35-



# COLA INVIGORATED™

REVIVE YOURSELF WITH NEW DIET PEPSI MAX



PEPSI, PEPSI COLA, DIET PEPSI, DIET PEPSI MAX, COLA INVIGORATED and the Pepsi Globe Design are trademarks of PepsiCo, Inc. ©2008/2006 P. 07

# Looking for Brands Customers Recognize & Trust?



## Lettuce Help.



For information on how Spartan Stores can help your business think smarter  
call 616-878-2248 or visit our web site at [www.spartanstores.com](http://www.spartanstores.com)