

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

VOL. 19, No. 5

MAY 2008

## Just In

### Swing into golf season!

**Practice now for the AFPD  
Foundation Golf Outing!**

It's never too early to think about summer and the AFPD Foundation Golf Outing! This year's outing is scheduled for July 16 at the beautiful Fox Hills in Plymouth, Mich. As usual, we'll have some great prizes, and the proceeds benefit the AFPD Foundation Scholarships. More information is on page 31 and at [www.afdom.org](http://www.afdom.org)



## Inside

<i>The female side of our industry</i> . . . .	3
<i>Gorman's has a corner on the meat market</i> . . . . .	16
<i>Michigan Food &amp; Petroleum Trade Show floor plan, new products and specials</i> . . . . .	20
<i>AFPD's new Workers' Comp Program</i> . . . . .	26

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 represents your legislative interests

*What have we done for you lately? A LOT! AFPD's staff, board of directors and lobbyists are always busy representing the interests of its members - on both statewide and national levels. In Ohio, the current big issue is a bill requiring the reporting of gas price increases on a weekly basis. In Michigan, AFPD had the pleasure of meeting with Speaker of the House Andy Dillon to discuss twice-monthly food stamps and other legislative issues. Nationally, AFPD is part of a large group working to require credit card companies to disclose and contain their interchange fees. Please see the articles below for details.*

### AFPD getting closer to twice-monthly food stamps legislation

On Wednesday, March 12, the state Senate voted to make Michigan the first state in the nation to issue food stamps twice each month.

AFPD and other supporters say the bill would make fresh food more readily available to food stamp recipients throughout the month and help grocery stores with their inventory.

"AFPD has worked very hard, for many years to get this legislation passed," said Jane Shallal, president of the Associated Food & Petroleum Dealers. "Twice-monthly food stamp distribution will assist retailers with staffing and stocking perishables. It will also give recipients more flexibility and encourage them to buy fresh, healthy perishable foods throughout the month," Shallal added.

Michigan's 1.2 million food stamp recipients - the highest number ever - have their benefits added to a debit card once a month, early in the month.

Retailers state that the current

system of once-per-month distribution causes grocers problems with staffing, cash flow and inventory. In addition, food stamp recipients aren't buying enough healthy, fresh food throughout the month.

Senate Bill 120, introduced by Sen. M. Scott (D Highland Park) passed on a 35-2 vote and was sent to the House, where similar legislation, (HB 4923 introduced by Rep. Meisner, D Ferndale) is pending.

### AFPD opposes Ohio Senate Bill 193

AFPD represented Ohio members' interests on Senate Bill 193 on March 11th. The bill was scheduled for a senate hearing, where AFPD appeared to oppose the legislation. The bill would require a retailer to submit a written notice to the



### Legislative News,

*Continued on page 10.*

### It's time for the 24th annual Michigan Food & Petroleum Trade Show MONDAY & TUESDAY April 28 & 29

For the first time ever, AFPD's premiere trade show will be held at the Rock Financial Showplace in Novi, Michigan - not at Burton Manor! Please also note: the show is now on Monday and Tuesday, not Tuesday and Wednesday, as it has been in the past.

Sherwood Foods has taken over 74 booths, with lots of food to sample and many new products. Spartan Stores will have over 18 booths featuring their "Fresh" section. The show will also feature a Michigan Department of Agriculture area of 10 booths with Michigan-made products

From security companies to energy drinks, lighting supplies to insurance programs, you can find it all at the 24th Annual Michigan Food & Petroleum Trade Show.

Free Parking is provided by Sherwood Foods and Arctic Glacier is sponsoring the ice for the show, where you'll find more food, prizes and the latest and newest - all to help you be successful in your business.

See who is exhibiting and check out this year's show products and specials beginning on page 20!

# Get a Grip on Your Thirst

NEW EASY-HOLD, EASY-OPEN BOTTLE



© 2007 The Coca-Cola Company. "Coca-Cola," "Coca-Cola Zero," "Diet Coke," the Dynamic Ribbon and the Contour Bottle are trademarks of The Coca-Cola Company.



# 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  
Pai's Auto Service

**Joe Bellino, Jr.**  
Food & Beverage Vice Chair Membership  
Broadway Market, Region 2

**Dennis Sidoroski**  
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 Dallo** In N' Out Foods  
**Bill Viviano** House of Prime

# REGIONAL DIRECTORS

**Paul Elhindi** Lyndhurst Valero, Region 8  
**Jim Gohaman** Spartan Foods, Region 3  
**Vickie Hobbs** Whitehall Shell, Region 7  
**Kristin Jenna** Vinoteca/Vinology, Region 1  
**Mark Shamoun** Country Acres Market, Region 4  
**Tom Waller** CROSSMARK Sales Agency, Region 5  
**Percy Wells** Coca-Cola, Region 6

# FOOD & BEVERAGE RETAIL DIRECTORS

**Hajib Altiha** Indian Village Market  
**Jerry Crete** Ideal Party Store  
**Phil Kassa** Saturn Food Center  
**Alaa Naimi** Thrifty Scot Supermarket  
**Thom Walch** Hollywood Super Markets  
**Brian Yaldeo** Park Place Liquor

# FOOD & BEVERAGE SUPPLIER DIRECTORS

**Gary Davis** Praine Farms  
**Earl Isibria** Sherwood Food Distributors  
**Mike Roach** General Wine & Liquor Co.  
**Scott Skinner** Diageo

# PETROLEUM / AUTO REPAIR DIRECTORS

**Gary Bettis** Blissfield BP  
**Rich Bratschi** Lake Lansing Mobil  
**Dave Freitag** Yorkshire Tire & Auto  
**Maurice Helou** Lyndhurst Valero

# STAFF & CONSULTANTS

**Jane Shallal** President  
**Daniel Reeves** Executive VP Food & Beverage  
**Ed Waglarz** Executive VP Petroleum  
**Ron Wilbur** Vice President  
**Michelle MacWilliams** VP of Communications  
**Cathy Wilson** Director of Special Events  
**Cheryl Twigg** Controller  
**Harley Davis** Coupon Manager  
**Tamar Moreton** Executive Assistant  
**Tony Deluca** Membership Services  
**Ray Putrus** Membership Services  
**Doug Jones** Membership Services  
**Anthony Kalogendis** Advertising Sales Manager  
**James V. Ballanca, Jr.** Legal Counsel  
**Karoub Associates** Legislative Consultant  
**Gabaleto & Ramsby** Health Care  
**Paul Gregory - UHY MI** Certified Public Accountant  
**Metro Media Associates** Publishing  
**Walt Hampski Graphics** Graphics & Prepress

# Chairman's MESSAGE

# Women are an integral part of our industry

You go girl!



By Chris Zebari  
AFPD Chairman of the Board

I was actually advised by some friends of mine not to write this article because they thought that the subject matter might come across as controversial or worse, maybe even insensitive. And while I will acknowledge that these are certainly not areas that haven't been all that foreign to me, I am approaching this month's column with all of the respect that it deserves.

The previous generation of women (my Mother's peers) may have been the last to be expected to aspire to getting married and spending all of their adult lives cooking, cleaning and raising a family. In my opinion, this is the most noble of all accomplishments. Mind you, it doesn't pay well in dollars but it did certainly produce a dynamic generation of females that we deal with in business relationships today.

That truly bodes well for the current generation of women who have taken advantage of opportunities that 20 years ago would have never been available to them. The "glass ceiling" that for decades inhibited women in different industries today has been broken through hard work, dedication and resiliency. Many companies, through diversity initiatives, include women with minority hires. Promotions and quotas in these areas of employment are looked upon quite favorably. As a father to two teenage daughters, this is good news, as today's females pioneer uncharted waters for their futures.

talented women through the years; woman who have paid the proverbial "dues" and have moved up the ladder through different operations in family-owned businesses, small operations and large companies.

Take your association for an example. Ten percent of the AFPD Board of directors is female. Our president is a woman. The AFPD media relations contact, event coordinator and controller are all females. That is just in our organization.

Females in the food business carry authority in decisions today that impact all facets of the delivery, supply and customer chain. Whether they are partners in small businesses with spouses, fathers, brothers or sons or running large companies, these women are no longer the exception to the rule. Sadly enough, there was a time when they were not taken seriously in the male-dominated workforce.

Joyce Saranathan, a vice president with Lipari Foods had this to say:

"With tenacity, passion, drive and dedication, anyone will find success in what they set forth to do, regardless of their gender. Being a female holding a leadership role in a predominantly male-driven industry has allowed me to offer a unique perspective and sensitivity to the business. Through mentorship and guidance I am able to offer a female perspective to a position that historically has been filled by men. Blending of the two creates a fine balance in the business world."

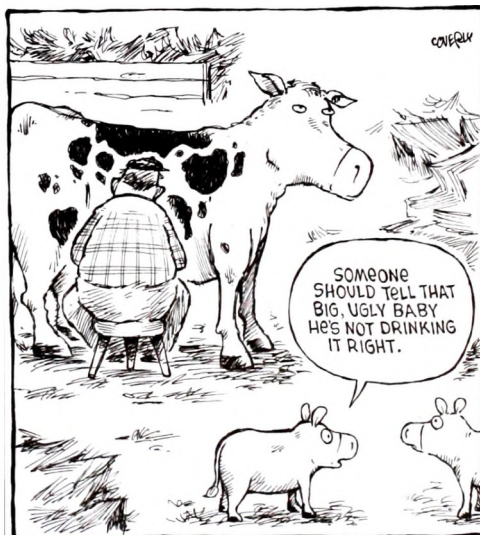
Vickie Hobbs, co-owner of Whitehall Shell in Whitehall, Ohio adds, "Fortunately I haven't had to look at my business from a male/female perspective. I grew up in this

You go girl,

Continued on next page.

# The Grocery Zone

By David Coverly



While there are still many more opportunities that could be afforded to females in all industries, I really want to take a closer look at women in our industry - the food, beverage and petroleum business. I have had the pleasure to work with some incredibly

# Contact AFPD:

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

OHIO OFFICE  
655 Metro Place S., Suite 600  
Dublin, OH 43017

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

**You go girl,**

*Continued from previous page.*

industry and feel that I am respected by my customers and my peers."

AFPD's President Jane Shallal says that in a business where males have traditionally outnumbered females, she is pleased to see more women leaders today in the retail, wholesale, and supplier

communities. "More companies are creating an environment where women can flourish in leadership roles in this industry. Providing a female perspective into the management levels of the food and petroleum industries is very valuable and has proven to improve a company's bottom line," she explained.

It is clear today that our Wives,

Daughters and Mothers (mine included) are making more decisions that impact our business and that is a good thing. I speak for the entire organization when I say that we salute the diversity and change that this brings. I'm reminded again of a quote from my sixteen year old daughter, Kaseigh that goes "whatever boys can do, girls can do better." GO GIRL!

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

# U.S. ICE

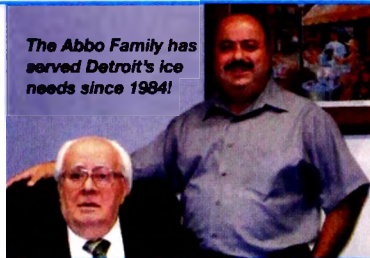
## DETROIT'S ICE KING SINCE 1984!

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

### U.S. ICE CORP.

10625 West 8 Mile Rd.  
Detroit, MI 48221  
(313) 862-3344  
Fax (313) 862-5892

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



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



**Call the ICE LINE: (313) 862-3344**

## Calendar

**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

## May is...

National Asparagus Month  
National Barbecue Month  
National Egg Month  
National Hamburger Month  
National Home Brew Day (1st Saturday)  
National Salad Month  
National Salsa Month  
National Strawberry 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

**FMI**  
ASSOCIATION OF  
FOOD MARKETING INSTITUTES

**NACS**  
National Association  
of Convenience Stores

**FLAP**  
FOOD INDUSTRY  
ASSOCIATION OF PETROLEUM

**NCA**  
NATIONAL CATERING ASSOCIATION





# Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

## Capitol Strategies Group now represents AFPD in the Buckeye State

Earlier this year, the Associated Food and Petroleum Dealers (AFPD) retained Capitol Strategies Group to provide government relations and consulting services in Ohio. Capitol Strategies Group is highly regarded for their issue-oriented approach to lobbying, high standard of client service, and the ethical manner in which they advocate for their clients' interests.

Vaughn Flasher, President of Capitol Strategies Group, previously represented AFPD (formerly the Ohio Petroleum Retailers and Repair Association) from 1997-2005. Flasher's prior relationship with AFPD, his comprehensive awareness of the issues facing the AFPD membership and his deep understanding of the workings of Ohio government and politics makes Capitol Strategies Group an experienced and effective voice for AFPD in the Buckeye State.

Also providing services to the association is Jody Licursi, who joined Capitol Strategies Group in 2006. Licursi graduated cum laude from the Honors Program at The Ohio State University in 2007 with a bachelor's degree in Political Science. Her primary responsibilities include actively monitoring proposed legislation, covering committee hearings, and reporting pertinent information back to AFPD.

It is imperative that members of the legislature and individuals in the relevant

executive agencies are well informed of AFPD's position on relevant issues as the association strives to promote a healthy business environment for the independent retailer. Capitol Strategies Group provides AFPD with access to these key decision makers through both valuable relationship development assistance and direct lobbying of the legislative and executive branches of state government. By proactively monitoring legislation, administrative rules and other government decisions, Capitol Strategies Group ensures that AFPD will be in the best possible position to impact decisions that affect your business.

In its effort to keep AFPD members up to date on current government affairs in Ohio, Capitol Strategies Group produces weekly reports on relevant legislative, regulatory and political developments including summaries of committee hearings and other noteworthy events such as fundraisers and receptions. Financial participation in the political process, especially during an election year, is important to make sure that the voice of the independent retailer is heard. Capitol Strategies Group will be assisting AFPD in developing a strategic PAC contribution plan to ensure there are association funds to support legislators and candidates whose views align with those of the membership and the organization.

## Ohio Tank Board meeting dates

The Petroleum UST Release Compensation Board has set the following meeting dates for the 2008 calendar year:

- June 11, 2008
- September 10, 2008

All meetings are scheduled to begin at 10:00 a.m. However, it is suggested

that you contact the Board to confirm the meeting date and time. The meetings are held at the Board's offices located in the LeVeque Tower at 50 West Broad Street, Suite 1500, Columbus, OH 43215. For additional information, log on to [www.petroboard.com](http://www.petroboard.com)

## Potpourri of warnings

By Ed Weglarz  
AFPD Executive Vice President of Petroleum



Along with handling all the daily challenges of owning/operating your business, I feel obligated to call your attention to some issues you should address.

**Supply Contracts** – Be sure to review any and all contracts or agreements that you sign regarding the terms and conditions. With emerging and ever-changing technology, avoid long term contracts for any service. In particular, watch for automatic renewal clauses in your contracts. These clauses reduce or eliminate your ability to renegotiate the terms and conditions of your contract. I suggest you delete any and all clauses of this nature when initially signing the agreement. If you have already entered into such an agreement, be sure to act within the "window" of opportunity that allows you to cancel or non-renew the contract. Review your contracts for telephone service, internet service, employee uniform cleaning, trash removal, any lease, copy machine agreement, and supply agreements.

**Credit Card Security** – Check and recheck all of your credit card machines that print receipts. Both state and federal law stipulates that the receipt cannot include more than the last four digits of the customer account number and cannot print the expiration date of the credit card. There are individuals canvassing retail stores making small purchases using a credit card. If they discover the printed receipt contains more than the last four digits of the account number and/or the expiration date, a lawsuit is initiated against the retailer claiming damages plus attorney fees in amounts ranging from \$2500 to \$5000. Avoid the hassle and be sure your machines comply with the law.

**Fuel Surcharges** – In lieu of increasing prices many suppliers are adding a "fuel surcharge" to each and every invoice you receive. Often times these go unnoticed, and recently the charges have been increasing. Challenge the inclusion of these surcharges and any increases. Combining orders or reducing the number of deliveries per month may help reduce these charges. In any case, consider these expenses when determining your retail margins and prices. In Ohio, pay particular attention to the "hauling fee" charged by your supplier to be sure that the CAT tax is not being blended into the "hauling fee."

**Fuel Sales Tax (Michigan)** – Peculiar to Michigan is the sales tax applicable to all fuel sales. The 6% Michigan Sales Tax applies to the fuel sale excluding the 19 cents per gallon road tax. The present "pre-paid Sales Tax Withhold" rate is 13.1 cents per gallon. At a retail price of \$3.199 per gallon, the sales tax is 17.03 cents; 4 cents per gallon more than the state withholds. Be sure to take this fact into consideration when calculating your sales tax obligation to the state each month, and retail pricing strategy. Call the AFPD office if you need the Motor Fuel Sales Tax Chart that outlines the sales tax liability at each price point.

Mark your calendar to attend the AFPD Michigan Food & Petroleum Trade Show at Rock Financial Showplace – April 28 & 29

# American Communications offers retailers investment-free profit

By Kathy Blake

Retailers looking for new products or services to offer customers to increase profit and store traffic can call on American Communications (AMCO) of New Albany, Ohio. AMCO owner Tom Twiss has built a successful payphone and ATM provider company by offering service and equipment that helps businesses create new revenue streams.

Twiss started out in 1992 by furnishing pay phones and service in Ohio and has expanded to serve 12 states. "We provide equipment and service and pay commission to the site owners to have the equipment there," said Twiss.

His customers include gas stations, convenience stores and hotels mostly in Ohio and southern Michigan. "With pay phones, retailers not only offer a valuable service to customers but also produce reliable, consistent, bottom-line profits. And, most importantly, it builds customer loyalty," said Twiss.

## Automatic Teller Machines

Three years ago, Twiss added Automatic Teller Machines (ATMs) with flexible levels of support. "We're one of the few who offer machines and the cash. We can provide complete turnkey service, or let the retailer do it," said Twiss.

On-site freestanding banking centers, or ATMs, are one of the fastest growing industries in the U.S. According to Twiss, providing customers with access to their bank accounts, at the time they want to spend, not only increases the number of store transactions but also the amount of money that is spent.

AMCO offers three options: 1. Retailers can use AMCO machines and AMCO will load the cash; 2. retailers can buy or lease an ATM, load their own cash, or 3. AMCO will provide the ATM and the retailer can provide the cash. Retailers earn a larger portion of the transaction fee for loading the machines themselves. Commissions vary according to volume of use.

Regardless of which option that

a store owner chooses, AMCO provides a unique tracking and service program. Every transaction at every machine is remotely monitored 24 hours a day, seven days a week. This feature furnishes retailers with a complete, detailed record of all activity. It also allows AMCO to make sure the machine is working properly. The internet monitoring reports how much cash is in the machine as well.

"Banks can't compete with us because of their overhead. Therefore, they can't pay the commissions that we do," Twiss boasts.

Twiss believes the ATM industry is still growing. "The state of Ohio is beginning to issue welfare payments on debit cards. Those cards are being used at ATMs. I think the 'cashless society' is way down the road," said Twiss.

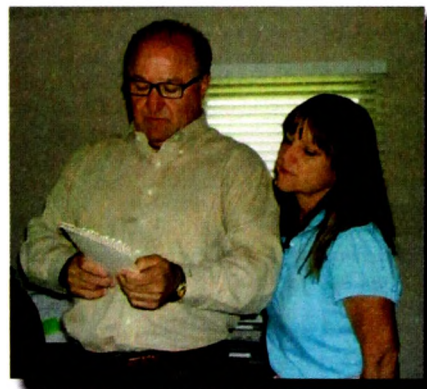
## Pre-paid phone cards

A new service AMCO recently introduced is pre-paid cellular terminals, which allow retailers to fill pre-paid phone cards for customers. AMCO provides the equipment, service and commissions.

## Pay phones

Twiss believes there is still much opportunity to build a new revenue stream in "today's" payphone service industry. Twiss is president of the Payphone Association of Ohio and says that billions of calls are made on payphones throughout the United States each year. The association is active in government relations and promotes member companies and good business behavior including keeping phones clean and working properly.

Customers appreciate the convenience of having a payphone available. And, they'll likely be surprised that they can make long distance calls anywhere in the United States for only 10 cents a minute, after the initial 50-cent deposit. Long distance calls now represent over 30 percent of revenue generated by pay phones. Local calls are just 50 cents. The more calls, the larger the commission for the business.



Tom Twiss (top and left) with assistant Cindy Sgandurra monitor AMCO pay phones and ATMs.

"Payphones are extremely important when emergencies occur. There was video footage on TV of people standing in lines for payphones on September 11, 2001 and also after hurricane Katrina," said Twiss. "In addition, there are still many areas where you can't get cell service in Ohio," he added with a laugh.

According to Twiss, AMCO's program starts with a complete 24-hour monitoring system for every phone, every location, every call. This allows assurance that each phone is operating correctly. AMCO can detect the amount of money in each phone and the phones that need to be emptied. The monitoring system also provides a printout of the revenue each phone generates so businesses get accurate reports and commissions.

"AT&T announced they are getting out of the payphone business, but

their phones don't interact with the internet. Our phones have computer boards that interact through the internet to our headquarters. The phones call in to us, if there's a problem such as a coin jam or broken handset. We call every phone in our system every day and each phone reports activity, how many coins are in the box and if any 911 calls were made from it. If there's a problem, we send a technician within 24 hours," explained Twiss.

Twiss maintains that low-risk profit sources such as payphones are a win/win for retailers and customers by building a foundation for a loyal customer base, increased opportunities to gain new customers, and increased bottom-line profits.

For more information, call Tom Twiss at 1-800-511-7790 or e-mail to [ttwiss@amcomohio.com](mailto:ttwiss@amcomohio.com).



## Americans turn greener

Driven by increased environmental awareness, Americans say they are quickly moving to the greener end of the spectrum, according to the latest findings from Mintel, a Chicago-based market research company. The company revealed that over one-third of adults surveyed (36 percent) claim to "regularly" buy green products. Just 16 months ago, only 12 percent said they "regularly" purchased green products. Furthermore, the number of people who say they "never" purchase green products has been cut in half over the past 16 months, according to Mintel. In August 2006, one in five Americans (20 percent) claimed to "never" buy green products. Now, only 10 percent of the population makes such claims.

"We're seeing the green movement rapidly transition from niche to mainstream," said Colleen Ryan, senior analyst at Mintel, in a statement. "Major companies have jumped onboard, promotional messages have changed, and the American public is increasingly looking at green products as a normal part of everyday life."

## Copper theft and legislative issues were topics of AFPD's Regional Membership Meeting



Above: Michael Lynch, head of corporate security at DTE Energy, spoke to the crowd about preventing copper theft.

Right: AFPD members listen with interest.

On March 18, AFPD conducted a Regional Membership Meeting for the Detroit Metro area, at Shenandoah Country Club, in West Bloomfield. During the meeting, members were updated on important issues facing Michigan retailers such as twice-monthly food stamp distributions, lottery legislation and credit card interchange fee legislation. Featured Speaker, Michael Lynch from DTE Energy, gave a presentation to retailers on how to prevent copper theft at their business. AFPD plans more of these free regional meetings. Members will receive notification via fax and through this publication.





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



# FMI conference brought national speakers to Kalamazoo

By Dan Reeves  
AFPD Executive Vice President  
Food & Beverage

The 43rd Annual WMU Food Marketing Conference in Kalamazoo was held on March 12-13, where nearly 400 people gathered to discuss trends in the food-marketing industry. The title for this year's conference was "New Insights into More Effectively Reaching Your Consumers." Pricing, online grocery sales and environmentally sustainable practices were on the agenda. Speakers for the conference included:

- **Todd Hale**, senior vice president of Nielsen Consumer Panel Services. Mr. Hale spoke about marketing to consumers' needs amid growing populations. He revealed opportunities for U.S. retailers and manufacturers to respond with a mix of innovative value, variety and convenience – to meet consumer demands for products and services that save money and time.

- **Kevin Coupe**, founder of MomingNewsBeat.com discussed



Tesco, a British retailing giant that has started opening stores in the United States. Mr. Coupe said that although the jury is still out on whether Tesco's format will succeed, understanding the Tesco approach to marketing requires a history lesson about the company and the context in which they have built their global empire.

- **Thomas K. Zaucha**, president and chief executive officer of the National Grocers Association, talked about the

future of independent retailers and the importance of the upcoming presidential election.

- **Linda Lieberman**, vice president of shopper insights and customer-integrated marketing for Campbell USA, gave a talk about knowing your customer and enhancing their shopping experience. Ms. Lieberman uses consumer insights to differentiate Campbell as a thought leader within the packaged foods industry.

## Spartan Stores becomes NSF food safety certified

NSF International announced that Spartan Stores Inc. of Grand Rapids, Michigan, has become the largest chain in the United States to receive NSF Shop Fresh certification, a program that integrates microbial sampling, regular on-site inspections and voluntary, unannounced audits in an effort to prevent and reduce food-related risks while improving food shelf life.

"The NSF microbial reports provide Spartan Stores with a means to view the invisible," said Chuck Behrend, food safety director for Spartan Stores. "These reports have created a heightened sense of awareness on behalf of the store associates and provide a sense of assurance to our valued customers that the food they purchase is the freshest, safest available."

All Spartan locations, including Glen's Markets, Family Fare Supermarkets and D&W Fresh Markets, are certified and will have a certified food manager working during every shift when food is being prepared or served.

**DELIVERING TOTAL CONVENIENCE**

Food Service! Candy! Beverages! Tobacco! Ice Cream! Bread! Milk! Snacks!

Join the  
**WINNER'S CIRCLE!**  
Visit  
**TEAM HACKNEY**  
April 28-29  
at the **AFPD SHOW**

**THE H.T. HACKNEY CO.**

**GRAND RAPIDS DISTRIBUTION CENTER**  
1180 58th Street SW  
Wyoming, Michigan 49509  
Phone: 1.800.874.5550  
Fax: 1.877.719.6997

**COLUMBUS DISTRIBUTION CENTER**  
875 Taylor Station Road  
Gahanna, Ohio 43230  
Phone: 1.800.837.9770  
Fax: 1.614.751.5255

**Building Your Future  
On Our History Of Success**



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.*

## Legislative News,

Continued from front page.

director of commerce whenever the retailer increases the price of gasoline at the pump by seven cents-per-gallon or more in one calendar week. The Senate determined to take no action on the bill. AFPD will keep you posted on the progress of this legislation.

### Michigan Senate approves tougher smuggled tobacco sales law

Legislation passed the Senate on Thursday, March 13 that would punish Michigan tobacco retailers who sell illegal cigarettes. The proposed bills would allow the state to suspend a retailer's sales tax license if the retailer was found to violate tobacco laws.

The bill would amend the General Sales Tax Act to do both of the following:

1. Require a person who engaged in any business in Michigan that was taxable under the General Sales Tax Act to indicate on their Michigan sales tax license application - or renewal

form - if that person was subject to the Tobacco Products Tax Act. A person is subject to the act if they engage in the business of selling tobacco products.

2. It would allow the State Treasurer, or his or her designee, to suspend a person's sales tax license, after notice and a hearing, if the person knowingly violated the Tobacco Products Tax Act.

If a sales tax license were suspended under the bill, the Department of Treasury would then identify on its website the name, address, and business name of the person whose license had been suspended. The bill has been sent to the Michigan House for a hearing and vote.

### Congress introduces Credit Card Fair Fee Act

*Thank you AFPD Members for Taking Action!*

In a major step forward for retail merchants, Michigan's U.S. Representative John Conyers, Chairman of the House Judiciary Committee, and Representative

Chris Cannon (R-UT) introduced H.R. 5546, the Credit Card Fair Fee Act. There was bipartisan support for this legislation, with four Democrats and eight Republicans joining in as co-sponsors. Interchange fees grew to \$36 billion in 2006 and amount to approximately \$2 of every \$100 spent using credit cards.

"AFPD, along with many state and national organizations, has worked diligently to gain support for this bill," said Jane Shallal, AFPD president. "We welcome this effort to stop the price-fixing practices of the credit-card industry and create a transparent market-based process."

"AFPD encouraged members of Congress to support this bill through blast faxes to our members, and direct contact with congressmen," Shallal added.

The \$36 billion in interchange fees paid by retailers and consumers in 2006 dwarfed most other credit-card fees put together, including late fees, over-the-limit fees, annual fees and inactivity fees.

The legislation would require a committee of merchants and representatives of card companies and banks to negotiate uniform fees for debit and credit card transactions. The negotiators would decide what costs the fees should cover, such as computer processing, communications and system maintenance, and provide financial institutions a reasonable rate of return. If the negotiators cannot reach an agreement, the decision moves to binding arbitration by a panel of experts.

The fees would remain in effect for three-year periods. They could be renegotiated at the end of each period if costs and market conditions change.

This proposal is modeled after a system used in the music industry to determine compensation for the performance of copyrighted songs.

In the coming weeks, AFPD will be asking its members to help in an all-out grassroots effort targeted to Michigan and Ohio federal legislators to vote for H.R. 5546. Instructions will come via fax blasts.



### UPGRADE YOUR POS & CAMERA SECURITY SYSTEM

✓ Price Guarantee  
✓ 1-3 year warranty  
✓ Do-it-yourself discounts  
✓ Free Survey & Consultation  
✓ Pro-Installers for 20 years!  
✓ Try before you buy showroom



#### 1-POS Station System

**\$1,999.00** or less!  
*\$99 month lease*

- EZ to use. Windows Software
- Smart Keyboard Buttons
- Touch-Screen Options
- Age Verifier (18 & 21)
- Print (Liquor) Shelf Labels
- Employee Time-Clock
- Photo Check-Cashing Center
- Credit, EBT, Gift, Loyalty Cards
- No-print receipt option
- Train by former store owners!

#### 4-Camera DVR System

**\$999.00** or less!  
*\$49 month lease*

- EZ to use! C-more of your Biz!
- Many Cameras to choose
- Internet view from anywhere!
- 1-Screen view, 1-36 cameras
- 1-Screen view, multi-locations!
- View from PDA-Cell phone
- Records CD, DVD, USB, DVR
- Connect to POS & Smart Search
- Email & Voice mail alerts
- Pro-Training & Local Support

**AFD-Member Coupon**

**\$200.00 Off!**

- Limit 1 -  
Purchases over \$2,000.00  
We-install only  
Expires: 5/30/08

### C-Biz Computer Solutions

Grocery Tobacco C-Store Web-Store Gas Stations Restaurants Wholesalers & More!

3250 Hilton Ferndale, MI [www.C-Bizs.com](http://www.C-Bizs.com) 877-271-3730



*Are your bank fees sinking your business?*

Call Bank of Michigan, we can help you save money by giving you a free checking analysis.



**MIKE SARAFI**  
President and CEO

30095 Northwestern Highway • Farmington Hills, MI 48334  
**248.865.1300**

\*\*\* Federal regulations limit the number of transfers and withdrawals to six (6) per month, including only three (3) Money Market Checks. Transfers and withdrawals made in person, by mail, by courier or via ATM are unlimited. APY effective 2/15/07. Fees will reduce earnings. \*APY refers to Annual Percentage Yield. \*\* If balance falls below \$25,000, Interest Tier will adjust, please call for details.

Member **FDIC**



# Attention Food and Beverage Industry:

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

Food & Petroleum  
Report  
**MEDIA INFO  
& DATA**  
*Working Hard for  
Michigan's Food &  
Beverage Industry*

- Wholesalers • Brokers • Manufacturers • Distributors
- Food Processors • Banks • Phone Companies
- Liquor, Beer & Wine Distributors and Principals

**Reach a group of 18,000\* of your best prospects each month by advertising in AFPD's Food & Petroleum Report!**

\*2.5 Pass Along Readership. 7,000 circulation includes every supermarket, drug store, convenience store and specialty food market... virtually the entire retail food industry in Michigan!

## Monthly Theme/ Promotion Schedule

January	Store Design, Equipment
February	Trade Dinner and Ball
March	Service Organizations
April	Beer & Snacks
May	AFPD Buying Trade Show
June	Deli & Dairy
July	"Independent's Day"
August	AFPD Foundation Golf Outing
September	Meet our Scholars
October	Holiday Beverage Show
November	"Made In Michigan"
December	Food & Beverage Industry Trends

**New Feature:**  
Call for information  
regarding the new  
**STANDBY  
RATE  
PROGRAM**

If you're reading this message, we can help you increase your company's market share in Michigan. Our rates are competitive and layout and design personnel are available to give you your own special flair to your ad.

Join the successful companies that advertise in *The Food and Petroleum Report*. Call for more information, rates, or to schedule an ad. Our readers look forward to learning more about your company, your product and your services.



**ADVERTISE WITH US: IT PAYS!**

## Associated Food & Petroleum Dealers, Inc.

30415 West 13 Mile Road  
Farmington Hills, Michigan 48334

E-mail **Anthony Kalogeridis** at  
[anthonykal@comcast.net](mailto:anthonykal@comcast.net)

or call 313-884-3550 • Fax 313-216-2727

**BETTER  
MADE  
Special**

Since 1930  
COMPLETE LINE OF SNACKS  
**Better Made Snack Foods**

10148 GRATIOT AVENUE DETROIT, MICHIGAN 48213  
MIKE ESSELTINE / GENERAL MANAGER / PH: 800-456-1880 / FAX: 989-684-6390 / [MIKE@BETTERMADENORTH.COM](mailto:MIKE@BETTERMADENORTH.COM)  
AVAILABLE ONLINE AT [BETTERMADENSNACKFOODS.COM](http://BETTERMADENSNACKFOODS.COM), BY PHONE AT 800-332-2394 AND THE BETTER MADE OUTLET STORE

**VISIT US  
AT BOOTH  
#327**



## Former AFPD Scholarship winner rubs elbows with the famous



Cydne K. Wines, formerly of Southfield, Michigan, is an AFPD Scholar graduate who has achieved her dream job - throwing parties for recording artists.

Cydne was awarded AFPD Scholarships for two years in a row (2001 and 2002), while attending Oakland University in Rochester. She graduated with a Bachelor's Degree in Communications and Film in 2004.

During her senior year, she interned with Universal Music & Video Distribution, in the mailroom of the Detroit location. "I told the marketing director, 'I'm not leaving until you hire me!' He laughed, thinking I was joking."

But she proved it was no joke and after graduation, she went to Cleveland to work as a field marketing representative. She then moved back to Detroit as an artist development representative, then on to New York and has settled in Phoenix, for now. "They created this position. When I saw it was open, it screamed opportunity to me. You can make it 100 times bigger here than a larger market," said Cydne.

Her mother, Kimberly Wines, says she is very proud of her daughter and enjoyed visiting her recently in her new home.

Cydne represents the Phoenix and Las Vegas markets. Her job as an artist development representative entails throwing in-store listener signing parties and concerts at

music stores, coffee shops, beauty shops and on campuses. Through her work, she has met Bon Jovi, Sting, Kanye West, JayZ, Mary Jo Blige, Queen Latifah and many more recording artists. One of her memorable signings was for Kanye West. In September, she held an in-store event at Virgin Mega Store in Union Square in New York City. They used a 60-foot inflatable bear. She said it was very successful with between 3,000 and 5,000 people attending. Once customers buy a CD, they gain access to get an autograph and talk to the performer. "I really like him (Kanye West), he's one of my favorites. I met his mom before she passed away," said Cydne. Her idol is Mary Jo Blige. "I've met so many people, but when I met her, it was the first time I've ever been star struck. I can't believe I got star struck." She said that Blige has inspired her.

When she's not throwing parties or concerts, Cydne also visits music stores and sets up "listening

posts" which are displays for customer awareness. She also works online, to increase record sales by getting customers to purchase CDs online or go to a physical music store. She now works for Interscope Geffen-A&M Records, which is owned by Universal Music Group.

Cydne graduated in 2000 from Oak Park High School in Oak Park where she was a Wade McCree Scholar, MEAP Scholar and Oak Park Business Alliance Scholar. Cydne also tutored elementary and high school students in math while in high school as well as being a member of SADD and participating in basketball and softball.

In college, she was a student mentor, an Oakland University Trustee's Scholar and again, a Wade McCree Scholar and a member of the Association of Black Students. Cydne is the daughter of Marvin Sims and Kimberly Wines. Her scholarship entry was submitted by her mother's employer, AAA of Michigan.

## Endorsed Program for AFPD Members

If you're like most merchants, you probably can't understand what your true credit card processing fees are . . .



Take the Guess work out with our new AFPD Merchant Services Programs.

- Discounted Processing Fees
- Discounted Equipment
- Fastest Transactions in the industry.
- New Programs for Grocery/Food/C-Stores
- Multi Lane or Single Lane applications
- Programs for Petroleum Vendors
- Accept all Fleet Cards including WEX and Voyager
- Free no hassle quotes

Regional Offices in Lansing and Gaylord



Call us at **866-470-3347**



# GET DELICIOUS



Proudly sold by:  
**Trans-Con Sales & Marketing** **1-888-440-0200**



# 49 retailers top \$1 million in Michigan Lottery sales



By M. Scott Bowen  
Michigan Lottery Commissioner

Once again, Michigan Lottery retailers have done an outstanding job selling Lottery products. In 2007, 48 retailers achieved \$1 million or more in Lottery sales, and one retailer, Oak Liquor and Wine, crossed the \$2 million mark.

## Million dollar traditional retailers were:

6 and Lodge Liquor, Detroit  
8 Mile Express, Detroit  
A & L Market, Detroit  
Baccall's Market, Detroit  
Beverage 1, Detroit

BP Gas, Lathrup Village  
Carmen's Liquor and Deli, Detroit  
Casino Liquor Shoppe, Detroit  
Cherry Belt Party Store, Inkster  
Consumer Party Shoppe, Detroit  
Country Farm Market, Pontiac  
Danny's Fine Wines, Oak Park  
Five Star Liquor, Dearborn  
Glass Bottle Shoppe, Detroit  
Gratiot Fairmont Market, Detroit  
Greenfield Party Shoppe, Southfield  
In N Out Store No. 31, Detroit  
Liberty Food Center, Detroit  
Light House Liquor, Oak Park  
Luxor Market, Detroit  
Mario's Market, Lansing  
Meijer No. 123, Southgate  
MGM Food Center, Detroit  
Mr. S's Deli, Detroit  
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  
Sam's Liquor Shoppe, Detroit  
Sax Discount, Taylor  
Scotia Stop Food Store, Oak Park  
Shoppers Market, Warren  
Shoppers Market Center Line, Center Line  
Skip's Market, Center Line  
Stop N Shop, Saginaw  
Sunny Mart, Muskegon  
Super M Market, Detroit  
Thrifty Scot, Detroit

Toma Foods, Dearborn  
Town & Country Liquor, Southfield  
Westland Food Store, Westland  
Whitt's Party Store, Battle Creek  
Wyoming & Six Food Market, Detroit

Congratulations to each of you, and to all of our retailers. We would not be in business without you; it is as simple as that.

## Hats off!

Kudos to Shopper's Market with locations in Warren and Center Line for their promotion with the Lottery's State of Michigan ticket. The ticket is awarding eight pre-paid college tuitions, through the state's Michigan Education Trust, and for every one of those tickets that Shopper's sells until May 11, it will contribute 15-cents to area public schools for one graduating senior. Plus, on May 14 Shopper's will conduct a drawing to give away a Lottery tote bag filled with goodies.

If you are interested in doing a special promotion with this or any other ticket, share your ideas with your sales rep.

## Instant games

New instant games on the horizon include Amazing Money at \$5; Super Match 3 at \$2; and Casino Fortune at \$20. These three games became available on March 17. On March 31, we introduced Vegas Boulevard at \$10; Red Hot Doubler at \$2;

and Detroit Tigers at \$5. The Tiger ticket is a relaunch of last spring's Detroit Tiger ticket. There will be one drawing for 26 Detroit Tiger prize packs on May 22 and the deadline for entry, which can be done through either Player City ([www.playercity.net](http://www.playercity.net)) or by mail to the address on the back of the tickets, is May 15. Further information is available at [www.playercity.net](http://www.playercity.net).

Retailers might notice that with Vegas Boulevard, we are back to the 200s in our three digit game numbering system. Having gone as far as we can with three digits we now return to where we started.

## Daily Double reminder:

Remember that although Daily 3&4 Daily Double games ended on March 9, 2008, you can validate winning Daily Double tickets within one year of the sale date.

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).

## 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.

## Marathon to only offer E-10 gas at 16 Midwest terminals

Marathon Oil Corp. of Findlay, Ohio, said that it will convert 100% of its gasoline to E-10 ethanol-blended fuel at 16 of its Midwest terminals beginning May 1. Unblended gasoline products will no longer be available at the following terminals: Indianapolis and Muncie, Ind.; Louisville, Ky.; Detroit, Romulus, Niles, Bay City, Flint, Lansing and Jackson, Mich.; Brecksville, Lima, Oregon, Lebanon and Cincinnati, Ohio; and Milwaukee.

Mary Ellen Peters, Marathon's senior vice president of marketing, said, "Ethanol blended fuels help us meet the changing needs of our customers. It also supports our nation's renewable

fuels goals, which were recently increased by the Energy Independence & Security Act of 2007 to nine billion gallons of renewable fuel in 2008 and 36 billion gallons by 2022."

In response to this legislation and increasing customer demand for ethanol blended gasoline, the company expanded ethanol blending to more than 625 million gallons in 2007. In addition, to ensure the security and flexibility of ethanol supply, the company also has an equity interest in ethanol facilities in Clymers, Ind., and Greenville, Ohio, totaling in excess of 220 million gallons of annual gross ethanol capacity. — CSP Daily News



## Baseball season is here . . . Stock up with Kar's In-Shell Sunflower Seeds

- Resealable pouches now available in stackable case displays.
- Try our NEW Barbeque flavor!

You're always hitting a  
**GRAND SLAM** when you  
choose Kar's:

- ✓ VALUE
- ✓ SERVICE
- ✓ VARIETY
- ✓ TASTE



*Ask your sales rep about our current promotions!*



Full line supplier of nuts, meat snacks and cookies.  
Made in MICHIGAN for Snack Lovers Everywhere.

**KAR'S NUTS**

1-800-KAR-NUTS • [www.karsnuts.com](http://www.karsnuts.com)

# Gorman's has a corner on the Lansing retail meat market

By Kathy Blake

Brothers James and Patrick Gorman, (Jim and Pat) are experienced store co-owners who know their market. Their "cutting" edge over the competition in Lansing is "the freshest meat in town," cut to order. Even their Nash-Finch sales rep says the brothers are experts in their field, because they know what their customers want and how much. They order from their suppliers accordingly. The brothers run the store like their father did: hands on. "You gotta be on the floor, you must talk to the customers, you have to work every corner of the store. This will give you more of a feel for what the customer wants," said Pat. "It also helps for ordering purposes," he added.

Jim and Pat's father, Daniel Gorman purchased the store in 1952, which then was a 1,000-square-foot facility with an attached apartment. Located on Grand River on the north side of Lansing, he renamed it Gorman's Food Market. At the time, there were two other grocers nearby; one was an independent and the other a Kroger. Today, Gorman's is the only remaining food market.

In 1966, Daniel expanded the

store, using the space from the apartment and a house behind the store bringing the square footage to 3,500. He made the

meat counter and butcher area much larger and Gorman's soon became known for its selection and quality of meats. Daniel ran a successful newspaper advertisement proclaiming "the freshest meat in town." The ad became nationally distributed when a customer sent it in to National Lampoon magazine because of the humorous photo of Daniel holding a bull by the horns.

Daniel's business was growing

and so was his family. He had three daughters and three sons. They lived on a farm, had horses and participated in the local 4-H program. The sons all worked in the store with Dad. In 1989 Daniel rebuilt Gorman's again, enlarging it to 12,000-square-feet, with 10,000-square-feet of retail space.

Jim says he has worked at the store since he was nine. "I'm 49 years old now and have 40 years experience in the grocery business," he chuckled. He has seen a lot of changes in the industry. He recalled how the grocery supplier sales rep would come to the store once a week and pick up a paper order form to take back to the warehouse. The store has had several suppliers through the years, including Redman Brothers, Allied Foods, Spartan, and Roundy's, which became Nash-Finch, their current supplier. Now, they order everything electronically from NashNet on a pocket PC.

Pat, the younger brother, has 25 years experience working in the store. A third brother, Charles, (Chuck) ran the meat department for 30 years until he passed away in 2000. Pat and Jim still bow their heads down when they speak of him and their father, who died in 2001. The two run the store as their father would, in honor of him. To celebrate the life of their brother Chuck, they donate food every

year for a cookout for Chuck Gorman Youth Day sponsored by the Clinton County chapter of Pheasants Forever.

Gorman's is now one of the few grocers in the state where one can purchase a whole hog or order custom cuts of a cow. "We only sell choice and prime meats. We only cut the top grades," Pat emphasized. Although they only sell the best, their prices are competitive. The special for the



Pat & Jim discuss store business

week of March 10 was Sirloin Steak at \$3.99 per pound.

Prime meats, cut to customer requests, is the main draw for Gorman's customer base which includes state workers commuting to the northern suburbs of DeWitt, Grand Ledge, and Wakoosta via "the Capitol Route" (also called I-96, Grand River, and Cedar Street).

"The meat counter is full service. You can talk to a butcher and get special cuts anytime we're open," said Pat. They're open 8 a.m. until 9 p.m., Monday through Saturday and 10 a.m. to 7 p.m. on Sundays. There are seven meat cutters on staff and they make bratwursts and sausages too. The store sells 500 pounds of bratwurst each week.

There are 22 employees at the store, which offers liquor, beer, wine and lottery tickets. They also have a hot and cold food deli. Gorman's used to have a pharmacy until CVS built a store nearby. Pat lamented, "Independent pharmacies are like independent grocers, they're few and far between."

Today, Jim and Pat face different business challenges than their father did. Many people in their

community struggle financially and crime continues to be a problem. Jim and Pat discussed a problem they have had with missing shopping carts. It turns out that their steel shopping carts were being stolen, stripped of the store's name and then sold for \$6 to \$8 cash at a metal recycler in downtown Lansing. Still, the brothers keep their sense of humor. They'll just have to keep a close watch on their carts.

The Gorman brothers attribute their success to their close customer contact, something that an independent retailer can accomplish much easier than a chain store. "Every city is different, every customer is different. What sells here in Lansing, does not necessarily sell in Grand Rapids, and vice-versa," Pat added.

They both have sons who work at the store and want to keep it going for the next generation. They have continued success by running the store like their father would: working on the floor, talking to customers, and giving them what they want.



Gorman's Food Market when it opened in the 1950's



# Visit the *Sherwood Foods Space Station!*

**New  
Location!**

GREAT VALUES  
and DEALS will be  
given to those who  
attend the show!

We can meet your  
needs in your Meat,  
Deli and Frozen  
Food Departments!

Including Booths  
featuring Dry  
Goods and  
Bakery Lines!

Proud members of AFPD,

**SF SHERWOOD**  
FOOD DISTRIBUTORS

would like to invite AFPD members  
and our customers to visit our

**74 booths** at AFPD's 24th Annual  
**Trade Show**

**Mon. and Tues., April 28 & 29, 2008**

**New Hours: 5-10 pm Mon.; 4-9 pm Tues.**

**New  
Location!**

**Rock financial**  
**SHOWPLACE**

46100 Grand River • Novi, MI 48375



**Our new distribution center  
is equipped to handle all  
your daily needs.**

Every booth will have  
samples you can taste,  
so **COME HUNGRY!!**

**ORDER NOW for the  
MEMORIAL DAY  
HOLIDAY!**



**SPECIAL VALUES—YOU CAN REALLY SAVE IF YOU ATTEND!**

Pre-register with your Sherwood Foods Sales  
Representative or call for information.  
The law demands that you be at least 21 years of age  
to attend this show.

**(313) 659-7300**

**FOR SECURE CHECK CUSTOMERS**

## **Exclusive Payment Card and Check Processing Programs**

Global Payments provides complete payment processing services to Secure Check customers at reduced rates. And, reduced rates mean increased profits for you.



- **Card services for all major credit, debit, purchasing, EBT and gift and loyalty cards**
- **Electronic check conversions, plus check guarantee, verification and recovery services**
- **Comprehensive, easy-to-use report features**
- **Terminal management and support**
- **Local service and representation**
- **24/7 live operator help desk**

Call for a free, no obligation cost analysis to see how Global Payments can save you money!  
Phone: 800-284-2638 FAX: 410-753-1339  
[sales.info@globalpay.com](mailto:sales.info@globalpay.com)





## Product Overview

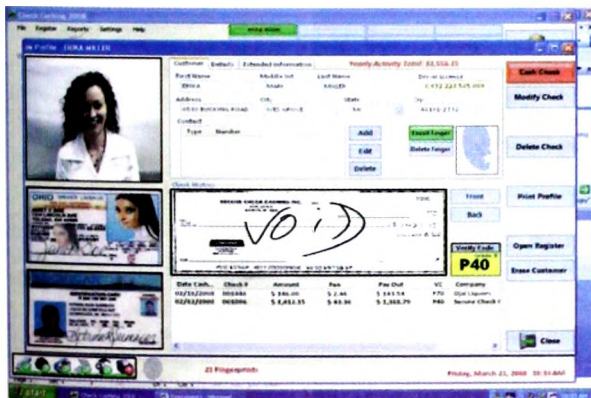


This software is protected by US copyright laws. Distribution and reproduction of this software is strictly prohibited.

Secure Check Cashing Systems is proud to introduce its new **2008 Edition Check Cashing Software**. The new and improved offering includes all of the functionality of the vintage desktop and web software versions plus numerous other valuable features and improvements. As with our other solutions, 2008 has been designed with the check casher in mind and is a valuable asset for any check cashing location.

### New Features and Functionality

- Improved Interface (usability)
- Bill Payment
- Improved and Expanded Reports
- Enhanced Controls and Flexibility
- Increased Security
- Automated CTR
- Electronic Deposit



### Load Prepaid Cards from Your Secure Check System!

With the 2008 Edition, merchants can now load value from checks or cash onto instant issue prepaid cards.

This feature provides merchants with the unique opportunity to quickly load cards and establish accounts while also creating another substantial revenue stream.

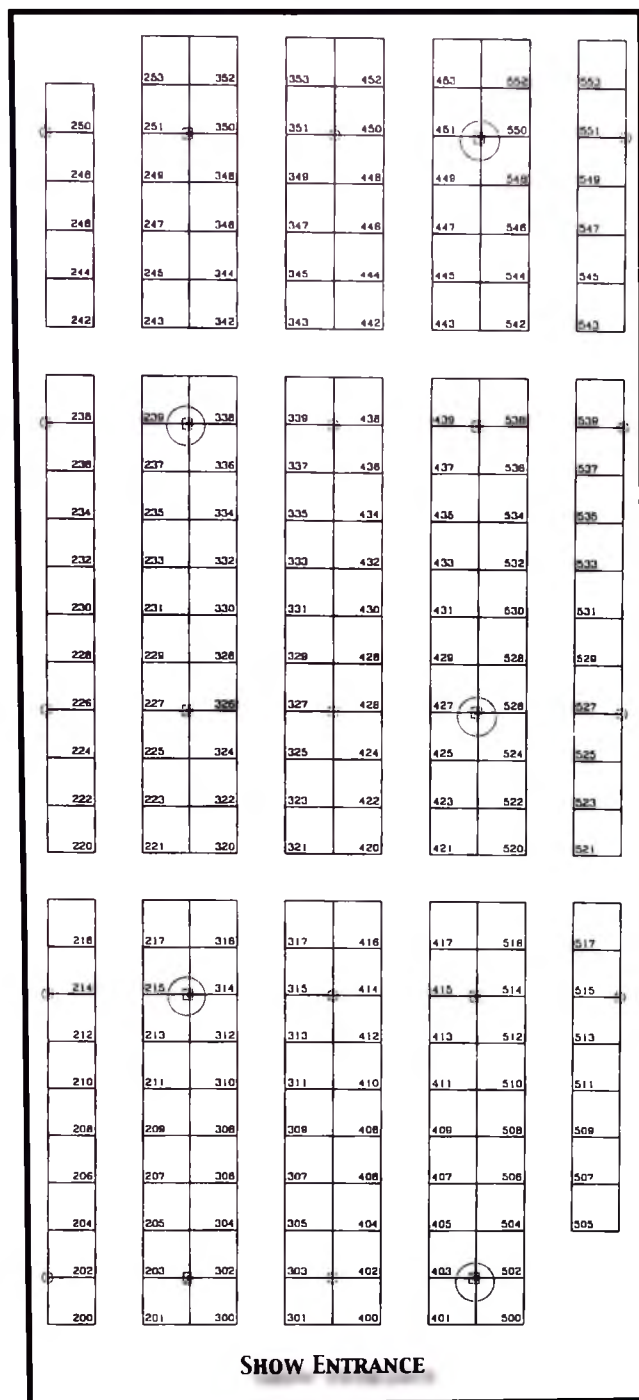
For more information, Call 1-800-405-6527, or visit [www.securecheckcashing.com](http://www.securecheckcashing.com)



Secure Check Cashing, Inc software is utilized at over 2200 current locations nationwide and is used to mitigate check cashing risk, document customers, and compile necessary reporting data to keep check cashing stores in compliance with state and federal legislation. Any point-of-sale entity involved in high-volume check cashing can potentially benefit from implementing Secure Check Cashing software.

# WELCOME TO THE 24TH ANNUAL MICHIGAN FOOD & PETROLEUM TRADE SHOW

MONDAY, APRIL 28 FROM 5 P.M. TO 10 P.M. AND TUESDAY, APRIL 29 FROM 4 P.M. TO 9 P.M.



## EXHIBITOR LIST AND BOOTH NUMBERS

7UP Bottling Group	329 & 331	Lyman & Sheets	450
AAA (Michigan)	351	Margartaville Spirits Co.	301
Absopure Water Company	550	Market Place Solutions	443
ADT Security	333	Michigan Department of Agriculture (10 booths)	242 - 251
Arctic Glacier Inc.	551	Michigan Lottery	324
Ashby's Sterling	323	Michigan Merchant Ser. Inc.	348
ATM of America, Inc.	334	Mike's Hard Lemonade	315
ATM of Michigan	231	Miller Brewing Company	221 & 223
Axiom Protection Group	235	MLCC	449
Better Made Snack Foods, Inc.	327	Mo Banners	236
Blue Cross Blue Shield of Michigan	344	Motown Snack Foods	342
Broaster Sales Inc.	444 & 446	Mott's	300
Centerra	301	Nat Sherman, Inc.	349
Coca-Cola Bottling Company	320 & 322	National Wine & Spirits Corp.	542 & 543
Country Fresh	335	Newco Sales (Legal Collections)	544
DTE Energy	332	North Pointe Insurance Co.	448
Edy's-Nestle Ice Cream	230 & 232	On the Go Energy Shot	321
Faygo Beverages/Everfresh	336 & 338	Oscar W. Larson	228
Fan-T Inc./Canton Health Drinks	346	Pepsi-Cola	220
First Data	451	Piquette Market	337 & 339
Forgotten Harvest	237	POS Systems Gp./ C-Biz Solutions	225
Frito-Lay Inc.	222 & 224	Prairie Farms Dairy Co.	325
G-Tech	326	Scada Systems	343
General Wine & Liquor Co.	300	Secure Checks Cashing Systems	316
Great Lakes Data Systems Inc.	233	Sherwood Food Distributors (74 booths)	400-439 & 500-539
H. T. Hackney	227 & 229	Skyworks	228
Intrastate Distributors Inc.	546	Spartan Stores (18 Booths)	200-217
IPP of America	239	Tampico Beverage	234
Jayd Tags	317	Tag-It	545
Jones Soda	548	Tomra	330
Kansmacker	445	Trans-Con, Sales & Marketing (10 booths)	304-313
Kar's Nuts	547	U.S. Ice, Inc.	442
Lipari Foods	345 & 347	Yono Beverage	447
Leach Food Equipment Dist.	328		
Leelanau Cellars	302		
Lighting Supply Co.	549		

## THANKS TO ARCTIC GLACIER!

Stop by booth #551 and say thanks to the folks at Arctic Glacier. They provided all the ice at the show, which is keeping the food displays cold and your beverages chilled!



## ATTENTION ATTENDEES!

Your ticket to the show is used for prize drawings and **MUST** be filled out completely!

To make registration quicker and more efficient, please fill out your ticket before arriving at the show. Attendees without a ticket must complete a registration form at the show.



# Find these great new products and special deals at the AFPD Michigan Food & Petroleum Trade Show

Join us **MONDAY, April 28** from 5:00 p.m. to 10:00 p.m. and **TUESDAY, April 29** from 4:00 p.m. to 9:00 p.m. at  
Rock Financial Showplace in Novi. Don't miss your chance to see, sample, learn and buy!



New this spring, look for Kar's Nuts nutty snacks and trail mixes in all new resealable bags!

Consumers can now enjoy the great taste of Kar's 'Always Fresh' nuts anytime, anywhere. Many of Kar's most popular nuts, seeds and mixes will now be available in 8-to 12-ounce stand-up pouches. Also new is their in-store display of stackable 12-count cases for the pouches that give retailers greater flexibility for merchandising. Stop by for a sample at booth #547



Ashby's Sterling Ice Cream will introduce its new flavors for 2008. Visit booth #323 for a sample. Ashby's Sterling Ice Cream is a rich, old-fashioned ice cream that has won numerous, national awards for its unique flavors and for its excellent quality. Their ice cream is designed for food service, with a "bring 'em back for more" taste. Come taste for yourself!

Nat Sherman, America's only manufacturer of the original all-natural luxury cigarette, will be presenting a



selection of some of its fastest moving products including Black & Gold® Classics®, Cigarettellos®, MCDs®, Naturals® as well as many others. For 75 years Nat Sherman has catered to those who choose to smoke less, but better. Explore the profit margin potential Nat Sherman products can bring you, as you respond to your customers' selective buying habits. Visit Nat Sherman at booth #349.



Broaster Sales, Inc. was recently purchased by Taylor Freezer and will be in booth #444 and 446. Stop by to taste their great chicken. Broaster offers all the advantages of a franchise without the franchise fees.



Being an association member gives your business the resources, advocacy and community support needed to build and grow your business. Now it gives you another advantage - health care plans from Blue Cross Blue Shield of Michigan and Blue Care Network. Stop by booth #344 to learn more.

The Michigan Liquor Control Commission (MLCC) will be available at the show to answer licensing and enforcement questions, sign interested parties up for electronic fund transfer (EFT) product payment and to provide educational materials including server training information as well as a variety of materials. Please stop by their booth #449 to talk to the friendly MLCC representatives!



IPP of America, Inc. operates the largest network of independent payment centers in the United States. With over 8,000 locations, IPP's electronic bill payment system enables cash paying consumers to pay all of their bills in person at retail locations. IPP offers online, POSA, kiosk solutions and custom integrations. To learn more, visit [ippays.com](http://ippays.com). Visit them at booth #227.

## LYMAN & SHEETS INSURANCE AGENCY

Lyman & Sheets is proud to be working with AFPD members on their risk management needs. They can help AFPD members with their workers compensation, property and liability, garage liability, auto and underground storage tank liability, and other insurance policies. Lyman & Sheets programs all meet stringent guidelines when it comes to rate competitiveness, depth of coverage, customer service and financial strength of the insurance company. Stop by booth #450 to learn more from Lyman & Sheets about obtaining a custom-tailored program for your business.



## SCADA SYSTEMS Scan Control & Data Comm.

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. Scada Systems Security is licensed, bonded and insured. The company provides all types of security and surveillance devices and services including time attendance, access control, networking and cabling, telephone key systems and more. Stop by booth 343 for a free quote.



US Ice will be in booth #442, stop by and talk with Saad Abbo about your ice needs for the up-coming spring and summer months.



POS Systems Group will be demonstrating their DVR Video-Security Monitoring System and The Store Controller's new EZ-Touch Screen POS System. Catch them at booth #225.

North Pointe Insurance Company is a property and casualty insurance company headquartered in Southfield, Michigan.



North Pointe takes pride in providing insurance products for unique, niche business operations. Their commitment has made them Michigan's #1 provider of Liquor Liability for the past 20 years. Visit booth #448 at the tradeshow for more information.



On Go Energy Shot is the new 2-ounce energy booster that stimulates the mind and fuels the body to maximize performance. packed with all the essentials needed to reenergize Representatives from On Go, with its lemon-lime flavor, claim that it is the best tasting, most effective energy shot on the market. Make sure to taste the new flavor Berry Blast. Give it a shot to see for yourself, by visiting booth #321



Join in the fun again this year at the Spartan Stores "Fresh" section. Spartan will be presenting meat, seafood, produce, floral, deli, and bakery products. Summer grilling specials, fresh merchandising ideas, and many exciting prizes await you in the Spartan Stores "Fresh" isle. Booths 200 through 217.

**New Products,**  
Continued on page 33.



**Send Money Globally.**

**Make Money Locally.**

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

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

1-800-MONEYGRAM® [www.moneygram.com](http://www.moneygram.com)

**MoneyGram®** 

MAC/CHERRY AFPD

© 2004-2006 MoneyGram. All rights reserved.

## Meet AFPD's new Chairman, Chris Zebari

Early this year, The Associated Food and Petroleum Dealers (AFPD) elected Chris Zebari, of Canton, Michigan as its Chairman of the Board of Directors. For those members who do not know Chris, here is a brief introduction:

A 30-year veteran of the food and beverage industry in Michigan, Chris has worked 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," said Zebari. He was also a membership salesman for AFPD beginning in 1987 (when it was called Associated Food Dealers of Michigan).

"We welcome Mr. Zebari as AFPD's new chairman and look forward to working with him these next two years," said AFPD President Jane Shallal.

Chris started out working in his family's Michigan grocery stores: Wagon Train Market in Detroit, Country Style Market in Livonia and New Hudson Food Market in New

Hudson. He became a wine salesman for J. Lewis Cooper, and then went to work for

Pepsi Bottling Group for 15 years as key account manager, where he was awarded the Pepsico President's Ring of Honor for outstanding achievement. Since 2004, Chris has worked for Lipari Foods as a sales representative.

A graduate of Farmington Hills Harrison High School, Chris is a former AFPD treasurer and secretary. He volunteers annually for the AFPD Foundation Golf outing and helped found the annual AFPD turkey drive, which is in its 27th year. He has also volunteered for the Detroit Chief of Police Children's Foundation and Detroit Public Schools Mentorship program. Chris coaches youth hockey and baseball.



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



### FINANCIAL

- Blue Cross/Blue Shield Health Care
- Lincoln Financial Business Planning
- Coupon Redemption Program
- Clear Rate Local & Long Distance Phone Service
- Michigan Merchant Services Credit Card Processing
- Northpointe Liquor Liability Insurance
- Money Order Program
- AAA Auto & Home Insurance
- Workers Comp. Insurance
- Property Casualty Insurance
- Bad Check Recovery/Debit Recovery Program

### LEGISLATION

- Full Time Lobbyist
- AFD PAC Committee
- Legislative Updates
- Liaison with Governmental Agencies

### EDUCATION

- Business Seminars
- T.I.P.S. Seminars
- Legal Consultation
- Accounting Advice
- Monthly Food & Petroleum Report
- Scholarship Awards

### ACTIVITIES

- Annual Trade Show
- Formal Trade Dinner
- Scholarship Golf Outing
- Thanksgiving Turkey Drive
- S.E. Michigan Holiday Beverage Show
- West Michigan Holiday Beverage Show

For more information on any of these excellent programs, call

**Associated Food and Petroleum Dealers**

30415 West 13 Mile Road • Farmington Hills, Michigan 48334

**(248) 671-9600**



## Researchers remove cancer-causing gene from tobacco

Working with Phillip Morris USA, scientists have genetically modified tobacco plants to knock out a gene that turns nicotine into one of the carcinogens in cured tobacco, according to a report in *Wired* magazine.

The Philip Morris-funded North Carolina State researchers say the work could lead to less cancer-causing chewing tobacco. In large-scale field trials, they compared the levels of N-

nitrosonornicotine, a chemical known as NNN, between genetically modified tobacco plants and a control group. They found a six-fold decrease in NNN and a 50% overall drop in a whole class of nasty substances known as tobacco-specific nitrosamines, according to the report.

The results of the new work appear in *Plant Biotechnology Journal*.

The researchers do not state how much the use of the tobacco could reduce the health risks from chewing tobacco. Given the other 15-odd carcinogenic substances present even in chew, they do note that the best way to avoid cancer from nicotine is not to use it.

Not oblivious to consumer opposition to many genetically

modified crops, the researchers then created a line of tobacco plants missing the same gene they'd previously knocked out through conventional breeding techniques. They are currently trying to introduce that mutation into commercial tobacco lines, presumably avoiding a genetically modified organism label. — *CSP Daily News*

## AFPD Ohio Workers Comp program provides savings

As a result of AFPD's continued support and participation in the Group Rated Worker's Compensation Program, AFPD Ohio members saved a whopping \$1,642,540 in 2008! This amounts to an average savings of \$6,931 per participant for the 2008 program. Over the 18 years that AFPD has been involved in the Ohio Group Rate Program, our membership's savings have amounted to more than \$30,000,000.

### Ohio BWC offers new online classes

The Ohio Bureau of Workers' Compensation (BWC) is offering several new online classes including "Preventing Cuts and Lacerations," and "Ladder/Stairway Safety."

For a complete schedule of online courses, upcoming safety classes offered throughout the state and registration details, visit [www.ohiobwc.com](http://www.ohiobwc.com).

## Postal rate increase

The U.S. Postal Service announced increases for first-class stamps and other mail categories, effective May 12. The price for a first-class stamp will increase from 41 to 42 cents, although the increase will not extend to the Forever stamp launched in April 2007. The rate for periodicals will increase by 2.7 percent on average. Consistent with the new postal reform law, the USPS has the authority to adjust prices for mailing services annually each May, although increases for each class of mail are capped by the rate of inflation.

**Arctic Glacier Proudly Supports You**  
Arctic Glacier Premium Ice  
IPIA Certified by NSF

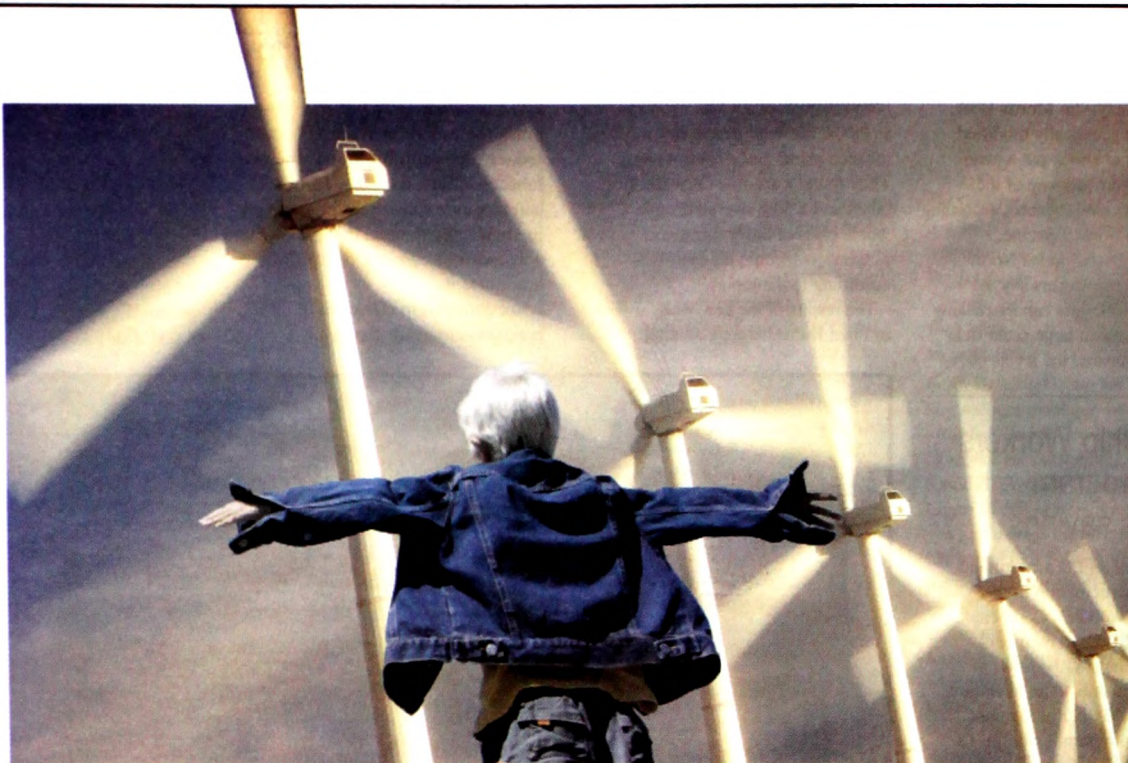
**Arctic Glacier**  
PREMIUM ICE

**GOT YOU COVERED!**

**Arctic Glacier Distribution Centers:**

- Port Huron
- Shelby Township
- Grayling
- Belding
- Saginaw
- Ypsilanti
- Burton
- Bad Axe
- River Rouge

**We're There For You!** [www.arcticglacier.com](http://www.arcticglacier.com)  
**Michigan Sales Office**  
**800.327.2920 ext.110**



## Take a spin with renewable energy... choose DTE Energy's **GreenCurrents**<sup>SM</sup>.

Ever wish you could do something good for the environment? Now you can.

Sign up for **GreenCurrents**<sup>SM</sup>, the new renewable energy program from DTE Energy.

By paying just a few extra dollars a month, you'll be helping promote the use of environmentally friendly energy, generated in Michigan, through wind and bioenergy resources.

Increasing the use of renewable energy will reduce our dependency on fossil fuels, decrease carbon dioxide emissions, cut down on pollutants in the air we breathe and leave a cleaner, healthier planet for future generations.

DTE Energy is committed to minimizing the impact we have on the environment. And we believe **GreenCurrents**<sup>SM</sup> is an important step on that journey. We hope you'll join us.

**Sign up for **GreenCurrents**<sup>SM</sup> today!**

Go to **[www.GreenCurrents.com](http://www.GreenCurrents.com)**

Or call **866-207-6955**.



**DTE Energy**

The Power of Your Community | **e = DTE**<sup>®</sup>



# "Value" is most important factor to grocery shoppers

Good value is the most important factor in determining where consumers spend their grocery dollars, according to a study by The Nielsen Company. Sixty percent of U.S. consumers rank "good value for money" as the most important consideration when choosing a grocery store; 85 percent of global consumers agree.

Nielsen's research shows that after "good value," 28 percent of U.S. consumers choose grocery stores based on the selection of high quality brands and products while 23 percent choose the grocery store that is closest. Fourteen percent of U.S. consumers choose the most convenient store with easy parking and nine percent choose a store based on its use of recyclable

bags and packaging.

The second most important attribute for U.S. shoppers is a supermarket that offers a better selection of high quality brands and products. Demanding shoppers expect the best of both worlds from retailers today. On one hand, they're natural bargain hunters and insist on good value for their

grocery dollar, and on the other hand, they expect retailers to stock a wide selection of high quality brands and products.

For consumers citing "good value" as their most important consideration, Nielsen finds that price, promotions and perceptions are most influential in helping consumers define value.

Eighty percent of U.S. shoppers consider it very important or somewhat important for supermarkets to feature frequent promotions and price discounts, while 72 percent believe a store's reputation for delivering low prices—even if, in reality, this is not the case—is very or somewhat important.

## Michigan WIC conversion coming this summer

The Michigan Department of Community Health (DCH) is expanding the Electronic Benefits Transfer (EBT) program for clients and vendors participating in the Women, Infants and Children (WIC) program. WIC vendors in Detroit will be converted to electronic WIC processing on June 30, the balance of Wayne County, August 4 and Oakland and Macomb Counties, September 2. Clients will be issued a Michigan WIC Bridge Card to use at grocery stores to redeem WIC benefits. Retailers will need to continue to accept WIC paper coupons along with the new WIC EBT card until they are no longer valid.

Retailers should have received a packet of information from ACS that includes two copies of the ACS WIC EBT Vendor Agreement and related materials.

All authorized WIC vendors must sign the ACS WIC EBT Vendor Agreement in order to begin processing WIC EBT transactions. Any retailer who fails to complete the required ACS paperwork within the timeframe indicated in the letter accompanying the ACS WIC EBT Vendor Agreement, will not be able to process WIC EBT transactions. If you have any questions or concerns, please call the ACS Vendor Information Helpline at 800-222-7757.



## Introducing Flavor Infused Krunchers!





## The flavor is baked in, not just sprayed on!

When you think of **MoTaste** Think of **MoTown!** Call Jim or Jim at: **(313) 931-3205**

# AFPD endorses new program for workers' compensation insurance

The Associated Food and Petroleum Dealers now offers an endorsed program with Lansing-based Retailers Mutual Insurance Company for workers' compensation coverage for Michigan members.

"We wanted a carrier that is aggressive in its pricing and excels in handling claims and support to policyholders, and one who is

sensitive to the challenges faced by our members," said Ed Weglarz, AFPD's executive vice president of petroleum. "Retailers Mutual meets these high standards. I am pleased that Retailers Mutual and AFPD envision a long-standing relationship, with the goal of offering stability and value to members," he added. Retailers Mutual is a Michigan-based company with

more than 27 years experience in the Michigan workers' compensation insurance market. It was formed in 2006 by conversion of the 25-year-old Retailers Fund, one of Michigan's leading group self-insured funds, with a strong reputation for excellence.

The mutual company earned a Financial Stability Rating of A, or Exceptional, from Demotech, Inc.,

a Columbus, Ohio-based financial analysis and actuarial services firm. An A rating is assigned to insurers who possess "an exceptional ability to maintain liquidity of invested assets, quality reinsurance, acceptable financial leverage and realistic pricing," according to Demotech. It also indicates past practices of sound underwriting, claims management and prudent investment.

"Retailers Mutual is delighted to be AFPD's endorsed provider of workers' compensation insurance," stated James P. Hallan, president and CEO of Retailers Mutual. "We are confident this alliance will lead to satisfied policyholders and a mutually beneficial relationship for the two organizations."

The Lyman & Sheets Agency in Lansing led the discussions between AFPD and Retailers Mutual. AFPD is pleased to recognize Peter Dewan of the Lyman & Sheets Agency as the managing general agent for the association's endorsed insurance programs. Peter assists members with their many insurance coverage needs.

## Retailers Mutual offers:

- Competitive rates and credits
- An exceptionally high level of personal customer attention.
- No additional charge for mandated protection against injuries caused by acts of terrorism, unlike policies at other companies.
- The lowest "expense constant" in the industry
- Premium discounts that begin with the first dollar of premium
- One of the lowest minimum premiums in the industry, with a minimum that is uniform across all job classifications.
- Flexible payment options at no additional charge: spread payments over time, depending on the premium amount, and pay by credit card or deduction from your checking account without adding service charges.
- "The Million-Dollar Difference" in coverage protection: Retailers Mutual employer liability limits are \$1 million/\$1 million/\$1 million on all policies, not the \$100,000/\$500,000/\$100,000 limits that are standard with other companies. Retailers Mutual does not charge additional premium for the \$1 million in protection.

*This endorsed program can be accessed through the managing general agent, the Lyman & Sheets Insurance Agency. Should you have specific questions, please contact Tony Deluca, AFPD Membership Director, at (517) 853-6579 or Peter Dewan with the Lyman & Sheets Insurance Agency at (517) 482-2211.*

## 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.



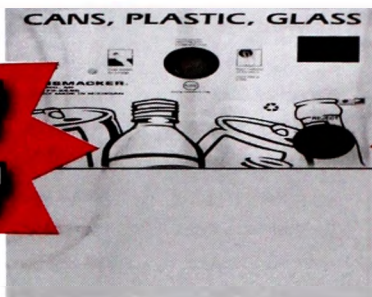
PRODUCT OF FRANCE. CAFÉ BOHÊME © 2007 KOBRAND CORP. PLEASE DRINK RESPONSIBLY. IMPORTED BY KOBRAND CORP. NEW YORK, NY. ALC. 18% BY VOL.



# KAN SMACKER

## "The Lifetime Machine"

**Super Series**



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

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

**Mini  
3-in-1**



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/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

**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!**



Maitre'D  
Software that makes you better



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

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

# POWER OFF? YOU'RE ON.

**Rentals And  
Field Service  
Available 24/7  
(800) 969-3966**

**We Have The Generators You Need**

- Rentals from 15kW to 2000kW and higher with paralleling
- 2500KVA Transformers, Light Towers, Cables, & Distribution Panels
- Industrial Sales-Natural Gas, Diesel and Propane
- Home & Commercial Standby Systems

Rentals/Industrial Sales/Portable/Home Standby/Parts/Service

<b>S.E. MI &amp; Saginaw</b> (800) 969-3966  <b>Columbus, OH</b> (614) 771-1000	<b>Traverse City, MI</b> (231) 947-5824  <b>Cincinnati, OH</b> (513) 563-6670	<b>Western Michigan</b> (616) 281-2211  <b>Cleveland, OH</b> (440) 439-6800	<b>Gaylord, MI</b> (989) 732-5055  <b>Youngstown, OH</b> (330) 534-1935	<b>Pittsburgh, PA</b> (412) 820-8300  <b>Toledo, OH</b> (419) 893-8711
---	---	---	---	--

www.cumminsbridgeway.com

## AFPD welcomes these new members who have joined in the last 6 months:

A Touch of Class Car Wash	Heartland Marketplace	Parkwood Drive Thru
Allen Park Party Store	Henry's Marathon	Paul's 9 & 10 Market
Avery Road Shell	Hill's Food Mart	Picolas Party Shop
Berea Beverage	Holly Foods	Quick 1 Stop
Blaney Park Quick Stop	Huron Pointe Buscemi's	Roadside Hotspot
Borchardt Brothers Market	JAY Market	Scada Systems
Bun's Party Barn	Jindo Specialty Foods	Shady Lane Marathon
C & E Express	Judeh & Associates	Shiraland Son's Marketing
Car Wash Technologies	Kinsman BP	Starlite Party Store
Cherry Hill Save-A-Lot	Kwik Stop Sunoco	Sunoco Mart
Clardon Mini Mart	Lighting Supply Company	Sunrise Marathon
Convenient Foodmart	Liquor Group	Super Liquor IV
Convenient Foodmart 3-098	Lorain Sunoco	Superior Marathon
Convenient Supermarket	Mapleview Liquor & Wine	Superior Petroleum Equipment
Deli Mart	Marathon	The Clare Party Store
Derby Pizza	Master Mart, Inc.	The Liquor Store
Dutch Cupboard	Moons Food Store	Todd's Sport Shop
F & D Gas	Mosier's IGA #1	Waterford Save-A-Lot
Farm Fresh Market	National Trail Country Store	Westland Save-A-Lot
Hamlin Grocery	Ninos Market	Wiegand Mack Sales & Service
Heartland Marketplace	Pairs Food Store	Woods Convenience Store

## 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

**OR**

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



— INTRODUCING —

# THE BACARDI® CLASSIC MOJITO

ALWAYS READY TO SERVE



## INSTANT MOJITO. INSTANT PROFITABILITY.

For over a century, BACARDI® Rum has been the key ingredient to the finest tasting Mojito Cocktails. From the world's great rum maker, experience the ultimate Mojito Cocktail, prepared with BACARDI® Superior Rum, cool mint, and lime. Your customers can instantly enjoy the ultimate classic Mojito while you enjoy the profits.

*Bacardi*  
— READY TO SERVE —  
CLASSIC COCKTAILS

FOR OVER A CENTURY, BACARDI RUM HAS BEEN THE KEY INGREDIENT TO THE FINEST TASTING MOJITO COCKTAILS. FROM THE WORLD'S GREAT RUM MAKER, EXPERIENCE THE ULTIMATE MOJITO COCKTAIL PREPARED WITH BACARDI SUPERIOR RUM, COOL MINT, AND LIME.

BACARDI SUPERIOR RUM.  
NATURAL FLAVORS, CERTIFIED COLORS  
1.75L 15% ALC. BY VOL. (30 PROOF)

BACARDI AND THE BAT DEVICE ARE REGISTERED TRADEMARKS OF BACARDI & COMPANY LIMITED, BACARDI U.S.A., INC., MIAMI, FL. DISTILLED SPIRITS SPECIALTY - 100% ALC. BY VOL.



# AFPD welcomes four new board members

AFPD is pleased to present the latest additions to its Board of Directors. Each new member is serving a three-year term. Please help us welcome them!



**Phil Kassa**

The co-owner of five Metro Detroit stores, Mr. Kassa has spent his entire career in the retail food business. He began by working in his father's Detroit store when he was very young. In 1988 he and his three

brothers and two cousins purchased their first store, Saturn Market, in Dearborn Heights.

Since that time he and his family have added five more stores, another Saturn Market in Detroit, Sak N Sav of Westland, two Heartland Marketplace stores in Farmington Hills and Westland and a Dollar Store in Southfield.

A resident of West Bloomfield, Mr. Kassa is married and has three teenage children, who work in his stores during summer break.



**Jim Gohsman**

Currently the new business development manager for Spartan Stores, Inc. in Grand Rapids, Mr. Gohsman has spent the past 27 years in the food and beverage industry. He was a division manager of Super Foods and Nash

Finch and a former Retail/Merchandising Director for the Frankenmuth IGA Group. As a division manager, he became familiar with many Metro Detroit retailers and understands their challenges, concerns and issues.

As Spartan's new business development manager, Mr. Gohsman's territory covers Ohio, Indiana and Michigan. He is married, has three grown children and is a resident of Frankenmuth looking to relocate to Grand Rapids.



**Jerome Crete**

Mr. Crete is the vice president of the 73-year-old Ideal Party Store in Saginaw, Michigan and has been in the food and beverage business for 28 years. He holds a Bachelors degree in Finance from Michigan State University and a Masters of Business Administration from Central Michigan University. The Crete family has been in the retail business since 1934, when

Jerry's grandfather opened a convenience store in Bay City, Michigan. Jerry learned the business by working there as a youth. With his family's help, he opened Ideal Party Store in 1995. He also serves as a board member of the Bay Area YMCA, treasurer of the 100 Club of Bay County, board member of the St. John's Parish and is a member of Rotary International.



**Najib Atisha**

Mr. Atisha has been a retailer for 33 years, co-owning Indian Village Market and Lance's Hometown Market, both in Detroit. He began by working as a youth at White Cloud Liquor Store in Detroit and then sold flowers outside at John R Food Market. In addition to working at his stores, Mr. Atisha keeps very busy by volunteering for various organizations. He is a member of Barton McFarland Neighborhood Association and the Indian Village Association. He served on the board of the Wayne County Development Authority, the Detroit Economic Growth Corporation and is one of the founders of the Chaldean American Chamber of Commerce. This past November, he also served as co-chair of AFPD's Annual Turkey Drive.

We can help put your

## Money

Back in your hands...

Where it belongs!

**Standard Check Recovery:**

- 100% Face Value Reimbursement on all Checks Recovered
- Unlimited Check Verification: \$29.95 per month
- Centralized Returns (Re-Routing of NSF Bank Charges)
- Electronic Re-Presentation of All NSF Checks
- Internet Access to Your Account to Monitor Check Collection Activity
- Credit Reporting

**Check Guarantee**

We can customize a check guarantee program for AFPD members with costs typically 75% below the cost of a store's current guarantee company

**Centralized Returns**

- \$5.00 bank fee per check
- Fastest Updating of Check Verification System
- Internet Access to Scanned Images of Checks
- Allows For Strategic Redeposit of Checks

**Law Office Collections**

- Have the Impact of a Local Attorney—Without Unnecessary Harassment
- Check Writers Will Respond to Our Law Office that Won't Respond to a Local Collection Agency

**Legal Action**

- Court Litigation Follow Through
- Internet Access to Your Collection Account

As a valued client, you will have state-of-the-art internet access to your collection account. At any time, you can view collection activity, review reports and statements, report payments, etc.

**LEGAL COLLECTIONS**

LAW OFFICES OF  
DONALD R. CONRAD  
Debit/Check Collection Attorneys  
Phone  
**1-866-601-9610**

ENDORSED BY

AFPD

ASSOCIATED  
FOOD & PETROLEUM DEALERS, INC.

LEGALCOLLECTIONS.COM

## Drive-off stickers available through AFPD

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



**GET IN THE SWING OF THINGS!**

# **AFPD Foundation Golf Outing 2008**

**Wed., July 16, 2008**

**FOX HILLS**

8768 N. Territorial  
Plymouth, Michigan

## **ALL GOLFERS RECEIVE:**

Continental breakfast, BBQ lunch, dinner reception, snacks and beverages on the course, green fees with cart, free use of driving range and door prize eligibility.

You are also automatically qualified for all contest holes, including longest drive, hole-in-one for \$10,000 and more!

Approximately 50% of your donation may be deductible as a charitable contribution to the AFPD Foundation.

**SHOTGUN  
START:  
9:30 A.M.**

**AFPD**  
FOUNDATION, INC.

**To Benefit  
AFPD Foundation  
Scholarships!**

Proceeds raised will help  
fund at least 20 academic  
scholarships!

## **HOLE SPONSOR PACKAGES ARE AVAILABLE**

Please contact Michele MacWilliams  
at 248-671-9600 for details  
and reservations.

**We need your help to make it fly! Sign up TODAY!**



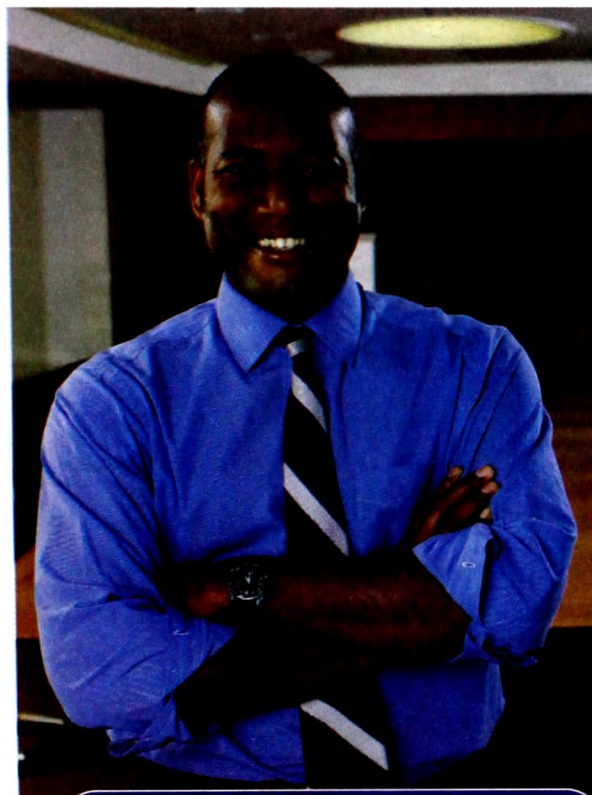
## Announcing the Frank Gates University 2008 Ohio State Fund Workers' Compensation Seminars

Frank Gates Service Company will offer half-day educational sessions designed to keep members informed of recent Ohio Bureau of Workers' Compensation (BWC) changes and Frank Gates industry news. Session highlights include discussion of BWC's credibility table changes and

MIRA II, Frank Gates' new brand transition, workplace safety, premium rate basics and claims management strategies.

Tuition is \$40, which includes continental breakfast, all sessions and a take-home manual. Enrollment deadline is April 24. Sessions are

offered in Columbus on April 28, Cincinnati on April 30, Dayton on May 1, Toledo on May 6, Cleveland on May 7 and Canton on May 8. For more information, visit [www.frankgates.com](http://www.frankgates.com) and click on "Events Calendar" under "News & Resources" or call 1-888-547-4283.



# Plans to cover your needs.

# A promise to cover everyone.

With our broad range of plan designs and options — including PPO, HMO, HSA, Traditional, Dental and Vision — you can customize your health care coverage to meet the needs of your company. And Blue Cross gives your employees unmatched access to the doctors and hospitals they need.

We accept everyone, regardless of medical condition and will never drop your employees for health reasons. Because we've served Michigan with the same nonprofit mission since 1939.

Because Michigan is our home.

For more information on Blue Cross plans available to Associated Food & Petroleum Dealers members, call 248-671-9600.



**Blue Cross  
Blue Shield  
Blue Care Network  
of Michigan**

Nonprofit corporations and independent licensees of the Blue Cross and Blue Shield Association.

**Michigan's most trusted name in health care.**

**[bcbsm.com/because](http://bcbsm.com/because)  
[MiBCN.com](http://MiBCN.com)**

## Classified

**FOR SALE: BUSINESS OPPORTUNITY**—Well established mini-supermarket and three rental spaces in strip-center. Located in Warren. Total space 15,000 sq. ft. Owner retiring. Call Bob at (586) 755-1616.

**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**—Self serve rotisserie chicken warmer, marinating machines, pannini maker, 5hp Hobart meat grinder, ice table, 4' cigar humidior, soup station, compressor, gas heater, blower, carts, commercial cooking pots, pans, deli trays, shelving & more! All in excellent condition, must sell. West Bloomfield, MI. Call (248) 626-2662 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) 212-3138.

**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, Range 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. \$\$\$\$. Phone 313-491-1500. 100% tax write-off also available.



## New Products,

Continued from page 21.



Prairie Farms Dairy has more than 740 dairy farm owners in the Midwest that are a part of a cooperative organization that sells 24 million gallons of milk a year to customers including schools, hospitals, grocery stores and restaurants. If you haven't started an ice cream or dairy program through Prairie Farms yet, stop by booth # 325 to see and sample what they have to offer.



Anyone contemplating a service station construction or remodeling project should be sure to visit the Oscar W. Larson Company in Booth #226. With over 60 years of experience Oscar W. Larson provides an accomplished team of professionals, including qualified project managers and field superintendents who are versed in coordinating the efforts of skilled craftsmen, technicians and contractors. They also provide in-house electrical, mechanical and carpentry divisions, creating a one-stop shop for all general contracting needs.



Axiom Protection Group is a boutique-style, family-owned security guard company. The owner of the company is easily accessible because she works at the business every day. Axiom is committed to excellence by providing premium security officers to clients to bridge the gap in their security needs. The company's discriminating recruitment and exhaustive training programs assure clients that Axiom security guards will fit each client's specific needs. Clients include construction sites, parking lots, scrap yards, produce packing plants, grocery stores, and hotels in the Metropolitan Detroit areas. Stop by our Booth #235 to meet the Axiom Protection Group!

## ATM OF AMERICA

ATM of America, Inc. is a full-service ATM company, established in 1997, with the mission to provide complete cost-effective ATM solutions to businesses, large and small, across the country. ATM of America has identified the key factors to net a great return on your investment. They also provide personalized customer service and a huge selection of ATMs from top manufacturers such as Triton, Tidel and Trana, with certified and experienced technicians to provide support. Ask for more information at booth #334.



Check out MoBanners.com at booth #236 and you may discover a new P.O.P. Display Source! They provide full digital printing and graphics to all businesses and can be your supplier for banners, window signs, business cards, postcards, truck lettering, magnetic signs, sandwich board A frames, X banner stands, wind flags, and much more.



Tampico is proud to be the #1 selling refrigerated juice brand in the United States. Their lines of fruit juice flavored beverages are some of the top selling juice drink brands around the world. Tampico is committed to providing the best tasting, highest quality products at the best value for it's consumers. They are also dedicated to innovation through packaging and new flavors. Sample some for yourself at booth #234.



Don't miss General Wine & Liquor at booths 300-303. There will be samples of the latest wine and spirits. Get ready for Margaritaville! General Wine will feature Margaritaville ready-to-drink super premium margaritas. The product is available in Classic Lime, Mango and Passion Fruit flavors while Lemonade and Cranberry-flavored margaritas are coming this spring! Sample for yourself and get the full scoop from General Wine!



Better Made Snack Foods will be sampling their new products; On Yums, Triple Mix Popcorn and Sylvia's Kettle Chips along with some "oldies but goodies," Salt & Pepper and Salt N Vinegar chips. (Better Made Salt N Vinegar chips were named last year the #1 Salt and Vinegar chip in the country according to the Food Network's Rachael Ray.) They will also sample Stella D'Oro cookie line, Old Wisconsin and Cheyenne meat snack line and the Better Made nut line. Stop by Booth #327.



## Can I cash this check?

Secure Check Cashing is a provider of biometric check cashing and financial services software for retail sales environments including financial service centers, convenience and party stores, gas stations, supermarkets, pawn shops, and as number of other types of stores engaging in check cashing. Its software is essential for quickly and accurately identifying customers, verifying the authenticity of checks and keeping track of all pictures, notes, and data associated with each transaction.

Recently, the software is being called upon by many for legal and financial reasons. Mandated by the Federal government and also required by some state's currency transaction, the software is becoming mainstream in the world of check cashing. Gus Brikho, the founder and CEO of Secure Check Cashing says that, "Ultimately the check cashers themselves are responsible for reporting this required information and our system does a good job of gathering it."

During the ten years that Secure Check Cashing has been in existence, the local company has grown to a national company offering biometric check cashing software to over 2500 active customers in 43 states. Even with the national growth, Secure Check Cashing remains very strong here in Michigan. It has over

400 Michigan locations. "The growth is attributed to the strength of our product, our quality support, and the continued strength of the check cashing market," commented Brikho.

The growth has also been helped by new innovations and feature enhancement. Secure Check's latest improvement is the development and launch of its 2008 Edition Check Cashing Software, which includes all of the features and functionality of past software offerings, but also includes improved interface and controls, bill payment, electronic check deposits and, most importantly, seamless loads of prepaid cards.

The addition of these new products to the Secure Check Cashing software is creating a lot of excitement. The company is growing fast, adding the necessary support employees and looking to the future with optimism. If you have questions or would like to find out more about Secure Check Cashing, please call at 800-405-6527, check them out online at [www.securecheckcashing.com](http://www.securecheckcashing.com) or visit them in booth #316.



# 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

## 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 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  
IPP of America (973) 830-1918  
Level One Bank (248) 737-1115  
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) 459-2764  
Brown-Forman Beverage Co. (734) 433-9989  
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  
Fan-T Corp. 1-877-278-2807

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  
Petitpre, Inc. (586) 468-1402  
Premium Brands of MI (Red Bull) 1-877-727-0077  
Skyy 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  
CROSSMARK Sales Agency (734) 207-7900  
Property One Real Living (614) 545-1421  
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

## CATERING/HALLS:

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

## DAIRY PRODUCTS:

Buth-Joppa'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:

Aunt 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 Benefits & Insurance  
Services (614) 793-7770  
Charles Halabu Agency, Inc. (248) 968-1100  
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  
Nikhias 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:

Ram's Horn (248) 350-3430

## SECURITY/SURVEILLANCE:

ADT Security Services, Inc. (248) 583-2400  
Axiom Protection Group Inc. (734) 942-1600  
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  
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) 356-4100  
GTech Corporation (517) 272-3302  
Integrity Mortgage Solutions (586) 758-7900  
Jado Productions (248) 227-1248

Kansmacker (248) 249-8886  
Karoub Associates (517) 482-5000  
Lincoln Financial Advisors (248) 948-5124  
Marcoin/EK Williams & Co. (614) 837-7626  
Marketplace Solutions (248) 255-2407

Mekani, Orow, Mekani, Shallah, Hakim & Hendo P.C. (248) 223-9830  
Metro Media Associates (248) 625-0070  
Network Payment Systems 1-877-473-9477  
Newco Sales & Management, LLC (legal collections) (248) 982-2025

Platinum Wireless (619) 654-4046  
POS Systems Group Inc. 1-877-271-3730  
Rainbow Tuxedo (248) 477-6810  
RFS Financial Systems (412) 999-1599  
Secure Checks (586) 758-7221

Security Express (248) 304-1900  
Shimoun, Yaldo & Associates, P.C. (248) 651-7000  
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) 568-4252  
Envipco (248) 471-4770  
Hobart Corporation (734) 697-3070

JAYD Tags (248) 730-2403  
Leach Food Equipment Dist. (616) 538-1476  
Lighting Supply Company 1-800-544-2852  
MSI/Bocar (248) 399-2050

Mo Banners (248) 688-5000  
Petro-Com Corporation (216) 252-6800  
Superior Petroleum Equipment (614) 539-1200  
Taylor Freezer (734) 525-2535

TOMRA Michigan 1-800-610-4866  
Wayne Service Group (614) 330-3733  
Wiegand Mack Sales & Service (313) 806-3257

## WHOLESALES/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  
Nikhias 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) 374-7609  
Tom Maceri & Son, Inc. (313) 568-0557  
United Wholesale Dist. (248) 356-7300

Value Wholesale (248) 967-2900  
Weeks Food Corp. (586) 727-35305



Take our Family of Products Home. The Dairy Best!

**Country  
Fresh**<sup>TM</sup>  
PURE MICHIGAN<sup>SM</sup>

**Stroh's**<sup>®</sup>



For more information about Country Fresh products:  
**LIVONIA • 1-800-968-7980**

# Looking for Brands Customers Recognize & Trust?



## Lettuce Help.



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