

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

VOL. 19, No. 10

OCTOBER 2008

Just In

Talking Turkey

As temperatures begin to drop, we start to think about the holidays ahead and...turkeys! It is time once again for the AFPD Annual Turkey Drive. For the past 27 years, AFPD and its members have provided Thanksgiving turkeys to needy families across the Metro Detroit area. This year the AFPD Turkey Drive committee has pledged to give 2,000 turkeys to needy families. However, we need your help. Please turn to page 14 for details.



Inside

President's Message	3
Lanter family chooses Bellaire	8
Bringing local produce to urban areas	10
Speedy ATM offers convenience ..	12
A rootin' tootin' good time at the AFPD Picnic	16

AFPD/Liberty USA Golf Outing supports Ohio scholars

A beautiful summer day greeted golfers on July 24 for the 4th Annual AFPD/Liberty USA Ohio Golf Outing. Golfers enjoyed 18 holes on the beautiful Weymouth Country Club in Medina, Ohio, and a delicious dinner afterward. Proceeds from sponsorships went to benefit the Anthony E. Procaccini, Jr. Memorial Scholarship Fund to provide academic scholarships for children of AFPD Ohio members.

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

Scholarship recipients are: Mitchell L. Hobbs from Whitehall Shell, Chelsie M. Hicks from Automotive Performance, Lauren Block from Mac's Citgo and Thomas A. Shriner from Broad and James Shell. Congratulations to all!



(l to r) Jim Nicklas of Dairymens with AFPD board members Dave Freitag and Maurice Helou. More photos on page 7.

Thank You Ohio Golf Sponsors!

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Start the season early at AFPD's Holiday Beverage Show!

Knowing which products will fly off the shelves and which ones will collect dust can make or break a retail store's most important sales season - the holidays. Being able to order special holiday packaged items before selections are diminished is also a key to a successful season.

Each September, AFPD presents its two Holiday Beverage Shows so that retailers can see and sample new products and take advantage of show specials.

Our first holiday show took place in Grand Rapids on September 10. Now, it is time for AFPD's most popular and largest holiday show in Southeast Michigan at Rock Financial Showplace in Novi on September 23 and 24.

So what exactly is a Holiday Beverage Show?

"It's a trade show that is designed to give retailers an opportunity to see and taste new products and learn about the latest beverage trends in liquor, beer, wine, soda and water," states Cathy Willson, AFPD Special Events Director. "Most importantly, it gives our retailers an opportunity to place orders for products that are packaged especially for the holidays and take advantage of show specials," she adds.

More information on show products and specials begin on page 20.

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President's MESSAGE

The Dealer Experience—AFPD welcomes retailers to its trade shows



By Jane Shallal
AFPD President

The AFPD Holiday Trade Shows are the most comprehensive beverage events in Michigan. The newest and most innovative brands

are exhibited at AFPD Holiday shows. These shows have been developed in order to give retail owners, buyers and managers the opportunity to meet existing suppliers, conduct business, network with others in retail and investigate new products. We hope that you will take some time out to attend our show and taste and critique the latest offerings. At publication time, our West Michigan Show at DeVos Place in Grand Rapids will have already taken place and we will be on our way to hosting our S.E. Michigan Show at Rock Financial Showplace in Novi, Michigan.

It takes a good team to deliver a successful trade show. The formula for success for our trade show events involves gathering the best companies possible and a great show venue. And AFPD has assembled

an outstanding group of companies for its S.E. Michigan and West Michigan Trade Shows. For every beverage sector, we have the best and the brightest. Together with our exhibitors and staff "team," we make the AFPD Trade shows the best trade show experience possible.

We are anticipating over 2000 license attendees at this year's show. We hope you are one of them. If you were among the thousands who attended last year's shows, you already know that this event is a statewide showcase representing beer, wine and spirits. If this year will be the first year you will attend our show, then we can assure that you will find many benefits to attending.

I invite you all to stop by the AFPD booth for a cup of coffee and some conversation. I hope to see you at the show.

The Grocery Zone

By David Coverly



DeVos Place in Grand Rapids (above) was the scene of the 2008 West Michigan AFPD Holiday Show; Rock Financial Showplace (below) will host the S.E. Michigan show.



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AFPD accepts nominations for Board of Directors election

It is time to choose the AFPD's Board of Directors for 2009. The election results will be tallied on Tuesday, December 9, 2008.

Any voting member of the association may be nominated to serve on the Board of Directors.

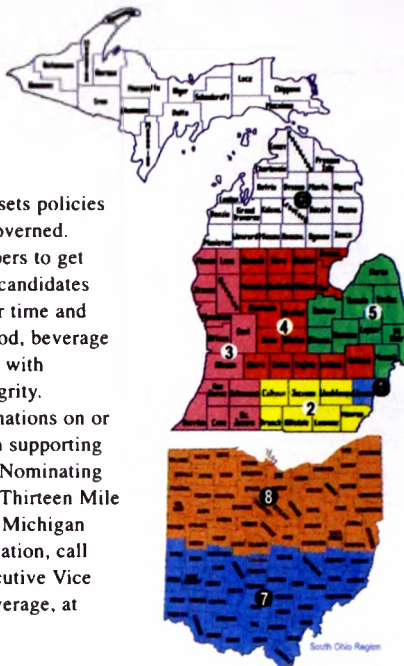
In order to be eligible, you must be a member in good standing for no less than the prior 12 months and you must be nominated in writing on or before November 1, 2008. All nominations require support of 25 other members in good standing or a majority vote by the nominating committee.

This year we have vacancies for the following positions: 4 Food & Beverage Retail Directors in Michigan, 2 Supplier Directors in Michigan, 4 Regional Food & Beverage Directors

(regions 5,6,7 & 8 – see maps) and 1 Michigan Petroleum Director.

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

Please send your nominations on or before November 1, with supporting signatures, to the AFPD Nominating Committee, 30415 West Thirteen Mile Road, Farmington Hills, Michigan 48334. For more information, call Dan Reeves, AFPD Executive Vice President of Food & Beverage, at 1-800-666-6233.



AFPD hosts reception for Michigan Speaker of the House Andy Dillon

On Tuesday, August 12, AFPD hosted a reception for Michigan Speaker of the House, Andy Dillon. AFPD members and associates visited with the Speaker at the Shenandoah Country Club.

Mr. Dillon addressed the attendees on a variety of issues beginning with his position regarding the need for a comprehensive state energy plan. An assured supply of affordable energy for the next 20 years is essential if we are to enjoy economic growth in Michigan. His vision would provide a stable atmosphere for energy investment, while providing equitable consumer rates over a long period of time.

He acknowledged that the Michigan Business Tax (MBT) was hastily enacted by the Legislature last year because of a time deadline, and that numerous businesses have been negatively impacted by the tax consequences of the MBT. He noted that eliminating the Single Business Tax (SBT) without having a well-thought-out alternative replacement was inappropriate. The House is now trying to amend specific areas of the

MBT to lessen the impact on certain segments of business.

He understood the credit card fee issue, but felt that we needed the federal legislation to run its course before tackling the issue at the state level. State enacted legislation might muddy the waters or be in conflict with Federal legislation.

Speaker Dillon acknowledged that these are difficult economic times in Michigan, but times like these often provide opportunities for courageous economic development and investment. We just need to analyze where the opportunities lie, he felt.

He welcomed questions from the attendees, and was very forthcoming with answers, emphasizing the fact that he and his fellow legislators receive very few calls from their constituents. He was very clear in his challenge that each and every citizen should not be apprehensive about calling their



Representative or Senator to express their personal opinion about any issue. He and his colleagues welcome the positions of their constituents from "real-life" situations and want to hear from them.

The evening ended with Speaker Dillon personally thanking each and every member for attending the event.

Calendar

September 23 & 24, 2008

AFPD S.E. MI Holiday Beverage Show
Rock Financial Showplace, Novi, MI
Contact: Cathy Willson
1-800-666-6233

October 13, 2008

Northern Michigan WIC Vendor Seminar
Gaylord, MI
Contact: Dan Reeves
1-800-666-6233

November 21, 2008

AFPD Annual Turkey Drive
Contact: Cathy Willson
1-800-666-6233

October is...

- Hunger Awareness Month
- National Apple Month
- National Caramel Month
- National Chili Month
- National Cookie Month
- National Country Ham Month
- National Dessert Month
- National Pasta Month
- National Pickled Peppers Month

Statement of Ownership

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AFPD works closely with the following associations:



Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

Marathon mulling split, possibly in first-quarter 2009

The board of directors of Marathon Oil Corp. said that as part of its continuing focus to enhance shareholder value, it is evaluating the potential separation of Marathon into two independent publicly traded companies, each focused on its own set of business opportunities. According to *CSP Daily News*, one entity would consist of the company's exploration and production, integrated gas and oil and lands mining businesses; and the other entity would consist of the company's refining, marketing and

transportation business.

While this evaluation has been underway internally for several months, the company has taken the additional step of engaging financial advisors Morgan Stanley, and the law firms of Baker Botts LLP and McKee Nelson LLP as external advisors. It is anticipated that the results of this effort will be reviewed by the board and a decision will be made during fourth-quarter 2008. Should the decision be made to separate, the separation would likely occur during first-quarter 2009.

Speedway, BP, Shell top in customer service for c-stores

Speedway, BP and Shell took top honors in the convenience store category in Corporate Research International's RealPeopleRatings.com second-quarter customer service survey. According to *CSP Daily News*, Chipotle Mexican Grill, Olive Garden, Papa Murphy's Take 'n' Bake Pizza, Nordstrom, Stride Rite, Ace Hardware, Office Depot, Dick's Sporting Goods, Publix, Walgreens, Southwest Airlines, credit unions, Best Buy and Marriott also earned highest marks in their categories this quarter.

Corporate Research International

(CRI) sends quarterly surveys as online opinion polls to its pool of panelists; 1,389 panelists participated in this quarter's survey.

"Companies with consistently high ratings are focused on all customer touch points," said Michael Mallett, CEO of CRI. "Every interaction customers have with a business impacts overall perception, so an ongoing effort to maintain all areas keeps scores high. Looking at the customer experience from all angles is ultimately what keeps customers coming back."

EZ Energy buys 15 BP stations

EZ Energy Ltd. subsidiary EZ Energy USA Inc. of Mansfield, Ohio, will buy 15 gas stations and convenience stores and five fuel supply contracts from BP Products North America Inc. for \$3.2 million, according to a report by *Globes Online*.

The properties are BP's last stations

in the area of Petersburg in central Pennsylvania. Ramat Gan, Israel-based EZ Energy said that fuel deliveries by the acquired properties totaled 33.1 million gallons in 2007, and that the convenience stores' aggregate revenue was \$6.3 million.

- *CSP Daily News*

Who's controlling the transaction?

By Ed Weglarz
Executive Vice President of Petroleum



Often, because of our deep-seated desire to be very helpful to customers, we loose control of the transactions at our businesses. Each and every event at your store is a separate and distinct transaction, and somebody is in control; it had better be you or your employee.

For example, employers know that the law requires you to display certain state and federal labor law posters, but many businesses have lost money to poster scam artists. Here's how the con works: A scam artist visits a business posing as a government agent, or mails an official-looking solicitation to your business. You are then led to believe that that the labor law posters you are displaying are not in compliance with current regulations and are then strong-armed into paying excessive fees for outdated or unnecessary posters.

These con artists often bull their way past cashiers by impersonating governmental employees, view your posters, immediately condemn them as out-dated, and infer that they can save you from being fined by immediately ordering posters from them.

You can obtain information regarding necessary posters to display from the U. S. Department of Labor at www.dol.gov/osbp/sbrefa/poster/matrix.htm. Or, you can contact AFPD at 1-800-666-6233.

While the vast majority of your transactions are with customers who are spending money with you, occasionally you are the customer and have every right to ask for proper identification of anyone who is trying to sell you any goods or services, or who claims to be from any regulatory agency.

In all cases, it is of utmost importance that you train your employees to maintain control of the transaction - whether they are selling or purchasing. The customer and sales representatives will be impressed by the efficient, professionalism of the transaction and your business will not be duped by bullying con-artists.

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.

Commissioner Kris Jordan makes a bid for Ohio State Rep. seat

Editor's Note: On August 19, AFPD staff and ten Delaware County AFPD members met with legislative candidate Kris Jordan to discuss issues that impact small businesses in general and petroleum retailers in particular.

The current Delaware County state representative, Jon Peterson, is serving his fourth House term, and due to term limits, cannot run again for office. Rep. Peterson is supporting Kris Jordan for the position. Many of the state and national legislators that have supported AFPD's issues and views are now backing Kris Jordan as well. Therefore, AFPD staff and members felt it was important to spend some time to get to know Kris Jordan, and to introduce him to the issues that affect the food, beverage and petroleum industries in Ohio.

Topics of discussion included the Ohio CAT tax, Ohio Bureau of Workers' Compensation group rate program, Ohio Bureau of Unemployment rate increases, the Healthy Family Act, (that addresses payment for sick days) the Credit Card Fair Fee Act, and fuel quality testing.

Regarding Ohio Bureau of Workers' Compensation, AFPD addressed the three issues that are of concern, namely, (1) systematic reduction of the Group Rating Discount, which could increase premiums by 400% over four years, (2) the successorship rules which stifle business expansion, and (3) the very limited window of opportunity available for open enrollment into

the Group Rating Plan.

For those AFPD members who haven't met Commissioner Jordan, the article below will serve to give you a little background.— Michele MacWilliams

By Jodi Loceri
Capitol Strategies Group

Kris Jordan, a twice-elected Commissioner in Delaware County, the fastest growing county in the state, has experience with an established record of tax cuts and job creation.

After graduating from Ohio State University, Kris Jordan began his career in politics by working as a legislative aide for Delaware County Representatives Joan Lawrence and Jon Peterson. During his time with the Ohio House, Jordan gained essential knowledge of state legislative processes and became familiar with local issues and concerns of the constituents in his district. In 2002, Jordan ran successfully for Delaware County Commissioner and was reelected to the position in 2006. To Jordan, running for the Ohio House of Representatives is a natural transition and the next step in his political career.

Born and raised in Delaware County Ohio, Jordan never thought that the state would suffer the economic hardships that plague our economy today. But he has taken on the responsibility of working to make Ohio even better than the state in which he remembers growing up. By

lowering taxes, cutting government red tape and preventing frivolous lawsuits, Jordan explained that the government can create a healthy business climate that attracts jobs to Ohio instead of driving them out to surrounding states such as Kentucky and West Virginia. While serving as County Commissioner, Jordan brought over one billion dollars in investment to Delaware and has a strong record of cutting property taxes.

In the House, Jordan plans to use the lessons he learned as a County Commissioner to focus his attention on jobs and the economy. He believes firmly in the crucial role the small business owner plays in the overall success of our state.

"It's not just about attracting the big companies," Jordan explains. "The government must also encourage

an atmosphere where smaller, independent businesses can not only survive but be prosperous enough to hire new employees and expand their business."

As a small business proponent, Commissioner Jordan was very receptive to AFPD's issues and concerns.



Kris Jordan



Part of the AFPD members who assembled to hear Jordan's views on issues pertaining to our industry.

Ohio sick days proposal may reach ballot

An effort by Gov. Ted Strickland to broker a compromise on a proposal to mandate paid sick days for many Ohio workers is heading toward a contentious fight over a ballot issue.

The influential Ohio Business Roundtable, which includes leaders of the state's largest corporations, has described the compromise efforts as hopeless. Gov. Ted Strickland is continuing

to try to reach an agreement.

A coalition of labor groups, including the Service Employees International Union, and community organizations is pushing for the adoption of mandated sick days for Ohio workers on the Nov. 4 ballot. The proposal would require businesses with 25 or more employees to provide full-time workers at least seven paid sick days each year.

"AFPD opposes this proposal, as

it would negatively impact many of our Ohio members in an already challenging business climate," said AFPD President Jane Shallal.

Ohio Republican legislative leaders and other business leaders have called it a job killer. Strickland has been trying to hammer out a compromise agreeable to both sides instead of leaving the policy to the ballot.

The Dispatch reported that their sources said the compromise called

for reducing the number of mandatory paid sick days to four annually beginning in March 2009, increasing to five days in March 2010. The number of employees that would trigger the benefits would start at 50 and phase down to 25 by 2011.

Time is quickly running out. Leaders have until Sept. 5 – the last day a ballot issue can be pulled on the ballot – to reach a compromise.

4TH ANNUAL AFPD/LIBERTY USA OHIO GOLF OUTING

THURSDAY, JULY 24, 2008



AFPD Executive Vice President Ed Weglarz addresses the crowd.



AFPD's Doug Jones and Jane Shallal hand out goodie bags.



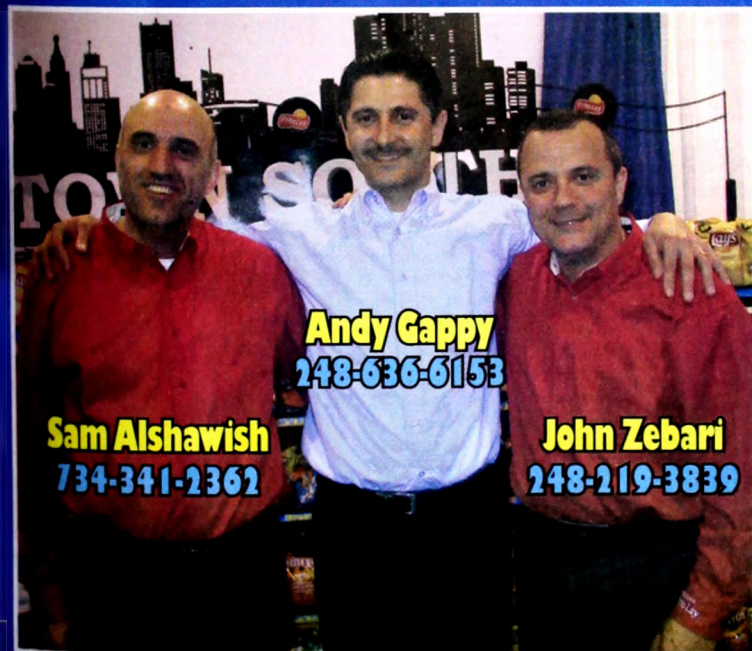
Scott Weisend of Avizent- Frank Gates Company, AFPD Vice President Ron Milburn and Jim Erwin of CBIZ.



Gary McGuirk Jr. of Liberty USA thanks members and sponsors.



Pat LaVecchia (left) and Maurice Helou enjoy a beautiful day on the course.



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Retail**PROFILE**

Lanter family chooses small-town life, fast-paced business

By Michele MacWilliams

It was 2002 when Terry and Sandra Lanter moved their family from St. Clair to the small town of Bellaire, Michigan. A journeyman by trade, Terry had been looking for a business to buy for a couple of years, and decided on a convenience store/gas station located on the turn in the road into Bellaire.

Although Bellaire is the Antrim County seat, by most standards it is a pretty small town. There is a movie theater with two screens, a Glen's grocery store, a brew pub, the Bellaire Bar and a number of other retail stores and restaurants – but not a lot more. The closest department store, big box retailer and hospital are located in Traverse City, which is about 40 minutes southwest of Bellaire.

"Years ago my downstate buddies used to all say that they were going to get away from the city and buy a small business up north. I thought, 'yeh, sure.' Turns out that I was the one who ended up with the business here," Terry chuckled.

At first the Lanters worried that business may be slow because the station isn't on a main highway. However, that concern proved to be unfounded. Terry calls his business the Bellaire General Store, although there is no sign to acknowledge the name. Instead, a large Marathon sign displays the price of gas while a non-descript "Food Center" sign on the building describes what is inside.

Originally a convenience store selling beer, wine and liquor; gas pumps were added just before the

Lanters purchased the business.

"Because the gas portion was so new and there really wasn't a sales history established, we bought it contingent on reaching pre-determined numbers. Those numbers were reached pretty easily so we continued with the purchase," Terry explained.

Life in Bellaire seems to agree with the Lanter family. When they moved in 2002, their oldest child was just beginning high school. Today all three Lanter kids have graduated from Central Lake High School and went off to college. The youngest, Jamie, recently received a \$1,500 AFPD scholarship to study aviation. This semester Jamie is attending Northwestern Michigan College in Traverse City.

Terry enjoys the fact that he knows his customers by name. They come in – some daily – to fill their tank with gas and their stomach with a specialty sandwich, slice of pizza or a wedge of homemade cream pie. Most stay to chat for a minute or two, allowing Terry to keep abreast of the local Bellaire news. Small kids that come in with their parents receive a sugar cookie.

The Lanters are also strong supporters of the local sports teams. Instead of sponsoring one or two teams, the Lanters donate Power Aid sports drinks to all the local teams. Terry said that when his kids were in sports down in St. Clair Shores, each week parents would decide amongst themselves who would bring the beverages and who would provide the snacks. "Up here, they didn't do that and sometimes these kids would



Above:
Terry Lanter in front
of his extensive liquor
selection.



Left:
Janell Salisbury with
her famous homemade
cream pies.

get pretty hungry and thirsty before they made it home. By donating the drinks to all the teams, we're making a whole lot of local friends."

Janell Salisbury is the store's cook, and she posts specials daily. She also has a list of 40 local businesses that receive her daily lunch fax features. Janell is proud of her creations, most of which are from family recipes – like the chocolate and coconut cream pies that draw customers to the deli counter.

One of the store's main draws is its packaged liquor. "We carry a wider liquor selection than Glen's (the Spartan supermarket about 1/2 mile down the street), so we have a good customer base," Terry says. "They know they can find the items they want, in the size they want," he adds.

Although over the years the Lanter's business has enjoyed a

steady sales increase, Terry has noticed a slight decrease over the past few quarters. He attributes this to the slowing economy and the price of gas. "People that used to put \$20 in their tank and then come in for something to eat, are now putting all their money in their tank," says Terry. "They have to, in order to make it to work." He notes that carton cigarette sales are down, while individual pack sales have gone up.

Although concerns about the local economy are a current issue, Terry is still glad that he and his family took the big step six years ago to purchase the Bellaire General Store and move their family north. With cash registers ringing and local friends stopping in for a beverage, sandwich or to fill their tank, it is easy to see why Terry Lanter enjoys his Bellaire lifestyle.





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(Source: Intercept Study, 2008)

- Consumers who try Baileys® Flavors repurchase. Repeat consumption is 85% for Caramel and above 84% for Mint Chocolate.
(Source: Baileys® Consumer A&U Study, 2007)

- Consumers love coffee over ice. Iced coffee drinks have gained tremendous popularity in summer months and have accounted for nearly half of the growth in the specialty coffee market over the last five years.
(Source: Tea & Coffee Trade Journal, April 2007)

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AFPD members bring local produce to urban areas

One of the biggest brand names in food this autumn doesn't carry a trademark. It's the word "local," which is beginning to become a symbol of high quality and goodness. According to an August 6 article in The New York Times, supermarkets are starting to understand that American customers want a wide variety of locally grown fresh fruits and vegetables. It's been a boon for local farmers, reports the Times. Supermarkets and grocery stores across the country have committed millions of dollars this year on locally grown produce.

Although Michigan grocers see the benefits of local produce, some urban-area customers still don't choose to purchase fresh Michigan produce as often as shoppers in other parts of the state. Plus, if demand is low, urban stores won't stock the perishable items. To break this cycle, AFPD and the Michigan Department of Agriculture's Select Michigan division launched a program this summer called "Buy Local, Eat Fresh."



"Some people thought all peaches come from Georgia, so I used this as a good teaching opportunity," said WSU nutrition student Laurel McKenna, who sampled products at Parkway Foods.

"The program focuses on promoting healthy eating habits and teaches consumers the benefits of eating fresh, locally grown food through nutrition education," said AFPD President Jane Shallal. "The idea is to create a sustainable distribution system connecting Michigan farmers and food producers with wholesalers, distributors, retailers and communities in these targeted urban areas," Shallal added.

On the first two Saturdays of every month, from July through November, nutritionists from the City of Detroit Department of Health & Wellness and Wayne State University's Nutrition and Food Science Program are offering samples of locally grown produce along with suggested recipes and nutrition advice at nine urban Detroit grocery stores and one store in Pontiac.

Eddie Bahoura of Save-A-Lot on Baldwin Road in Pontiac, said that providing healthier choices is good for everyone. "Plus, buying local helps to keep our local economy going," he added. Mike Shina and Jack Hermiz of Krown Supermarket in Detroit said the program was very well received at their store. "It's always good when we can provide information to help our customers stay healthy."



Save-A-Lot owner Jerry Rabban, with WSU nutrition student Maria Franklin in Jerry's Fenkell store.

Plus, they really liked the zucchini bread," said Hermiz.

"Right now, our weekly circular's whole front page is produce," said Jerry Rabban during the third week of the program. Rabban is the owner of a Detroit Save-A-Lot. "As far as Save-A-Lot's promotions of Select Michigan products, customer response is good. We are always going to promote Michigan."

Louie Nona of Parkway Foods in Detroit is committed to the program and to buying more locally grown produce. "We see a real benefit to working with Michigan farmers and producers. With the increasing costs of transportation, buying local just makes sense," he added.

One of the most important outcomes of the Buy Local, Eat Fresh campaign has been to expand the base of support from the independent grocery stores to increase the availability of local produce and promote the benefit of these products to their customers, said Select Michigan Program Representative Melinda Curtis. "This campaign is helping to bring the community together to solve food access issues. Real change begins with collaboration and that's what this program is doing."



Farmers Food Center owner, David Najor, with WSU nutrition student Cindy Gamboa.

Food Facts

Only three vegetables – iceberg lettuce, potatoes (sold in the form of chips, frozen and fried) and tomatoes (sold canned) – make up nearly half of the average American's diet.

Today, our food travels up to 2,000 miles before it reaches our plate, a dramatic increase over the last few decades.

In 2003, transportation made up 27% of U.S. greenhouse gas emissions.

The sooner a vegetable gets to your plate from the farm, the higher nutritional content it will have, not to mention better taste!

Buying locally means that you know your food is safe, and provides greater accountability and choice.

If Michigan's farmers were able to double or triple the amount of fresh produce they sold within the state, up to 1,900 new jobs could be created in food processing and distribution.

Buying local means a greater opportunity for environmental protection through an increase in crop diversity.

Since the 1930's, America has lost 4.7 million farms through the use of machinery and pesticides.

Between 1989 and 2003, the number of America's farms stayed the same, but the number of very large farms increased dramatically.

American farmers earned less on their crops in 2002 than they did in 1969, despite doubling productivity.

Blue Wave Smoothie

Whirl up a quick energy booster any time!

INGREDIENTS:

- 2 cups fresh Michigan blueberries
- 1 6-ounce container vanilla or other flavored low-fat yogurt
- 1 cup fruit juice (orange, pineapple or apple)

DIRECTIONS

In the container of an electric blender, place blueberries, yogurt and fruit juice; whirl until smooth. Serve immediately.

Yield: 3 cups (3 servings)

Per Portion: 141 calories, 31 g carbohydrates, 1 g total fat (0.5 g saturated fat), 2.5 g fiber, 45 mg vitamin C, 360 mg potassium



Grilled Zucchini

If you have lots of Zucchini left over, try this easy recipe.

INGREDIENTS:

- 1 large Michigan zucchini
- 1/4 cup Italian-style salad dressing

DIRECTIONS:

- Slice zucchini into 1/4 inch slices or lengthwise spears. Toss in a Ziploc bag with Italian dressing and marinate for 1-2 hours in refrigerator.
- To cook zucchini, preheat grill to medium-high. Place zucchini on grill, use spray water bottle for taming any flames that shoot up. After about 4 minutes, check for grill marks, and rotate zucchini a quarter turn. Cook 3-4 more minutes on first side. Turn zucchini to second side and cook about 4 minutes more, or until zucchini softens and browns. Serve and enjoy. (For a tasty addition, top zucchini with some grated parmesan cheese while still hot.)

Ready In: 10 Minutes

Yield: 3 servings



AFPD continues to work hard for you!

Whether it is educating your employees on the alcohol sales, testifying at Congressional hearings, or developing purchasing programs to save you money, AFPD is here to assist the independent retailer. Here is a brief rundown on some of the projects that we have been working on over the past couple of months:

Michigan Update

Liquor store audits

AFPD met with accountants who have outlined an issue regarding State of Michigan sales audits on liquor stores. The State of Michigan audits have contained inaccurate information and the time frame for responding to audits is unreasonably narrow. A strategy to address the issue is being developed. AFPD will be tracking this practice and challenging methods with the Department of Treasury.

Meeting with Marathon Petroleum

AFPD attended a meeting with Marathon Petroleum personnel where the status of the oil industry was discussed. Bill McCleave is the new marketing manager, replacing Tom Kelley, who has moved to another assignment. Marathon expects continued tight margins, but is spending almost \$2 billion to expand and upgrade the Detroit refinery to process heavy, tar-sand crude oil from Canada. This action will provide a more stable supply of product in the Michigan market.

Governor Granholm's Energy Summit

AFPD attended a meeting convened by the Governor of Michigan to discuss alternative fuels/power. The main topic of the meeting was centered around a proposal to choose the power we use for different applications. We discussed the need to save liquid fuels for transportation needs, while utilizing stationary power (solar, wind, nuclear, etc.) for stationary applications. MEDC is moving forward to help develop this philosophy with energy providers.

Gas sales tax issue

AFPD met with representatives of the Michigan Department of Treasury to discuss the effect of sales tax rates and the collection process as it relates to gasoline purchases/sales. The sales tax rate applied to an increasing retail price per gallon of fuel doesn't seem to be understood by the motorist, and appears to provide a windfall for the state. We asked that this matter be addressed, perhaps with a cents-per-gallon cap.

Press conference on gas calibration

AFPD assisted in arranging a press conference where the Governor and the Department of Agriculture/Weights and Measures Division demonstrated new and improved gasoline calibration equipment. The new equipment will enable inspectors to perform calibration inspections faster, resulting in less "down-time" for the retailer. And while most inspections are originated by motorist complaints, 92% of the locations were found to be in compliance.

Northern Michigan Member Tour

AFPD staff spent a week calling on Northern Michigan members and non-members. These retailers were advised of recent legislative issues and pending bills.

Michigan Food Policy Council

AFPD was appointed by Governor Granholm to serve on the Michigan Food Policy Council. The Michigan Department of Agriculture is directing the council's efforts to expand business and jobs across food-related sectors in the state, and increasing access to fresh and healthy Michigan-grown foods for school children, low-income families, at risk seniors and inner-city residents. The Council will also work on promoting Michigan-grown and Michigan-processed foods and identifying strategies to enhance connections between Michigan growers and Michigan food outlets.

Michigan Department of Ag - Weights & Measures Seminar

AFPD staff attended a seminar which addressed accurate packaging, operator responsibility, tare weights, quality assurance practices, basic labeling and what's at stake for food retailers.

Michigan Recycling Partnership Annual Meeting

As a member of this council, AFPD staff met to discuss strategies for the coming year regarding bottle bill expansion efforts.

Michigan Department of Community Health - WIC Meeting

AFPD staff, legal counsel and Karoub lobbyists met with representatives of Governor Granholm's office and WIC to discuss non-renewal of some WIC contracts.

Ohio Update

Ohio CAT Tax

AFPD staff and our Ohio lobbyists have been working with an accountant to develop factual numbers in regards to the Ohio CAT tax to determine the increase in revenue enjoyed by the state of Ohio when applied to petroleum sales. AFPD continues to collect information from its members and is presently preparing a report that will be presented to the State Treasurer and other Ohio state officials. This is an ongoing project to obtain fair and equitable application of this devastating tax.

Short fuel deliveries

AFPD has received notice from several Ohio retailers that feel their fuel deliveries are short of the gallons that are invoiced. We have discussed the issue with county auditors in Ohio and have requested they analyze and review the information at the affected sites.

Workers' Comp premiums

AFPD met with ranking officials from the Ohio Bureau of Workers Compensation to discuss the adverse effects of proposed decreases in Workers Comp premium discounts, successorship issues, and expanding the time frame windows to join Group Rated programs. It was recently announced that the Bureau Board of Directors voted to cut the group rate from 85% to 65% over a two-year staged reduction of the Group Credibility Table. AFPD is opposing this and will keep the members updated with additional news. We feel some progress was made toward diminishing the adverse effects of these regulations.

AFPD negotiated an upgraded Dairymens Ohio milk program

An increased rebate percentage, plus a cents-per-gallon rebate to be paid quarterly was contracted. This increase in rebates makes the Ohio dairy program even more advantageous for our participating members.

Scholarships for Ohio students

AFPD staff greeted members and potential members at the Liberty-USA/AFPD golf outing in Medina, Ohio and raised enough money to award four \$1,000 scholarships in Ohio.

Cleveland Plain Dealer meeting

AFPD board and staff met with the editorial board of the Cleveland Plain Dealer to enlighten them about issues relating to the gasoline retailer and small businesses. Credit card fees, workers' compensation issues, fuel quality testing, and gasoline margins were topics of discussion. We persuaded the board to consider AFPD their "go-to" association when they need input about issues affecting our industry.

Workers' Comp Advisory Council

AFPD continues to attend Worker's Compensation Advisory Council Meetings. These meetings are very educational and provide needed information for employers.

Credit Card Fees

AFPD continues to monitor and support HR5546 (Credit Card Fair Fee Act). This piece of legislation has also been introduced on the Senate side and we are also in the process of writing legislation for a Bill in the State of Ohio. The CCFEA is a very promising piece of legislation and members should contact their legislator and ask for their support.

Speedy ATM is growing fast

By Kathy Blake

Speedy ATM is becoming a fast favorite with retailers in Michigan, Ohio and Kentucky. Stasi Michailidis, a young entrepreneur from Columbus, Ohio, started the ATM provider company in 2006, touting no cost to retailers. "I started the business because my uncle owns a gas station and he was being charged a lot of hidden fees for having an ATM machine. I decided to start my own company that is completely free to the retailer."

There is no need to purchase equipment, phone lines or pay fees, SPEEDY ATM does everything and gives the retailer a per-transaction cut of the fees charged to customers. According to Stasi, the usual customer fee is a standard rate of \$2.50 to \$2.75 per transaction in Ohio and Michigan.

"I buy the ATM machines, install them, service them and fill them with my own money. I even pay for the

phone lines and pay the retailer per transaction. Retailers have zero to lose," said Stasi. Speedy ATM has employees across the country to service and fill the machines.

"It really brings customers in to a store and it also saves retailers huge credit card fees when customers pay with cash," said Stasi.

A young, ambitious man, Stasi started the Speedy ATM company on his own. "It grew pretty quickly. I was able to find and employ five companies in other states to grow the business. We do hotels, anything that has a lot of foot traffic, such as convention centers. We served the Greater Columbus Arts Festival," Stasi added.

Speedy helps retailers grow their businesses while delivering convenience to their customers. Having an ATM brings customers into a business. "There really is no cost to the retailer. We take away the headache for retailers of having to



Bill and Stasi Michailidis, father and son, in their newly purchased store.

keep cash stocked. It's safe, discreet and free, and insured as well," said Stasi.

Stasi purchases Tranax or Triton ATM machines for his retail partners to use. The machines are stand-alone, 4 feet tall, and 18" wide by 24" deep. He says he can have an ATM delivered and set up within two weeks of order. Speedy also provides toppers and neon signs for windows, free of charge.

Stasi comes from a family of entrepreneurs. His mother and father, Anita and Bill Michailidis, owned 12 restaurants in partnership with other individuals. The eateries were located in Columbus, Dayton and Canton, Ohio and included the Boulevard Grille, a contemporary cuisine restaurant and bar in Columbus. "My mother ran restaurants for 28 years," Stasi commented proudly. "Service really is everything, and we're service people"

One of his parents' partners was AFPD member Jim Mandas, who now owns Broadway Market and Café of Columbus.

This year, Stasi and his father purchased a BP gas station, called the Delaware Market and Café in downtown Delaware, Ohio. They plan to tear down the building and build a new 3,000 square-foot convenience store and 3,000 square-foot adjoining restaurant and retail space for rent. The Michailidis's will keep the 13 existing gas pumps.

"We're the only station with diesel for ten miles, we want to provide the city with a nicer store and more amenities" said Stasi.

And of course the convenience store will have a Speedy ATM for customer convenience.

For more information about Speedy ATM, call Stasi Michailidis at (614) 226-2027 or visit the company website, www.speedyatm.com.



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ROW 1



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AFPD Turkey Drive – 28 years of giving

As the holiday season approaches, the AFPD Turkey Drive Committee has pledged to put a turkey on the Thanksgiving table of 2,000 Metro Detroit families that may not otherwise enjoy this special meal. This is an Associated Food &

Petroleum Dealers tradition that started 28 years ago and each year the list of charitable groups that ask for turkeys grows. There are many more requests than we could ever fill. Thanksgiving is a time to reflect, give thanks and help those who have

less. We are asking you to pitch in. A \$200 donation to the AFPD Turkey Drive will provide turkeys for 20 families! When you consider that each turkey serves about 12, that's Thanksgiving turkey for 240 people! We need your help. It is truly

heartwarming to be a part of our annual Turkey Drive and to know that together, we have brightened the day for 2,000 needy families. To make a donation, please fill out the form below or call Cathy Willson at (800) 666-6233. Thank You.

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Please Ask About The AFPD Member Discount !

New products from our members...

"Hulk-Out with Hostess" launches in October

Hostess is partnering with the October DVD release of the new Incredible Hulk movie by renaming their Scary Cakes, "Hulk Cakes." In addition, there will be a \$1 million Halloween Sweepstakes and a \$4 rebate offer to further promote the product. The sweepstakes and the rebate will be offered on multi pack cartons of Hulk Cakes, Twinkies, Chocolate CupCakes and

Donettes. These products will all carry the Hulk graphics.

Phase one, which includes the \$1 million consumer sweepstakes and \$4 rebate, will run from September 29 through October 26. Then, from October 27 through mid-November new packaging graphics will be released and the second phase will continue with the \$4 rebate offer only.



Introducing Nature's Pride premium bread



Starting in October, Interstate Brands will roll out a new line of bread – Nature's Pride. The new line is 100 percent natural, premium bread with no artificial flavors, colors or preservatives. Furthermore, it contains no high fructose corn syrup, or trans fats.

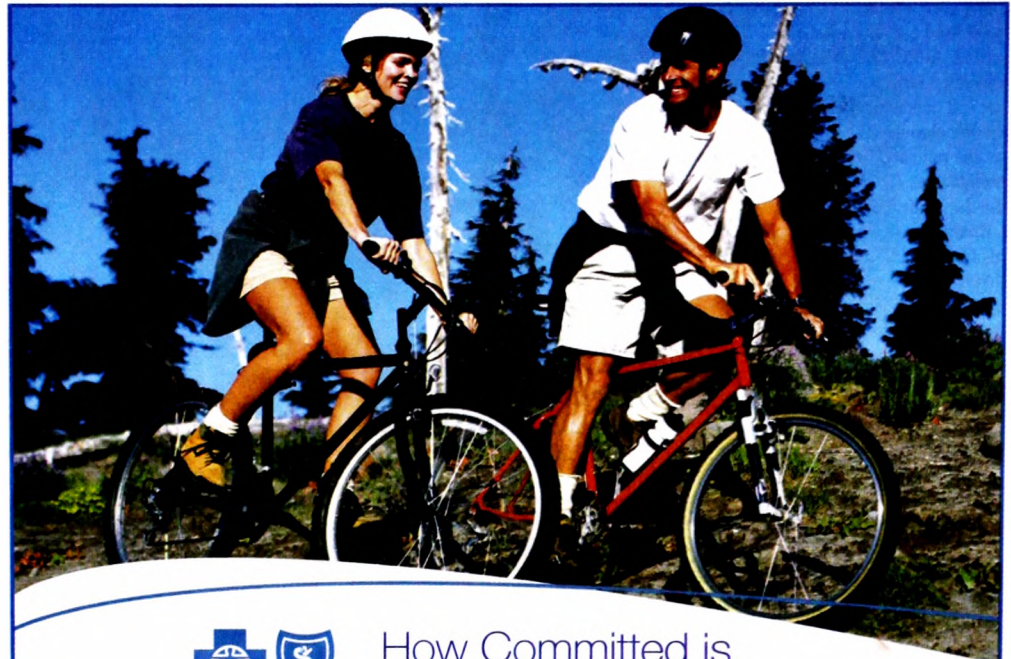
There are two categories of Nature's Pride bread: 100% Natural and 100% Natural Whole Grains. The 100% Natural varieties include Country Potato, Country Buttermilk, Honey Wheat, Country White and 100% Whole Wheat. The 100% Natural Whole Grain varieties include: Whole Wheat, Healthy Multi-Grain, 12 Grain Stone Ground Whole Wheat with Honey, Nutty Oat, 7 Grain and Double Fiber.

Nu South Lemonade offers variety

Started in 2005 by United Beverage Group of Atlanta, Nu South Lemonade is on the fast track. Just three years ago, the company sold 2,000 cases of flavored lemonade to 100 stores. Today, they have sold over 500,000 cases and are located in over 25,000 retailer stores nationwide.

Crain's Detroit Business and the Atlanta Business Chronicle both commended Nu South on its innovative flavors which include: Blueberry, Iced Tea, Peach, Cranberry, Strawberry, Mango and traditional Lemonade. All flavors are available through Intrastate Distributors and retailers enjoy 50 percent margins. For additional information please visit

www.nusouthlemonade.com.



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A rootin' tootin' good time was had by all at the AFPD Country Western Picnic & Beach Party



On Sunday, July 27, about 200 AFPD members and family converged at Kensington Metro Park for a summer picnic. The idea was to bring members and their families together in an informal atmosphere to get to know each other better, enjoy some good food and have some fun. Upon arrival, AFPD President Jane Shallal presented each guest with a cowboy hat and bandanna, in keeping with the Western theme. Country songs set the tone and beautiful blue skies prevailed as AFPD members enjoyed the day in the park.

Board Member John Denha brought his family to the event and commented that it was an excellent party. "Earlier this year the board discussed different events and I thought a picnic would be fun," he explained.

Ronnie Jamil, AFPD emeritus director, complimented Jane Shallal on an excellent job coordinating the party. "The food is fantastic. I think we should do this every year!" he added.



Great food kept the picnic goers happy!



The John Denha family



AFPD President Jane Shallal (right) with picnic patrons Augeen Kalasho (left), Bushra Mansour and Dr. Jacob Mansour.



AFPD Chairman Chris Zebani with his lovely wife Jodi.



The Jamil family (including Mom) enjoyed some time together.



The AFPD staff and family members enjoyed the day as well. (l to r) Chrstr Moll, daughter of Cathy Willson, Mary Davis (seated, wife of Harley), Cathy Willson, Harley Davis, Jim Willson (seated husband of Cathy) and Ed Weglarz.



Pet Supplies Plus was well represented!



Who invited these outlaws?



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Michigan Lottery's conversion to new system is underway



By M. Scott Bowen
Michigan Lottery Commissioner

The process of converting the Lottery to a new computer and terminal system is underway and many retailers have already been visited by GTECH technicians. They are installing satellite dishes, which will allow for faster and more efficient ticket transactions, once the new system is fully operational in April 2009.

The transition should be seamless and from the Lottery customers' perspective, the only difference will be better service. Not that we want to minimize better service because that is certainly important, but our goal is to have a smooth conversion that will not be disruptive to our retailers and our players. Customers will see a difference in the Lottery terminals, as the familiar orange ones will be updated with newer, more powerful looking units. They will also be able to take advantage of ticket checkers at all retailer locations. Flat screen monitors will also be added to relay jackpot and transaction information.

The conversion to the new system will be long and detailed and will certainly involve much more than just new terminals and over the course of the next few months, we'll continue to provide you with updates on the progress.

Liability Cap

Although 8-8-0-8 has come and gone, the Lottery will continue to monitor the liability of wagers of popular numbers in the Daily 4 game. When the liability on a particular combination exceeds \$40 million, wagers for that combination only, for that drawing only, will be temporarily stopped. This is necessary to prevent the depletion of Lottery revenues that would occur if an enormous liability had to be paid. As you know, the Lottery's primary goal is to raise money for public education in our state, and if certain numbers are drawn, the Lottery's annual contribution to the School Aid Fund could be severely impacted.

Don't forget that the \$10 Million Dollar Madness ticket went on sale Friday, Aug. 29. Retailers should be carrying plenty of inventory because not only is this game heavily advertised on television and radio, but every book of tickets settled earns an entry into a drawing pool from which one lucky retailer winner will be selected to receive \$10,000 cash! Fifteen additional retailers will receive \$1,000! Six of these drawings will be conducted between October and March 2009.

New Instant Games

Tickets launched on September 15 include \$50s Fiesta (\$1) and Hot Slots Multiplier (\$5). The Fiesta ticket includes over 15,000 prizes of \$50 and Hot Slots has nearly \$6,000,000 in total cash prizes.

An Invitation
Do you have ideas or concerns about your Lottery business that you would like to share with the Michigan Lottery? Well, your chance is here. Retailers are welcome to join Lottery management in a series of advisory discussions that begin in October. We'd appreciate getting your opinions on what is currently working, what isn't - and what you'd like to see happen in the future. As a valuable partner in making the Lottery a successful business, we want to hear from you.

If you are interested in participating in these discussions, please contact the Lottery's Marketing Division at (517) 335-5621. We will take your name, business name, phone number and your email address. You will be contacted when a meeting in your area has been scheduled.

Michigan Wine Competition results announced

East Lansing was awash in Michigan wine, as 24 wine experts from around the country and across the state gathered in August for the 31st annual Michigan Wine and Spirits Competition. Judges included two Master Sommeliers, internationally known wine writers, winemakers, and knowledgeable retailers and restaurateurs.

Master Sommelier Madeline Triffon and wine writer Ron Sober also praised the overall quality of the wines. "The wines are very good, from an international standard, not just compared to other similar regions," said Sober. Triffon added that "Michigan has come a long way. Each flight had notable wines; the tasting experience was a pleasure."

Thirty-four of the state's 56 wineries entered 346 wines for this year's competition, which is open only to wines produced from Michigan grapes and other fruit. Gold medals were awarded to a wide variety of wines —

from bone-dry reds to deliciously sweet ice wines—from all of Michigan's major grape-growing areas. At the end of the day, judges awarded the top "Best of Class" awards to five wines from a group of 39 gold medal and eight double gold medal winners.

The top award-winners are:

Best of Class Dry White:
Chateau Fontaine – 2007 Dry White Riesling

Best of Class Dry Red:
Longview – 2007 Rustic Red

Best of Class Semi-Dry White:
St. Julian – 2007 Braganini Reserve Traminette

Best of Class Dessert Wine:
Brys Estate Vineyard and Winery – 2007 "Dry Ice" Ice Wine

Best of Class Fruit Wine:
Mackinaw Trail Winery – Razz Berry

Also, Bowers Harbor Vineyards won a Judges' Merit Award for their 2007 Pinot Noir Rose.

Spartan Stores appoints CEO successor

Michigan-based retailer Spartan Stores, Inc. has appointed Dennis Eidson as chief executive officer. Eidson will succeed current CEO Craig Sturken who will continue in his role as executive chairman of the board until October 15.

Currently president and chief operating officer, Eidson will also continue in his role until the effective date. As CEO, he will focus on developing and executing the board-approved, consumer-centric business strategies and leveraging the company's hybrid business model.

"Dennis Eidson has my full and enthusiastic support, along with the Board of Directors, and most importantly, the full support of our entire executive management team. Dennis has more than 32 years of grocery industry experience and keen insight into the unique markets that we serve because he has worked in the Midwest region throughout his career. I have been working side-by-side with Dennis in the grocery industry for more

than eleven years and am confident in his ability to successfully lead our Company well into the future," said Craig Sturken in a memo to Spartan employees.

Eidson joined Spartan Stores in March 2003 as executive vice president of marketing and merchandising before being appointed to the board of directors and as company president.

He has accumulated around 32 years of grocery industry knowledge and experience, and held the position of divisional president and CEO of the Great Atlantic and Pacific Tea Company's Midwest region, before joining Spartan Stores.



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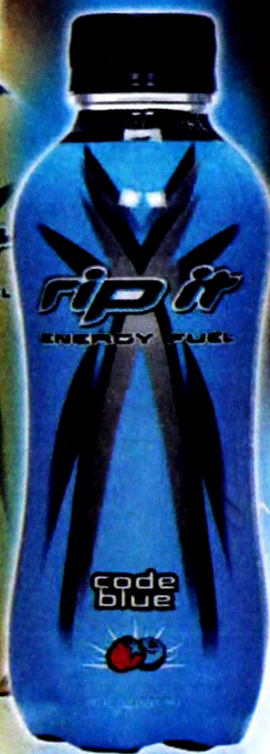
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Purchase ice at wholesale prices
during the show. U.S. Ice is
providing complimentary ice
for all the vendors at the S.E.
Michigan Holiday Beverage show
this year. Thank you!



Reserve your booth today!
Call Cathy Willson at
1-800-666-6233 for more
information.

**Check out these new products
and specials at the show!**

7UP All
natural
7-up
will have
their Holiday
specials available to
sample at the SE Michigan Holiday
Beverage show this year, so stop by
their booth and talk with Joe O'Bryan.



Absopure Natural Spring Water
Tastes great because it comes from
their own natural source in pristine
Southern Michigan. Quench your
thirst at the Absopure booth!

ADT Video Surveillance

– Theft and
vandalism
can cost
your business
millions of
dollars each year
but with ADT Video Surveillance on your side, you can
customize a video surveillance solution to help protect
your business and give you peace of mind.



- Improve employee productivity and business efficiencies
- Deter shoplifting, employee theft and vendor fraud
- Help lower insurance costs
- Improve employee safety

To meet with an ADT Small Business representative
that can help and determine a security solution, call
Jamie at 248-629-3299 or stop by the ADT booth.

244	245	344	345	444	445	544	545
242	243	342	343	442	443	542	543
240	241	340	341	440	441	540	541
238	239	338	339	438	439	538	539
236	237	336	337	436	437	536	537
234	235	334	335	434	435	534	535
232	233	332	333	432	433	532	533
230	231	330	331	430	431	530	531
228	229	328	329	428	429	528	529
226	229A	326	327	426	427	526	527
224	225	324	325	424	425	524	525
222	223	322	323	422	423	522	523
220	221	320	321	420	421	520	521
218	219	318	319	418	419	518	519
216	217	316	317	416	417	516	517
212	213	312	313	412	413	512	513
210	211	310	311	410	411	510	511
208	209	308	309	408	409	508	509
206	207	306	307	406	407	506	507
204	205	304	305	404	405	504	505
		302	303	402	403	502	
		300	301	400	401	500	

Show
Entrance

AFPD
Coffee
Corner

Stop by **Bank
of Michigan's**
booth and ask
how they can
save you money
with a free
checking analysis. Mike Sarafa, former AFPD
president is Bank of Michigan President & CEO.



Show specials,
Continued on next page.

NEW PRODUCTS & SHOW SPECIALS

Faygo Sample the five new flavors of Rip It Energy Fuel in 20 oz plastic bottles at the **Faygo** booth. Faygo will also be featuring their new nostalgic glass bottles of Faygo soda, made with 100% cane sugar.

All the beverage sampling at the show may leave you hungry. Stop by the **Frito-Lay** booth for a sample of their new snacks.

FROSTY PRODUCTS, INC.

Frosty Products, Inc. will be serving Frostyogurt® smoothies and shakes along with the new Gelido® Gourmet Ice, "the world's finest Italian Ice" at their booth. Stop and see their AFPD Trade Show Equipment specials.



Beginning its sixth year, **Galaxy Wine Distributors** is proud to bring select wines from around the globe to your store:

1. Ventisquero - Unique and fantastic Chilean wine
2. Arel Wine & Spirits - Candoni - Superb Italian wines with incredible packaging
3. Joshua Tree Imports - Fabulous Australian Wines and Zinfandel's from Lodi
4. Plus, fantastic varietals from California including:
 - Flora Springs - Napa Valley
 - Girasole - Mendocino Organically Grown Grapes
 - Robert Hall Winery - Essence Paso Robles
 - Summers - Northern Napa Valley
 - Jessie's Grove Winery - Lodi
 - Huntington Cellars - Many of the finest appellations in California
 - Weibel Vineyards & Winery - Mendocino County Wines

- Fess Parker - Santa Barbara County
- Cleavage Creek - Pope valley "Live to love life" (10% of gross proceeds of all wine sales will be donated to breast cancer research.)
- Chumeia - Paso Robles, Napa, Argentina & Chile
- Zing Zang Mixes
- And many more...

GENERAL WINE & LIQUOR COMPANY

With over 25 booths brimming with holiday beverages, **General Wine & Liquor and Decanter Imports** will be a popular stop. Stop by to see samples of their many beautiful gift sets for the Holidays.

HUNT BROTHERS PIZZA

Now you too can offer hot, delicious pizzas to your customers. **Hunt Brothers Pizza** offers turnkey pizza operations for c-stores, including weekly service by a pizza consultant, inventory rotation, POS signage and in-store training. Find out more, at the show!



Jayd Tags offers customized price tags for your liquor shelves. Jayd Tags will inventory your liquor shelf and set up your store for no extra charge. Stop by their booth to find out more.



Jones Soda has always been about the people and interacting with the consumer. Starting with the ever changing photos on their labels, Jones Soda has created a cult following and a passion for their product. In addition to funky labels, Jones Soda uses pure cane sugar instead of high fructose corn syrup. Stop by their booth and ask for a taste!



Kar's Nuts is excited to announce its new grocery store item, Sweet 'N Salty Mix® in an 8ct box! Kar's best-selling mix is now conveniently sized for retailers to plan-o-gram on shelves in the breakfast snack aisle. Pantry-friendly packs are great for lunches and on-the-go snacking. Kar's consistently provides Michigan retailers with high-quality products and dependable customer service. Visit their booth to see Kar's new holiday items and meat snack promotions.



Marketplace Solutions of Michigan looks to be the leading provider of retail and hospitality point-of-sale systems. A stop to their booth will provide information on optimum response time, technical expertise, industry knowledge, competitive pricing, and support. Whether your business is small or large, Marketplace Solutions has a system for all requirements.

MICHIGAN



LOTTERY

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



Miller Beer will be back with tasting of their latest products. Stop by their popular booth for a sample of something new!



Global Distribution of Livonia, MI is introducing their new product, Aqua Exotic Vitamin Enhanced flavored water. Their unique flavors of Goji, Mangosteen, Noni, Pomegranate and Dragonfruit will be a hit for all ages. With only 20 calories and electrolytes, weight watchers and sports enthusiasts will love the benefits.

Global is also introducing a line of cooking oils called **MGL Select**. Selection includes 100% rice bran oil, rice bran & coconut oil and canola with palm fruit. They are all healthy oils for the health conscious person. Stop by and get all the information at the MGL Select booth.



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

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

MoneyGram

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

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

Show specials,
Continued on page 24.

GET DELICIOUS



Proudly sold by:
J. Lewis Cooper Spirits Co. 1-888-440-0200

Show specials,
Continued from page 22.



selection of its fastest moving products. For 75 years, Nat Sherman has catered to those who choose to smoke less, but better. Explore the profit and margin potential Nat Sherman products can bring you, as you respond to your customers' selective buying habits.

NATIONAL wine & spirits corporation

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



Premium Brands of MI will be announcing the new Red Bull Cola offering - Simply Cola - Strong and Natural! Sign up at the show for initial deliveries as quantities will be limited. Premium Brands is also proud to announce distribution of Zing Zang mixers as a new member of the PBM lineup. Check out the Red Bull booth or call Premium Brands at 1-877-727-0077.



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



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 for a free quote.



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



Stop by the U.S. Ice booth and talk with Saad Abbo about your ice needs. US Ice is our ice and parking sponsor for the show. Thank you U.S. Ice.

DTE Energy



DTE Energy's MyEnergy Analyzer is an easy-to-use and understand FREE online energy efficiency tool that lets you monitor your business electric and/or gas use. Available at my.dteenergy.com, you can monitor your energy use right from your home or work computer. Visit the DTE booth for live demonstrations and a video presentation of MyEnergy Analyzer.

No more plastic bags in Ann Arbor?



Ann Arbor city council member Stephen Rapundalo is pushing ahead with a proposal to ban plastic shopping bags. Under Rapundalo's draft ordinance, businesses with annual gross sales of more than \$1 million would no longer be able to pack merchandise in non-compostable plastic shopping bags. Instead, customers would take purchases home in compostable plastic bags, recyclable paper bags, or other reusable bags. The ordinance would apply only to bags provided at the point of sale, and excludes plastic bags commonly found in grocery store produce areas for fruits and vegetables. Rapundalo's proposal will now go to the city's environmental commission. U.S. cities, including San Francisco and Oakland, Calif., have banned the bags, and countries around the globe have either prohibited them or begun to tax them.

House passes tobacco bill

The U.S. House of Representatives overwhelmingly passed the Family Smoking Prevention & Tobacco Control Act, legislation that would give the Food & Drug Administration (FDA) the power to regulate tobacco, from cigarettes to new kinds of smokeless products. While the bill appears to have enough support to pass this year, it is unclear whether the Senate will have time to act, and the Bush administration issued a veto threat.

If the bill passes, the FDA could not outlaw tobacco or nicotine, however, it could demand the reduction or

elimination of cancer-causing chemicals in cigarette smoke. The bill would further tighten restrictions on tobacco advertising and impose new federal penalties for selling to minors. It would prohibit candy flavored cigars and cigarettes, and would give the FDA authority to ban menthol.

Opponents of the bill say having a public health agency regulate tobacco would send the wrong message. And they argue that the agency is overwhelmed dealing with food and drug safety problems, and does not need complicated new responsibilities.

Rip it Energy Fuel launches 20 oz. re-sealable PET bottles



Introduced in 2004, Rip it Energy Fuel has grown in popularity to become the nation's sixth best selling energy drink. Now, they are introducing 20-ounce re-sealable PET bottles in a lineup of five new flavors: Mojito, Cran-Jammer, Red Zone, Code Blue and viva T-kee-la. According to Faygo representatives, Rip it Energy Fuel is served overseas to the U.S. Military fighting in Baghdad and Afghanistan, and troops around the globe have dubbed it a "mission tradition."

The new bottles update the visual package offering of the energy drink category making Rip it's Energy Fuel easier to handle. Rip it Energy Fuel boasts an economical price point, offering value in a 20-ounce, convenient plastic bottle. For more information, contact your Faygo representative.

SKYY INTRODUCES THE NEXT EVOLUTION IN VODKA.
THE REAL FRUIT TASTE OF ALL NATURAL INFUSIONS.



GO NATURAL



Award winning SKYY Infusions naturally infuses smooth premium SKYY Vodka with luscious real fruit taste. Voted best tasting by the Beverage Testing Institute. Learn more at SKYYINFUSIONS.COM

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A GENTLEMAN DOESN'T BOAST

BUT HERE'S WHAT OTHER FOLKS ARE SAYING.

According to A.C. Nielsen,
Gentleman Jack is

- #1 selling super-premium American whiskey brand
- #2 fastest growing spirit brand above 50,000 cases



Source: Nielsen Data F. D. I. S Volume Pct Chg vs. YAG 52 weeks ending May 31, 2008.

STOCKING SUPER-PREMIUM BRANDS
DELIVERS SUPER-PREMIUM PROFITS.



A GENTLEMAN KNOWS HIS LIMITS. PLEASE ENJOY GENTLEMAN JACK RESPONSIBLY.

KAN SMACKER

"The Lifetime Machine"

Super Series



Mini 3-in-1



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

STYLE	WIDTH	HEIGHT	DEPTH
Front Unload W/Side Glass	67"	72"	34"
Front Unload W/O Side Glass	47"	72"	34"
Front Unload W/ Rear Glass	47"	72"	54"
Rear Unload W/ Rear Glass	47"	72"	54"
Rear Unload W/ Side Glass	67"	72"	34"
Rear Unload W/O Glass	47"	72"	34"

VOLTAGE

110-115V 1 Ph (Standard Outlet)

PERFORMANCE/CAPACITY

Glass—40/minute—Holds up to 300

Plastic—30-45/minute—Holds 160

Cans—50+/minute—Holds 720

The KANSMAKKER 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	32.5"	72"	33"
Front Unload W/O Glass	32.5"	72"	33"
Rear Unload W/ Rear Glass	32.5"	72"	53"
Front Unload W/ Rear Glass	32.5"	72"	53"
Rear Unload W/O Glass	32.5"	72"	33"
Rear Unload W/Side Glass	53"	72"	33"

VOLTAGE

110-115V 1 Ph (Standard Outlet)

PERFORMANCE/CAPACITY

Glass—40/minute—Holds up to 140

Plastic—30-45/minute—Holds 120-200

Cans—50+/minute—Holds up to 480

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

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KANSMAKKER.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



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or a free in-store demo.

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www.mpsmi.com

Spartan plans more stores, fuel centers

Spartan Stores plans to relocate or build up to 10 stores in the next three years and add 10-15 new fuel centers. Dennis Eidson, president, who Spartan recently said would succeed Craig Sturken as chief executive officer in October, described the plans at the

company's annual meeting in August. According to Supermarket News, plans for the current fiscal year include eight remodels — including five that already have been completed — one relocation and up to five new fuel



centers. The company also will begin construction on one new store this year.

Classified

FOR SALE—Oakland County Shell gas station 3/4 acre of property, high traffic area, off freeway, exit. Convenience store, car wash, gasoline and diesel sales. Serious inquiries only. Contact: Joe: H (610) 229-5929, C (248) 854-1856

FAST FOOD RESTAURANT FOR SALE—Located in nice Detroit westside area on 7 mile rd. Newly remodeled, drive-thru, equipped to run, plenty of parking spaces. Good investment. Owners looking to retire. If interested, please call Maria at (248) 980-4558.

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 & more. 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, panini maker, 5hp Hobart meat grinder, ice table, 4" cigar humidor, 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 best offer, please call (989) 389-1428.

FOR SALE—Price Reduced!! Bakery & pizza store since 1961. 8-door walk-in cooler. High traffic area in St. Clair Shores. Building and business included. Will consider leasing building. A must see. Call Paul Muller at (586) 212-3138.

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.

PALLETS WANTED—Detroit Storage Co. Free pick up. Call (313) 491-1500.

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 and available.

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Quality and Price meet!

U.S. ICE

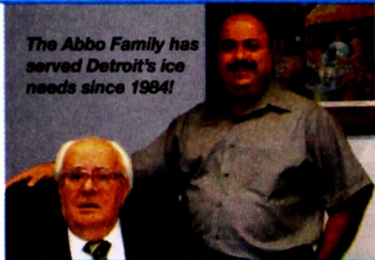
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IN THE CITY OF DETROIT,
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Call the ICE LINE: **(313) 862-3344**

As an AFPD member, you are provided with a wide range of professional services and solutions that are custom-tailored to the food, beverage and petroleum industry in Michigan and Ohio. Here are three:

Credit Card Processing

AFPD members can lower their credit card processing fees with AFPD's new endorsed program. AFPD has teamed up with First Data to bring members a very cost-efficient program in providing credit and debit card processing. First Data supports Visa, MasterCard, Discover, American Express along with gift and loyalty cards, and check processing.



Services by Cardservice International

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 1-800-666-6233. He will explain how simple it is to accept and redeem coupons at your location(s).



Money Orders and Financial Transfers

AFPD has partnered with MoneyGram International to give its Ohio & Michigan members a true value and competitive edge. MoneyGram makes it affordable, reliable and convenient to send and receive money or make payments. Take advantage of our range of payment services, including MoneyGram® money transfers, Express Payment™ bill payments, money orders and more. Customers can even send money or pay bills through the MoneyGram website.

Interested in an AFPD membership?

☐ Yes! Please send me information on membership.

Your Name: _____

Business Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Type of Business: _____

Phone: _____ Fax: _____

Email: _____ Sponsor: _____

Fax this to (866) 601-9610 or mail it to:

Executive Office
30415 West 13 Mile Rd.
Farmington Hills, MI 48334

Ohio Office
655 Metro Place South, Suite 600
Dublin, OH 43017

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

SUPPORT THESE AFD 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
Trans-Con Sales & Marketing 1-888-440-0200

BAKERIES:

Ackroyd's Scotch Bakery (313) 532-1181
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
Comenca Bank (313) 222-4283
Community South Bank (616) 885-1063
DTI Systems - Quick Capital (586) 286-5070
Huntington Bank (248) 626-3972
IPP of America (973) 830-1918
Legal Collections (248) 982-2029
Level One Bank (248) 737-1115
MoneyGram (517) 292-1434
Netco Services (1-866-286-9188)
Peoples State Bank (248) 548-2900
Speedy ATM (614) 226-2027
TSG Group, LLC (614) 523-2947

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) 647-0000
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
MGL Select (734) 524-0100
Mike's Hard Lemonade (248) 344-9951
Miller Brewing Company (847) 264-3800
National Wine & Spirits 1-888-697-6424
New England Coffee Co. 1-888-642-4697
Old Orchard Brands (717) 733-4036
On Go Energy Shot (616) 887-1745
Paramount Coffee 1-877-LIV-ONGO (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
Shaw-Ross International Importers (313) 873-7677
Skey Spirits (248) 709-2007
Tri-County Beverage (313) 584-7100
United Beverage Group (404) 942-3636
Verdale Products (313) 834-4190
Xango (313) 608-9847

BROKERS/REPRESENTATIVES:

CROSSMARK Sales Agency (734) 207-7900
Property One Real Living (614) 545-1421
S & D Marketing (248) 661-8109

CANDY & TOBACCO:

Altra Corp. Services (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-Joppe's Ice Cream (616) 456-1610
Country Fresh/Melody Farms 1-800-748-0480
Dairymen 1-800-944-2301
Edy's Grand Ice Cream (734) 656-1034
Frosty Products (734) 454-0900
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
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Linwood Egg Company (248) 524-9550
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Flynn Environmental, Inc. (330) 452-9409
Huron Consultants (248) 546-7250
Oscar W. Larson Co. (248) 620-0070
PM Environmental (517) 485-3333

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Atlas Oil Company 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

INSURANCE:

AAA Michigan 1-800-AAA-MICH
Advanced Insurance Marketers (517) 694-0723
Al Bourdeau Insurance Services (248) 855-6690
Avizent (614) 793-8000
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 McBride Jr., Inc. (586) 445-2300
Gadaletto, Ramsby & Assoc. 1-800-263-3784
Lyman & Sheets Insurance (517) 482-2211
McCarthy & Flynn (248) 545-7345

Meadowbrook Insurance Group

North Pointe Insurance (248) 358-1171
Rocky Husaynu & Associates (248) 851-2227
Underground Storage Tank Insurance (Lyndall Associates, Inc.) (440) 247-3750

INVENTORY SERVICES:

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

MANUFACTURERS:

Art One Sign Expo, Inc. (248) 591-2781
Burnette Foods, Inc. (616) 621-3181
General Mills (248) 465-6348
Jerusalem Foods (313) 846-1701
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
Molton Snacks (Jays, Cape Cod) (313) 931-3205
Nikhlis Distributors (Cabana) (248) 582-8830
Up North Jerky Outlets (248) 577-1474

PROMOTION/ADVERTISING:

DBC America (313) 363-1875
Enterprise Marketing (616) 531-2221
PJM Graphics (586) 981-5983
Promotions Unlimited 2000, Inc. (248) 372-7072

RESTAURANTS:

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
C-Biz Solutions 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
(248) 249-6666
Karoub Associates (517) 482-5000
(248) 982-2029
Lincoln Financial Advisors (248) 948-5124
Marcoin/EK Williams & Co. (614) 837-7928
Marketplace Solutions (248) 255-2475
Mekani, Orow, Mekani, Shailal, Hakim & Hinda P.C. (248) 223-9830
Metro Media Associates (248) 625-0076
Network Payment Systems 1-877-473-9477
Platinum Wireless (619) 654-4046
POS Systems Group Inc. 1-877-271-3730
Rainbow Tuxedo (248) 477-6616
RFS Financial Systems (412) 999-1599
Secure Checks (586) 758-7221
Security Express (248) 304-1900
Shimoun, Yaldo & Associates, P.C. (248) 851-7900
Signature Signs (586) 779-7446
Southfield Funeral Home (248) 569-8080
Staples 1-800-693-9900
UHY-US (248) 355-1046
Waxman Blumenthal LLC (216) 514-9400

STORE SUPPLIES/EQUIPMENT SERVICES:

Belmont Paper & Bag Supply (313) 491-6556
Culinary Products (989) 754-2475
DCI Food Equipment (313) 369-1688
DryB's Bottle Ties (248) 568-4255
EMS, Inc. 1-877-666-9938
Envipco (248) 471-4770
Hobart Corporation (734) 697-3073
JAYD Tags (248) 730-2423
Leach Food Equipment Dist. (616) 538-1470
Lighting Supply Company 1-800-544-2851
Mo Banners (248) 688-5000
MSI/Bocar (248) 399-2050
Oscar W. Larson Co. (248) 620-0070
Petro-Cor Corporation (216) 252-6800
Superior Petroleum Equipment (614) 539-1200
Taylor Freezer (734) 525-2538
TOMRA Michigan 1-800-610-4888
Wayne Service Group (313) 330-3737
Wiegand Mack Sales & Service (313) 806-3267

WHOLESALE/FOOD DISTRIBUTORS:

Broaster Sales (989) 427-5689
Brownwood Acres (231) 599-3101
Capital Distributors 1-800-447-4100
Central Foods Wholesale (313) 862-5000
Chef Foods (248) 789-5318
D&B Grocers Wholesale (734) 513-1715
Derby Pizza (248) 650-4451
EBY-Brown Co. 1-800-532-9278
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) 567-6716
Karr Foodservice Distributors (313) 272-6400
Krispy Krunchy Chicken (248) 821-1772
Liberty USA (412) 461-2700
Liberty Wholesale (586) 755-3620
Lipari Foods (586) 447-3500
MGL Select (734) 524-0100
Nash Finch (989) 777-189
Nat Sherman (201) 735-9000
Nikhlis Distributors (Cabana) (248) 582-8830
Norquick Distributing Co. (734) 254-1000
Piquette Market (313) 875-5533
Polish Harvest (313) 758-0500
Royal Distributors of MI (248) 350-1300
S. Abraham & Sons 1-800-477-5454
Sherwood Foods Distributors (313) 659-7300
Spartan Stores, Inc. (616) 878-2242
SUPERVALU (937) 374-7800
Tom Macen & Son, Inc. (313) 568-0500
United Wholesale Dist. (248) 356-7300
Value Wholesale (248) 967-2900
Weeks Food Corp. (586) 727-3300

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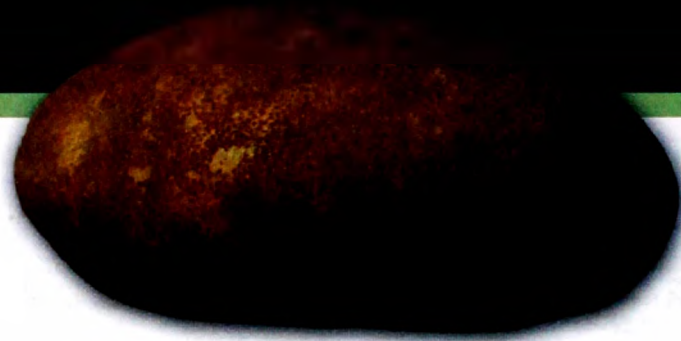
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