Just In

Twice monthly food stamp legislation moves forward in Michigan

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

AFPD Annual Trade Dinner “Viva Las Vegas” provided something for everyone

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

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

A tribute to former AFPD Chairman Frank Arcori was the highlight of the evening’s program. After dinner, guests danced to the sounds of Steve King and the Dittlies and enjoyed casino games with special door prizes which included a trip for two to Las Vegas. A Scotch, Cognac and cigar bar, and a cappuccino station were also featured. See pages 20 & 21 for more photos.

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

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

“We had so many requests for booth space that we had to move the show to a larger hall to accommodate all our exhibitors,” enthused Cathy Wilison, AFPD special events director.

Scheduled for MONDAY and TUESDAY, April 28 and 29 at Rock Financial Showplace in Novi, Michigan, attendees will have five hours each day to visit trade show booths. New this year will be a 10-booth area featuring Michigan products. In addition, Spartan will be back with an 18-booth area to showcase their products and Sherwood Foods will have a whopping 74 booths!

Parking is free, courtesy of Sherwood Foods. For details, please turn to page 12.
"Put your money where your house is."

Buying local strengthens our regional economy

By Jane Shellar

AFPD President

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

The contributions of local businesses have been significantly understated.
These businesses, which call their community "home," may be located
downtown, on Main Street, or on the outskirts of town, or be a farm
operation in a rural area of the state.

One reason for the lack of attention to local businesses often stems from
a perception that they generate little in terms of jobs and dollars for
the community's economic system when compared to the big employer.
However, local businesses form a dynamic, integral part of the market
ecosystem, providing goods and services and a gateway by which
many residents enter the workforce.

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

"People today are looking for ways to
support a more sustainable economy
and revitalize their communities," said Stacy Mitchell, researcher for
the Institute for Local Self-Reliance.

In this month's AFPD's Great Lakes
Report, we highlight some of the local
companies in our Great Lakes Region
which are not only AFPD members,
but are supported by AFPD members.
We salute those companies and others
who have dedicated themselves to
strengthening our community by
contributing their resources and
unique value to the state economy.

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

Did You Know . . .

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

• Support local entrepreneurs
• Create local jobs
• Sustain family farms
• Have greater control over environ­
mental impacts
• Keep money circulating within

The Grocery Zone

By David Covelry

WHATEVER YOU DO, DON'T Go IN THE SAUNA.

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OHIO OFFICE
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Dublin, OH 43017
1-800-666-6233
Fax 1-567-601-8519
www.afdom.org
Continued on next page

our community, keeping wealth in our region
  • Insulate our region from national and global recessions
  • Maintain a unique sense of place, directly contributing to what will keep our home place alive and special in the long-run
  
Maximize the economic multiplier (that means every expenditure of a dollar generates more than a dollar's worth of activity and cascades into a larger number of transactions that enrich the community).

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

The Power of Choice
Every time you make a purchase, you're exercising power of choice. The choice is yours. You have the power to strengthen and enrich your community. Support local farmers and food processors, and others in your community, by purchasing products or services from your home state. Whether it is the milk you buy or the accountant you use — you can do something to create positive change. The concept is a simple one, but it seems that many of us have not given it much thought. Stop worrying about the state of our state and take action. Be a part of those people committed to creating a brighter future for your state.

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

Introducing Café Bohème™

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.

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Venezuela Cuts Off ExxonMobil

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

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

According to Convenience Store News, Venezuelan president Hugo Chavez has threatened to cut off oil supplies to the entire U.S., but his action applied only to ExxonMobil. ExxonMobil is suing over the Chavez government's nationalization of one of four heavy oil projects the oil company operates in that country. A British court last month temporarily froze up to $12 billion of PDVSA's assets and Exxon has secured an "order of attachment" from U.S. District Court in Manhattan on about $300 million in cash held by PDVSA, according to the AP report.

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

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

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

Michigan cleanup contractors seek new certification process

Michigan petroleum industry representatives have asked the Senate Appropriations Environmental Quality Subcommittee to move the certification process for qualified contractors and certified professionals creating and implementing cleanup programs to the Department of Labor and Economic Growth (DLEG).

This is to avoid the Department of Environmental Quality (DEQ) from using that certification as a lever to force contractors to comply with policy changes. The contractors argued that the DEQ has been using operational memoranda to change the rules by which they conduct their cleanups, requiring them to comply with draft memoranda by threatening loss of certification. DEQ officials countered that the memoranda are not enforceable; they are merely intended to clarify already-existing standards.

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

Manipulation of the marketplace

By Ed Weglarz

By Ed Weglarz

APRD Executive Vice President of Petroleum

A little more than a year ago, on January 18, 2007, the price of crude oil on the NYMEX (New York Mercantile Exchange) was hovering around $50 per barrel. Several weeks ago, the NYMEX price reached an all-time high of just over $99 per barrel. While the price of crude oil virtually doubled during this period -- an unprecedented rise of nearly $50 per barrel -- the overall inventory of oil in the United States has been above the 5-year average for the entire year. It seemingly defies the laws of supply and demand to have an astronomical increase in the price of oil at the same time the U.S. inventory of oil has stayed above average.

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

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

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

Lock fill caps to avoid robbery in Ohio

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

The National Conference on Weights and Measures (NCWM) has decided to postpone for a year a vote on whether marketers should be required to install Automatic Temperature Compensation (ATC) at retail. The decision was made at a meeting in Albuquerque, New Mexico, and is a victory for refiners and marketers who had argued that the cost of installing ATC dispensers would far outweigh any possible benefit to consumers. NCWM’s laws and regulations committee decided it needed more information on the issue. The next possible vote will not occur until July 2009. In the meantime, both California and the U.S. Government Accountability Office are expected to produce reports on ATC.

The move has outraged the Foundation for Taxpayer and Consumer Rights, a California activist group with close ties to trial lawyers that is pushing for ATC at the pumps. The Foundation is now accusing NCWM of having “a long history of chumminess” with the oil industry. According to Foundation lobbyist Judy Dugan, the industry pays for outings and entertainment at NCWM conferences. “The regulators literally feed at the hand of the regulated,” she claimed on her blog. She compared the state regulators to “Chicago alderman” who had “pre-decided” the issue and called NCWM chairwoman Judy Cardin “a veteran political operator” who allowed only a few comments to be made before bringing down the gavel on the meeting.

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

High gas prices high on list of economic concerns

High gasoline prices have changed consumers’ overall spending behavior more than any other economic factor, and that is particularly true at the pump, where consumers say they will significantly change their purchasing behavior to save as little as one cent per gallon. According to an article by Associated Press business writer John Porretto, Exxon Mobil Corp. recently posted the largest annual profit by a U.S. company—$40.6 billion. Without a doubt, the world’s largest publicly traded oil company benefited from historic crude prices at year’s end. Exxon also set a U.S. record for the biggest quarterly profit, posting net income of $11.7 billion for the final three months of 2007, besting its own mark of $10.71 billion in the fourth quarter of 2005. Exxon Mobil Corp. recently posted the largest annual profit by a U.S. company—$40.6 billion. Without a doubt, the world’s largest publicly traded oil company benefited from historic crude prices at year’s end.

To help put these figures in perspective: Exxon’s annual profits equate to $4.63 million per hour, 24 hours a day, 365 days a year for the entire 2007 year. Consumers also think that retailers make considerably more profit than they actually do. When asked how much retailers make in profit after subtracting costs, including rent, insurance and all other fees—over $39.5 billion, when averaged 65 cents per gallon—more than 60 cents higher than actual retailer profits, which average one to two cents per gallon over the course of a year. A stunning 16% of those surveyed think that retailers make at least $1 per gallon in profit. While consumers overstated retailer profits, they also thought that a “fair” profit was 29 cents.

According to a survey commissioned by NACS, consumers consider price more important than convenience when shopping for gasoline. Today, consumers say that high gasoline prices have significantly affected their spending behavior, nearly double that of any other economic concern, according to a survey commissioned by NACS. Consumer concerns over high gasoline prices have significantly changed how consumers shop for gasoline. Today, consumers consider price more important than location by nearly a five-to-one margin (73% to 16%).

While most consumers shop based on price, nearly one in three will inconvenience themselves to save as little as three cents a gallon. This consumer price sensitivity drove retailer gross margins on fuel, on a percentage basis, to their lowest level ever in 2007. Most consumers currently indicate that they haven’t significantly changed their driving habits, they do say that if gasoline prices increase they might change their behavior. The mean consumer response was that $3.71 per gallon would make consumers significantly cut back their fuel purchases. Consumers also think that retailers make considerably more profit than they actually do. When asked how much retailers make in profit after subtracting costs, including rent, insurance and all other fees—over $39.5 billion, when averaged 65 cents per gallon—more than 60 cents higher than actual retailer profits, which average one to two cents per gallon over the course of a year. A stunning 16% of those surveyed think that retailers make at least $1 per gallon in profit. While consumers overstated retailer profits, they also thought that a “fair” profit was 29 cents.

While consumers think that retailer profit on a gallon of gasoline is about 23% of the cost (it’s actually less than 1%), consumers don’t blame retailers for high prices. The corner gas station—store is not perceived as the cause of consumers’ pain. When given nine possible explanations for higher prices, consumers said that gas stations increasing profits was the least important factor. And when asked to pick the main reason why gasoline prices increase, only one in 25 consumers said it was from gas stations profiteering.

 Exxon breaks the nation’s corporate profit record

According to an article by Associated Press business writer John Porretto, Exxon Mobil Corp. recently posted the largest annual profit by a U.S. company—$40.6 billion. Without a doubt, the world’s largest publicly traded oil company benefited from historic crude prices at year’s end. To help put these figures in perspective: Exxon’s annual profits equate to $4.63 million per hour, 24 hours a day, 365 days a year for the entire 2007 year.

Exxon also set a U.S. record for the biggest quarterly profit, posting net income of $11.7 billion for the final three months of 2007, besting its own mark of $10.71 billion in the fourth quarter of 2005. The previous record for annual profit was $39.5 billion, when Exxon Mobil reported for 2006. Porretto said the eye-popping results weren’t a surprise given record prices for a barrel of oil at the end of 2007. For much of the fourth quarter, they hovered around $90 a barrel, more than 50 percent higher than a year ago. Crude prices reached an all-time trading high of $100.09 on January 3 but have fallen about 10 percent since.

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BP puts 78 Chicago-area stores up for sale

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

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

NRC will accept offers submitted by Tuesday, April 8, 2008. Those interested in submitting offers to become prospective franchisees and BP dealers are required to attend a seminar in Chicago. Representatives from BP and NRC will host the seminar, which will provide essential information related to BP franchising and fuel supply and the NRC offering process. Reservations and a completed franchise application are required for attendance. More information is available by contacting NRC at (800) 747-3342, Ext. 803, or at www.nrc.com/bp.

U.N. warns biofuels may threaten environment

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

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

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

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

The AFPD’s legislative agenda this year includes urging the Michigan Liquor Control Commission to revise certain procedures in the licensing process so that retailers are not burdened by unnecessary delays and cumbersome paperwork for new and transfer of existing liquor licenses. As part of this effort, we seek to have MLCC revise financial background investigation requirements to end unnecessary searches to confirm the “verifiability” of funds; limit the scope and time permitted local governments for review of applications and create an amendment of MLCC Rule 436.1041 (obtaining a license for use or benefit of another). AFPD is also supporting an online filing procedure to eliminate additional delays in processing. For further information, please call Jane Shallal at (248) 671-9600.

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

Ohio anti-smoking forces upset over “little cigars,” candy-flavored tobacco and other tobacco products (OTP) say they will push for a 55 percent tax on all non-cigarette tobacco products. The Investing in Tobacco-Free Youth Coalition said when legislators raised the state cigarette tax in 2003 and 2005, they did not include smokeless products. Under current law, the tax rate on smokeless tobacco products is 17 percent. The coalition’s proposal is to tax those products at the same rate as cigarettes (55 percent of the wholesale price) and keep the two at the same tax rate in the future. House Speaker John Husted said that the House is unlikely to support the two at the same tax rate in the future. House Speaker John Husted said that the House is unlikely to support the two at the same tax rate in the future. House Speaker John Husted said that the House is unlikely to support the two at the same tax rate in the future. House Speaker John Husted said that the House is unlikely to support the two at the same tax rate in the future.

U.S. convenience store count increases

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

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

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

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

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

By Michele MacWilliams

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

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

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

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

Both Kelly and Cliff Denha followed in their father’s footsteps, working in his stores from the time they were young children. Kelly started college at the University of Michigan, but left school in order to help run the store, when his father became ill.

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

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

It is evident that the brothers have done their homework when it comes to stocking product. Wine Palace is one of the highest volume independent liquor stores in Michigan. Products range from the very common to the unique.

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

“We studied the market and expanded our liquor, beer and wine to meet the needs of our customers,” says Kelly. It has paid off. When Costco moved in, numerous friends of the Denha family predicted that the store would lose market share. Instead, business increased. “Our customers know that we carry products and brands that they can’t find at the larger stores. They also know that our prices are fair. Our goal is to exceed their expectations, make their shopping experience pleasant and provide a value. We find that by doing this, they will make a point of shopping with us,” Kelly added.

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

The Denha brothers are confident that with the additional remodeling changes they are about to make, and with the knowledge that they have gained from their father, Wine Palace will be positioned to compete with just about any type of store that happens to move into the area for years to come.
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April 28 & 29, 2008

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

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### Bacardi 

**Price Increase! Effective May 1st**

#### Bacardi Superior/Gold

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<th>Brand</th>
<th>Size</th>
<th>April Purchase Price</th>
<th>May Min Shelf Price</th>
<th>Bottle Profit</th>
<th>1 Case</th>
<th>5 Cases</th>
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#### Bacardi Flavored Rums

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<td>Bacardi Flavored Rums</td>
<td>Razz #927</td>
<td>*O#99976</td>
<td>Apple#2420</td>
<td>Peach#4193</td>
<td>G Melon#3317</td>
<td>Coco #925</td>
<td></td>
</tr>
<tr>
<td>Bacardi Flavored Rums</td>
<td>Razz#334</td>
<td>*O#99996</td>
<td>Apple#2423</td>
<td>Peach#4224</td>
<td>G Melon#3296</td>
<td>Coco #828</td>
<td></td>
</tr>
<tr>
<td>Bacardi Flavored Rums</td>
<td>Razz#35</td>
<td>*O#99826</td>
<td>Apple#2424</td>
<td>Peach#4225</td>
<td>G Melon#3343</td>
<td>Coco #929</td>
<td></td>
</tr>
</tbody>
</table>

#### Bombay Sapphire

<table>
<thead>
<tr>
<th>Brand</th>
<th>Size</th>
<th>April Purchase Price</th>
<th>May Min Shelf Price</th>
<th>Bottle Profit</th>
<th>1 Case</th>
<th>5 Cases</th>
<th>10 Cases</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bombay Sapphire</td>
<td>750ml</td>
<td>$19.52</td>
<td>$23.96</td>
<td>$4.44</td>
<td>$53.28</td>
<td>$266.40</td>
<td>$532.80</td>
</tr>
<tr>
<td>Bombay Sapphire</td>
<td>1.0L</td>
<td>$24.65</td>
<td>$29.99</td>
<td>$5.34</td>
<td>$64.08</td>
<td>$320.40</td>
<td>$640.80</td>
</tr>
</tbody>
</table>

#### Grey Goose

<table>
<thead>
<tr>
<th>Brand</th>
<th>Size</th>
<th>April Purchase Price</th>
<th>May Min Shelf Price</th>
<th>Bottle Profit</th>
<th>1 Case</th>
<th>5 Cases</th>
<th>10 Cases</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grey Goose</td>
<td>50ml</td>
<td>$2.99</td>
<td>$3.98</td>
<td>$0.99</td>
<td>$118.80</td>
<td>$594.00</td>
<td>$1,168.00</td>
</tr>
<tr>
<td>Grey Goose</td>
<td>200ml</td>
<td>$7.60</td>
<td>$9.96</td>
<td>$2.36</td>
<td>$56.64</td>
<td>$283.20</td>
<td>$566.40</td>
</tr>
<tr>
<td>Grey Goose</td>
<td>375ml</td>
<td>$14.85</td>
<td>$17.98</td>
<td>$3.13</td>
<td>$37.56</td>
<td>$187.80</td>
<td>$375.60</td>
</tr>
<tr>
<td>Grey Goose</td>
<td>750ml</td>
<td>$27.20</td>
<td>Le Citron #167</td>
<td>$3.29</td>
<td>$37.56</td>
<td>$187.80</td>
<td>$375.60</td>
</tr>
<tr>
<td>Grey Goose</td>
<td>1.0L</td>
<td>$32.29</td>
<td>$36.46</td>
<td>$7.17</td>
<td>$43.02</td>
<td>$215.10</td>
<td>$430.20</td>
</tr>
<tr>
<td>Grey Goose</td>
<td>93140</td>
<td>L'Orange #96820</td>
<td>Le Citron #166</td>
<td>$34.62</td>
<td>$173.10</td>
<td>$345.20</td>
<td></td>
</tr>
<tr>
<td>Grey Goose</td>
<td>1486</td>
<td>L'Orange #1483</td>
<td>Le Citron #168</td>
<td>$12.17</td>
<td>$73.02</td>
<td>$365.10</td>
<td>$730.20</td>
</tr>
</tbody>
</table>

### CALL TODAY!

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Representative Richard LeBlanc holds many badges and responsibilities

Michigan State Representative Richard LeBlanc  
Democrat  
District 18 Westland

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

By Kathy Blake

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

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

Background
LeBlanc was a tool and die maker from 1977 to 1984 and graduated to journeyman in 1981. He was also an elected UAW bargaining representative. He worked in the General Motors Corporation Ypsilanti metrology laboratory, and then at Ford Motor Company in Plymouth from 1995 to 2006. He was a PTA president and applied for an opening on the Wayne/Westland Community Schools Board of Education, one of 19 applicants. "I believed the school board selection process wasn't fair. I really had issue with the process and conduct of that board," LeBlanc said. It motivated him to run for the next election in which he won and held the position of officer and trustee from 1992 through 1995.

Westland City Council
LeBlanc then ran for Westland City Council and upset an incumbent and held office from 1995-2001 and 2003 to 2007. One of the things he is proud to have done on the city council was to work on the development of an ethics ordinance. "I had long wanted to adopt an ethics ordinance," said LeBlanc. It was adopted after he left office. He is also proud to have authored the Westland Woodlands Ordinance. "Westland is actually home to more park acreage than any other community in Wayne County except Detroit. My ordinance necessitates the identification of trees that are on a site to be developed. It requires a ratio replacement—one big tree for 25-30 small trees, for example." There is a fund to contribute money in lieu of planting trees.

Michigan driver education bill
LeBlanc's first taste of Lansing was in 2005, when he testified before the Michigan House of Representatives Transportation Committee, regarding a bill that would revise the Michigan Driver Education Graduated Licensing law. House Bill 4756 was a bill that would limit the number of passengers in vehicles driven by first-year drivers under the age of 18 to one non-family member. "I speak in support of HB 4756 because I believe it's both wanted and necessary, and because my experience as a (Canton) reserve police officer is that passengers contribute substantially to driver distractions and accidents," he testified before the committee. "Two out of every three teenagers who die in a vehicle crash are passengers in a vehicle driven by another teenager. This is a staggering statistic."

As a State Representative
LeBlanc's friend, former Rep. Glenn Anderson, D-Westland and others persuaded him to run for state representative. Currently in his second year in the legislature, LeBlanc says it's been overall a good experience. "It's been everything I imagined it would be...the good, the bad and the ugly but mostly a good experience."

LeBlanc serves on the Appropriations Committee and is Chairman of the State Police and Military and Veterans Affairs subcommittee. He also serves on the Economic Development and Transportation subcommittees.

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

Regarding tax cuts to the Michigan Business Tax, he said, "If there is an additional opportunity to revisit or re-craft the tax structure that doesn't harm the state but allows businesses to stay on its feet, then I'll vote for it."

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

LeBlanc believes it could bring new businesses to those areas. "Instead of locating a business in Ohio or Illinois, we can convince them to locate here in Michigan."

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

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

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

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

Congratulations to this esteemed group of Michigan Lottery retailers for achieving $1,000,000 or more in total Lottery sales for 2007.

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8 Mile Express
Detroit
A&L Market
Detroit
Angelo's Food Specialties
Benton Harbor
Bacall's Market
Detroit
Bell Bar*
Bey City
Beverage 1
Detroit
BP Gas
Lathrup Village
Bugsy's North Bar & Grill*
Imly City
Carmen's Liquor & Deli
Detroit
Casino Liquor Shoppe
Detroit
Cherry Belt Party Store
Inkster
Christi's Bar & Grill*
Lake Orion
Consumer Party Shoppe
Detroit
Country Farm Market
Pontiac
Denny's Fine Wines
Oak Park
Duffy's of Flushing*
Flushing
Five Star Liquor
Dearborn
Florentine's Pizzeria
Restaurante & Sports Lounge*
Grand Rapids
Glass Bottle Shoppe
Detroit
Gratiot Fairmont Market
Detroit
Great Baraboo Brewing Company*
Clinton Township
Greenfield Party Shoppe
Southfield
In N Out Store #31
Detroit
Liberty Food Center
Detroit
Light House Liquor
Oak Park
Luxor Market
Detroit
Mario's Market
Lansing
Meijer #93
Southgate
Meijer #145
Fraser
MGM Food Center
Detroit
Moon Raker*
Battle Creek
Mr. S's Deli
Detroit
M T Loonies*
Temperance
New Northend Market
Oak Park
New Super Fair Foods
Detroit
Oakland Liquor Party Shoppe
Southfield
Pairs Food Store
Oak Park
Parklance Cork & Bottle
Detroit
Pied Piper
Detroit
Royal Shopping Place
Hamtramck
Rusty Nail Lounge*
Canton
Sam's Liquor Shoppe
Detroit
Sammy's Restaurant/Lounge*
Lansing
Sax Discount
Taylor
Scotia Stop Food Store
Oak Park
Secord Lake Bar*
Gladwin
Shoppers Market
Warren
Shoppers Market
Centerline
Center Line
Skip's Market
Center Line
Stop N Shop
Saginaw
Striking Lanes*
Hartland
Sunny Mart
Muskegon
Super M Market
Detroit
Tee Bonez Tavern*
Brighton
Thrifty Scot
Detroit
Toms Foods
Dearborn
Tommy Branns Steak House*
Wyoming
Town & Country Liquor
Southfield
Uncle Bob's Bar*
Grand Rapids
Vestal Inn*
Belmont
Westland Food Store
Westland
Whitt's Party Store
Battle Creek
Wyoming & Six Food Market
Detroit

*MICHIGAN LOTTERY
*Club Games retailer
The Food and Drug Administration (FDA) created the charts displayed on these two pages in order to help consumers make informed purchasing decisions that reflect their dietary needs. Posting these charts is strictly voluntary. However, the FDA will begin surveying stores starting March 1, 2008 to determine if there is sufficient voluntary compliance. If participation drops below 60 percent, the FDA has the right to mandate nutrition labeling on these products.
AFPD is making it easy for you to comply. Simply cut out the charts on these two pages and post them in the appropriate departments. You can also download them at www.afdom.org. If you have questions, please call Dan Reeves at AFPD (800) 666-6233.

### Seafood Nutrition Facts

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

<table>
<thead>
<tr>
<th>Seafood Serving Size (94 g/3 oz)</th>
<th>Cal</th>
<th>Chol</th>
<th>Fat</th>
<th>Sod</th>
<th>Carbohydrate</th>
<th>Total Sugar</th>
<th>Protein</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blue Crab</td>
<td>180</td>
<td>120</td>
<td>12</td>
<td>200</td>
<td>20%</td>
<td>0%</td>
<td>20%</td>
</tr>
<tr>
<td>Catfish</td>
<td>200</td>
<td>100</td>
<td>20</td>
<td>100</td>
<td>20%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Clams, about 12 oz</td>
<td>140</td>
<td>100</td>
<td>20</td>
<td>140</td>
<td>14%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Cod</td>
<td>120</td>
<td>100</td>
<td>20</td>
<td>120</td>
<td>12%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Plounder/ Sole</td>
<td>140</td>
<td>100</td>
<td>20</td>
<td>140</td>
<td>14%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Haddock</td>
<td>160</td>
<td>120</td>
<td>20</td>
<td>160</td>
<td>16%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Halibut</td>
<td>180</td>
<td>140</td>
<td>20</td>
<td>180</td>
<td>18%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Lobster</td>
<td>200</td>
<td>160</td>
<td>20</td>
<td>200</td>
<td>20%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Ocean Perch</td>
<td>140</td>
<td>100</td>
<td>20</td>
<td>140</td>
<td>14%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Orange Roughy</td>
<td>120</td>
<td>100</td>
<td>20</td>
<td>120</td>
<td>12%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Oysters, about 12 medium</td>
<td>140</td>
<td>100</td>
<td>20</td>
<td>140</td>
<td>14%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Pollock</td>
<td>160</td>
<td>120</td>
<td>20</td>
<td>160</td>
<td>16%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Rainbow Trout</td>
<td>180</td>
<td>140</td>
<td>20</td>
<td>180</td>
<td>18%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Rockfish</td>
<td>200</td>
<td>160</td>
<td>20</td>
<td>200</td>
<td>20%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Salmon, Atlantic Coho/ Bakers/Pug</td>
<td>120</td>
<td>100</td>
<td>20</td>
<td>120</td>
<td>12%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Scallop, about 4 large or 6 small</td>
<td>140</td>
<td>100</td>
<td>20</td>
<td>140</td>
<td>14%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Shrimp</td>
<td>160</td>
<td>120</td>
<td>20</td>
<td>160</td>
<td>16%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Swordfish</td>
<td>180</td>
<td>140</td>
<td>20</td>
<td>180</td>
<td>18%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Tilapia</td>
<td>200</td>
<td>160</td>
<td>20</td>
<td>200</td>
<td>20%</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>Tuna</td>
<td>220</td>
<td>180</td>
<td>20</td>
<td>220</td>
<td>22%</td>
<td>0%</td>
<td>10%</td>
</tr>
</tbody>
</table>

Seafood provides negligible amounts of trans fat, dietary fiber, and sugars.
MLCC takes steps to combat smuggling

In an effort to eliminate the illegal trafficking of bootleg spirits coming into Michigan, the Michigan Liquor Control Commission, (MLCC) in cooperation with unnamed spirit suppliers, has begun shipping liquor in Michigan-identifiable containers. These containers now provide a means for Commission Enforcement Officers and other law enforcement agencies to verify whether the products were legally purchased through Michigan’s ADA distribution system.

In addition to citing licensees for Liquor Control Code violations, the Commission will continue to work closely with the Michigan Attorney General’s Office along with state and federal law enforcement agencies to aggressively prosecute all violators, including licensees, through the criminal justice system.

“The Commission will continue to be vigilant and will use all available law enforcement resources to combat continuing illegal smuggling activities,” the MLCC said in a bulletin to Michigan licensees.

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

Michigan wine discount rules

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

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

Wine approved by the Commission for discount cannot be reordered by the SDM licensee within one year from the date of the Commission’s approval and only in-store advertising of the discounted wine is allowed. An SDM may only request wine discounts once every 180 days.

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

<table>
<thead>
<tr>
<th>STYLE</th>
<th>WIDTH</th>
<th>HEIGHT</th>
<th>DEPTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Front Unload W/O Side Glass</td>
<td>47&quot;</td>
<td>72&quot;</td>
<td>34&quot;</td>
</tr>
<tr>
<td>Rear Unload W/ Rear Glass</td>
<td>47&quot;</td>
<td>72&quot;</td>
<td>54&quot;</td>
</tr>
<tr>
<td>Rear Unload W/O Glass</td>
<td>47&quot;</td>
<td>72&quot;</td>
<td>34&quot;</td>
</tr>
</tbody>
</table>

VOLTAGE
110-115V 1 Ph (Standard Outlet)

PERFORMANCE/CAPACITY
Glass—40/minute—Holds up to 300
Plastic—30-45/minute—Holds 160
Cans—50+/minute—Holds 720

The KANSMACKER MINI 3 in 1 is a compact version of the Super Series machine with a smaller capacity customer-operated plastic, aluminum can and glass redemption center that counts, crushes and bags both plastic and aluminum cans. The glass is returned in the Distributors' carton/cases. This machine can be configured in 6+ different possible configurations to fit almost any space provided.

<table>
<thead>
<tr>
<th>STYLE</th>
<th>WIDTH</th>
<th>HEIGHT</th>
<th>DEPTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Front Unload W/ Side Glass</td>
<td>53&quot;</td>
<td>72&quot;</td>
<td>33&quot;</td>
</tr>
<tr>
<td>Front Unload W/O Glass</td>
<td>32.5&quot;</td>
<td>72&quot;</td>
<td>33&quot;</td>
</tr>
<tr>
<td>Rear Unload W/ Rear Glass</td>
<td>32.5&quot;</td>
<td>72&quot;</td>
<td>53&quot;</td>
</tr>
<tr>
<td>Rear Unload W/O Glass</td>
<td>32.5&quot;</td>
<td>72&quot;</td>
<td>33&quot;</td>
</tr>
</tbody>
</table>

VOLTAGE
110-115V 1 Ph (Standard Outlet)

PERFORMANCE/CAPACITY
Glass—40/minute—Holds up to 140
Plastic—30-45/minute—Holds 120-200
Cans—50+/minute—Holds up to 480

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A capacity crowd enjoyed the evening's festivities.

AFPD's 92nd Annual Trade Dinner was the place to be seen on Friday, January 25!

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

AFPD President Jane Shallal addresses the crowd.

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

The gambling tables were popular!

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

Sophia Maroof and Nicole Seman.

AFPD President Jane Shallal addresses the crowd.

Sam Dallo and niece Leann Arcori.

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

A capacity crowd enjoyed the evening's festivities.
AFPD thanks its sponsors and Trade Dinner Committee

Co-Chairs: Paul Elhindi
Lyndhurst Valero
Scott Skinner
Diageo

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

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Frank Gates/Attenta is becoming Avizent

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

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- Special expertise in self-insured and multi-state program management, as well as large deductible programs;
- A comprehensive suite of in-house, integrated medical managed care capabilities (PPO networks, utilization review, medical bill review, case management, pharmacy benefit management);
- Alternative risk programs, such as captives and self-insurance options for single entity, group and association property/casualty insurance plans;
- VISUAL Claims Studio, the heart of our best-in-class RMIS software suite, will be enhanced this spring with advanced claims management capabilities;
- Avizent, based in Columbus, Ohio, is one of the fastest-growing national risk management providers. The company employs over 700 associates throughout the U.S. Ohio AFPD members carrying group workers' compensation insurance will have their policies continued under Avizent. For additional information, visit the Avizent website at avizentrisk.com.

Scada Systems Security provides peace of mind

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

Scada Systems Security is licensed, bonded and insured. The company provides all types of security and surveillance devices and services including time attendance, access control, networking and cabling, telephone key systems and more. They also provide service and customer support for all the systems that they provide.

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

Kar’s Nuts introduces resealable packs

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

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

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

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

With GreenCurrents, your company can make a difference

GreenCurrents

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

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

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- Match 100 percent of your monthly electric consumption with green energy for two cents per kilowatt-hour (kWh). The monthly cost is in addition to your normal monthly electric charges.
- Buy a 1,000 kilowatt-hour block of renewable energy for $20 per month. There is no limit to the number of renewable energy blocks that can be purchased, so you can choose the level of participation that best suits your budget.

For more information about GreenCurrents, call (866) 207-6955, or go to www.GreenCurrents.com.

DTE Energy

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

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

AFPD members currently in the AFPD/USTI program who are thinking about raising or lowering their deductible can contact the AFPD office or Bob Barbero at USTI Ohio. They can review your desired changes and calculate the effects this will have on your insurance premiums. The AFPD/USTI program complies with all financial responsibility if you have selected the optional tank deductible coverage. For more information or to register for the program, check USTI’s web site www.ustiohio.com or contact Bob Barbero, USTI Ohio, at 1-800-558-USTI (8784).

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

Both state organizations, PUSTRCB and BUSTR, say their fees will remain the same as they were for 2007. PUSTRCB is charging $600 per tank for the $55,000 deductible option and $800 per UST for those who choose to reduce their deductible to $11,000.

As always, owners of seven or more USTs in the same name are restricted to the annual Financial Assurance fee of $600 per UST for a deductible of $55,000.

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

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

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

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

“Policies must be specifically endorsed or purchased separately in order to be covered,” said Barbero.
Select Michigan encourages customers to buy local

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

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

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

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

The campaign elements involve integrated approaches with high emphasis on in-store retail activity including: In-store radio, signage and events, integration into selected websites, radio and other publicity.

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

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

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

Complete Dairy Program offsets rising milk prices

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

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

In addition to lower prices, retailers receive a two percent discount on all purchases. The rebate checks are paid quarterly, from AFPD.

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

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

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

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

Wanting to change this, Cesarone started a company called POS Systems Group to C-BIZ Computer Solutions to reflect the changes in the industry.

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

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

For information and to learn more about the AFPD members-only benefits, call Craig Cesarone at 866-271-3730 or check out their website at www.C-Bizs.com.

C-Biz Computer Solutions streamlines c-store operations

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

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

We offer a variety of point-of-sale (POS) software, hardware and network solutions for retail stores, restaurants, and Web stores. We suit our systems to meet the needs of our customers,” Cesarone says.
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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™ is an important step on that journey. We hope you’ll join us.

Sign up for GreenCurrents™ today!
Go to www.GreenCurrents.com
Or call 866-207-6955.

The Power of Your Community e = DTE®
Great Lakes GOODS

Brownwood Acres captures the benefits of fruit

Steven de Tar comes from a long line of entrepreneurs. His great grandmother started a roadside fruit stand that his grandparents grew into a Northern Michigan tourist destination. He and his family expanded on this with a line of wholesale fruit products. Now, they have branched into the functional food industry. It all started in 1945, when Steve's great grandmother, Mary Louise Morse, moved to Northern Michigan to retire. To make ends meet, she opened a roadside stand at her farm on East Torch Lake Drive, south of Eastport, where she sold fruit, vegetables, honey, Cherry Butter and Kream Mustard. Over the years, the stand grew into a series of historic buildings that sold a variety of homemade products in a quaint and inviting atmosphere, called Brownwood Acres.

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family purchased rundown historic buildings in the area and moved them to the farm for restoration. Over the years, the Brownwood Farms product line expanded with additional preserves, mustards, barbeque sauces and spreads. In 1980, when Steve de Tar graduated from college, Brownwood products were only available at Brownwood Acres. He saw an opportunity for expansion and began marketing them to stores and specialty markets across the Midwest. He grew the company, expanding its manufacturing capabilities. Then, in 1999 he discovered the health benefits of cherry juice concentrate. Cherries are known for their anti-inflammatory properties and the concentrated juice magnified the benefits.

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

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

For more information on Brownwood products, call them at 1-877-591-3101.
Detroit Popcorn creates smiles since 1923

A lot has changed since Detroit Popcorn opened in 1923. However, the idea of catering to the needs of customers with ready-to-eat snacks and fun foods, concession equipment and supplies has not. In 2006, David Farber purchased the Detroit Popcorn Company from Robert and Rick Jaguar. The Jagur family owned the popular company since 1970. Farber was the former owner of a Vitamin Outlet.

The company is unique in that it is both a retail store and a supplier of product and equipment for other retailers, restaurants and concession stands. In addition the company caters corporate and social events. The Detroit Popcorn Company manufactures and distributes a variety of popcorn, throughout Michigan, the U.S. and Canada, from its retail showroom and via the Internet. The company also offers, cotton candy, snow cones, pretzels, peanuts, all types of carnival/festival foods like brats and hot dogs, and more. Detroit Popcorn rents and sells many types of popcorn poppers, popcorn carts, hot dog/brat cookers, supplies and accessories for do-it-yourself events, or the company can provide complete catering service for events big and small. They recently moved to a 20,000-square-foot showroom at 14950 Telegraph Road in Redford Township, Michigan, which is just south of Five Mile Road, on the east side of the street. Their new phone number is 313-387-1600.

Great Lakes GOODS

Ice is nice, especially when it's delivered

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

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

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

In the ice business, there are basically two choices of ice styles: Vogt and Turbo, according to Saad. Turbo ice has no uniformity whatsoever, as the machinery produces flat sheets of ice that are sent through a crusher; Vogt ice machinery produces long, cylindrical tubes of ice with hollow centers that are sliced to perfect uniformity. "Over the years it has become apparent that our customers much prefer Vogt ice for its consistent drinking pleasure. That is why all U.S. Ice is manufactured by the Vogt ice process," said Saad. For more information, call the Ice Line: (313) 862-3344. Better yet, stop by the U.S. Ice booth at the AFPD Trade Show to thank Saad personally for "keeping us cool."
Momentum gains to sack plastic grocery bags

By Michele MacWilliams

The “paper or plastic” conundrum that vexed earnest shoppers throughout the 1980s and 1990s is beginning to gain steam again. Plastic bags are so cheap to produce, sturdy, plentiful, easy to carry and store that they have literally taken over the grocery and convenience store market since they were introduced thirty years ago.

As a result, they are everywhere. “They sit balled up and stuffed into the one that hangs from the pantry door. They line bathroom trash bins. They carry clothes to the gym. They clutter landfills. They float from trees. They drift on the high seas. They clog roadside drains. They drift on the high seas. They fill sea turtle bellies,” wrote John Roach for National Geographic News.

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

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

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

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

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

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

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

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

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

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

“Nothing like Ohio or Michigan have pushed for a shopping bag ban. However, it is always a real possibility,” said Dan Reeves, AFPD Executive Vice President of Food & Beverage.

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

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

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

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

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

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

Hollywood Markets are providing solutions to the plastic bag issue by offering increased use of reusable bags. We recognize a need to address environmental concerns and are trying to do our part in reducing the number of plastic bags that end up in our landfills or as litter,” stated AFPD member Thom Welch of Hollywood Markets. Hollywood promotes a variety of ecological choices by encouraging its customers to use paper bags, a plastic bag that has been “recycled” using industrial material and or woven reusable bags which are offered for sale. “Our reusable bags are selling very well,” stated Welch, “and we give a 5 cent credit for every bag a customer brings in to use to carry home their groceries.”

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

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

Some Plastic Facts:

• About 500 billion to 1 trillion plastic bags are used worldwide every year, according to Vincent Cobb, founder of reusablesbag.com.

• Countries that have banned or taken action to discourage the use of plastic bags include Australia, Bangladesh, Ireland, Italy, South Africa and Taiwan.

Australians were using nearly 7 billion bags a year, and nearly 1.2 billion bags a year were being passed out free in Ireland before government restrictions, according to government estimates.

• The first plastic sandwich bags were introduced in 1957. Department stores started using plastic bags in the late 1970s and supermarket chains introduced the bags in the early 1980s.

• Overall, the U.S. plastics and related industries employed about 2.2 million U.S. workers and contributed nearly $400 million to the economy in 2002, according to The Society of the Plastics Industry.
Easy Pick Payout offers bonus for Daily 3 players

By M. Scott Bowen
Michigan Lottery Commissioner

Every Michigan Lottery retailer has their set of loyal players who play regularly at their store, wagering the same numbers in the same games time and time again. You may even have some Daily game players who fall into that category: they play the same numbers, at the same store, sometimes even at the same time of day. These are the folks who should be playing the Daily 3 Easy Pick Payout.

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

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

March 17 saw two new instant games: Amazing Money ($5) and Casino Fortune ($20). Amazing Money features over 95,000 prizes between $20 and $100. Casino Fortune has over 1,000 prizes of $1,000 and a top prize of $2,000,000.

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

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

Daily Double ends: Sales for the Daily 3&4 Daily Double games ended on Sunday, March 9, 2008. Winning Daily Double tickets will validate within one year of the sale date on your terminal.

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

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