AFPD represents your legislative interests

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

AFPD getting closer to twice-monthly food stamps legislation

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

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

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

Michigan’s 1.2 million food stamp recipients - the highest number ever - have their benefits added to a debit card once a month, early in the month. Retailers state that the current system of once-per-month distribution causes grocers problems with staffing, cash flow and inventory. In addition, food stamp recipients aren’t buying enough healthy, fresh food throughout the month.

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

AFPD opposes Ohio Senate Bill 193

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

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

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

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

Change Service Requested

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

PRRSTD STC
U.S. Postage
PAID
DETROIT, MI
PERMIT #36

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

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

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

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

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

See who is exhibiting and check out this year's show products and specials beginning on page 20!
Get a Grip on Your Thirst

NEW EASY-HOLD, EASY-OPEN BOTTLE
**Women are an integral part of our industry**

You go girl!

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

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

**The Grocery Zone**

By David Coverly

By Chris Zetbas

AFPD Chairman of the Board

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

The previous generation of women through the years; women who have paid the proverbial “dues” and have moved up the ladder through different operations in family-owned businesses, small operations and large companies.

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

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

Joyce Saranathan, a vice president with Lipari Foods had this to say: “With tenacity, passion, drive and dedication, anyone will find success in what they set forth to do, regardless of their gender. Being a female holding a leadership role in a predominantly male-driven industry has allowed me to offer a unique perspective and sensitivity to the business. Through mentorship and guidance I am able to offer a female perspective to a position that otherwise might not have been considered.”

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

I have had the pleasure to work with some incredibly talented women through the years; women who have paid the proverbial “dues” and have moved up the ladder through different operations in family-owned businesses, small operations and large companies.

You go girl.
industry and feel that I am respected by my customers and my peers.”

AFPD’s President Jane Shalal says that in a business where males have traditionally outnumbered females, she is pleased to see more women leaders today in the retail, wholesale, and supplier communities. “More companies are creating an environment where women can flourish in leadership roles in this industry. Providing a female perspective into the management levels of the food and petroleum industries is very valuable and has proven to improve a company’s bottom line,” she explained.

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

* Where Service, Quality and Price meet!

**U.S. ICE**

**DETROIT'S ICE KING SINCE 1984!**

- Cube Ice
- Block Ice
- Crushed Ice
- Dry Ice
- Cash & Carry

Department at Wholesale Prices

- Best Prices in Town!
- Centrally Located for Best Delivery!

**U.S. ICE CORP.**

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

The Abbo Family has served Detroit's ice needs since 1964!

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

Call the ICE LINE: (313) 862-3344

---

**Calendar**

- June 11, 2008
  - Ohio AFPD Annual Trade Show
    - Cleveland, OH
    - Contact: Cathy Willson
    - 1-800-666-6233
- July 16, 2008
  - AFPD Foundation Golf Outing
    - Fox Hills, Plymouth, MI
    - Contact: Michele MacWilliams
    - 1-800-666-6233
- July 24, 2008
  - AFPD/Liberty USA Golf Outing
    - Weymouth Golf Club, Medina, OH
    - Contact: Tony Deluca
    - 1-800-666-6233

**May is...**

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

---

**Statement of Ownership**

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

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

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

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

AFPD works closely with the following associations:

- IFDA
- FIAF
- NSAM
- LKPA
- IFC

---

**4 | AFPD Food & Petroleum REPORT**
Capitol Strategies Group now represents AFPD in the Buckeye State

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

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

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

It is imperative that members of the legislature and individuals in the relevant executive agencies are well informed of AFPD’s position on relevant issues as the association strives to promote a healthy business environment for the independent retailer. Capitol Strategies Group provides AFPD with access to these key decision makers through both valuable relationship development assistance and direct lobbying of the legislative and executive branches of state government.

By proactively monitoring legislation, administrative rules and other government decisions, Capitol Strategies Group ensures that AFPD will be in the best possible position to impact decisions that affect your business.

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

Ohio Tank Board meeting dates

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

- June 11, 2008
- September 30, 2008

All meetings are scheduled to begin at 10:00 a.m. However, it is suggested that you contact the Board to confirm the meeting date and time. The meetings are held at the Board’s offices located in the LeVeque Tower at 50 West Broad Street, Suite 1500, Columbus, OH 43215. For additional information, log on to www.petrotboard.com

Potpourri of warnings

By Ed Weglarz
AFPD Executive Vice President of Petroleum

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

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

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

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

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

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

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

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

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

**Automatic Teller Machines**

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

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

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

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

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

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

**Pre-paid phone cards**

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

**Pay phones**

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

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

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

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

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

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

For more information, call Tom Twiss at 1-800-511-7790 or e-mail to ttwiss@amcomohio.com.
Americans turn greener

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

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

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

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

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

Right: AFPD members listen with interest
FMI conference brought national speakers to Kalamazoo

By Dan Reeves
AFPD Executive Vice President
Food & Beverage

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

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

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

• Thomas K. Zauda, president and chief executive officer of the National Grocers Association, talked about the future of independent retailers and the importance of the upcoming presidential election.

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

Spartan Stores becomes NSF food safety certified

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

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

All Spartan locations, including Glen's Markets, Family Fare Supermarkets and D&W Fresh Markets, are certified and will have a certified food manager working during every shift when food is being prepared or served.
AFPD's Ohio selling trade show, attracting buyers from:

convenience stores, supermarkets, service stations,
specialty stores, bars, restaurants and drug stores.

2nd Annual
Food & Petroleum Trade Show

Wednesday, June 11, 2008

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

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

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

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

AFPD's Ohio selling trade show, attracting buyers from:
convenience stores, supermarkets, service stations,
specialty stores, bars, restaurants and drug stores.
Legislative News,  
Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.

Continued from front page.
Attention Food and Beverage Industry:

Food & Petroleum Report

Monthly Theme/Promotion Schedule

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

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

Associated Food & Petroleum Dealers, Inc.
30415 West 13 Mile Road
Farmington Hills, Michigan 48334
E-mail Anthony Kalogeridis at anthonykal@comcast.net
or call 313-884-3550 • Fax 313-216-2727

Food & Petroleum Dealers, Inc.
ASSOCIATED
FOOD & PETROLEUM DEALERS, INC.

ASSOCIATED
FOOD & PETROLEUM DEALERS, INC.

Media Info & Data
Working Hard for Michigan's Food & Beverage Industry

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

*3.5 PPM along header, 2.000 circulation includes every supermarket, drugstore, convenience store and specialty food market... virtually the entire retail food industry in Michigan!

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

Join the successful companies that advertise in The Food and Petroleum Report. Call for more information, rates, or to schedule an ad.

Our readers look forward to learning more about your company, your product and your services.

ADVERTISE WITH US: IT PAYS!

Better Made Special
Since 1930
COMPLETE LINE OF SNACKS
Better Made Snack Foods
10148 GRATIOT AVENUE DETROIT, MICHIGAN 48213
MIKE ESSELTINE / GENERAL MANAGER / PH: 800-456-1880 / FAX: 888-684-6390 / MIKE@BETTERMADENORTH.COM
AVAILABLE ONLINE AT BETTERMADENORTH.COM, BY PHONE AT 800-332-2394 AND THE BETTER MADE OUTLET STORE

VISIT US AT BOOTH #327

May 2008 | 11
Former AFPD Scholarship winner rubs elbows with the famous

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

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

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

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

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

Cydne represents the Phoenix and Las Vegas markets. Her job as an artist development representative entails throwing in-store listener signing parties and concerts at music stores, coffee shops, beauty shops and on campuses. Through her work, she has met Bon Jovi, Sting, Kanye West, Jay Z, Mary Jo Blige, Queen Latifah and many more recording artists. One of her memorable signings was for Kanye West. In September, she held an in-store event at Virgin Mega Store in Union Square in New York City. They used a 60-foot inflatable bear. She said it was very successful with between 3,000 and 5,000 people attending. Once customers buy a CD, they gain access to get an autograph and talk to the performer: “I really like him (Kanye West), he’s one of my favorites. I met his mom before she passed away,” said Cydne.

Her idol is Mary Jo Blige. “I’ve met so many people, but when I met her, it was the first time I’ve ever been star struck. I can’t believe I got star struck.” She said that Blige has inspired her.

When she’s not throwing parties or concerts, Cydne also visits music stores and sets up “listening posts” which are displays for customer awareness. She also works online, to increase record sales by getting customers to purchase CDs online or go to a physical music store. She now works for Interscope Geffen-A&M Records, which is owned by Universal Music Group.

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

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

Proudly sold by:
Trans-Con Sales & Marketing 1-888-440-0200
49 retailers top $1 million in Michigan Lottery sales

By M. Scott Bowen
Michigan Lottery Commissioner

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

Million dollar traditional retailers were:
- 6 and Lodge Liquor, Detroit
- 8 Mile Express, Detroit
- A & L Market, Detroit
- Bacall's Market, Detroit
- Beverage 1, Detroit

AFPD Coupon Redemption Program

Save money and time by letting the professionals handle your coupons

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

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

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

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

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

Mary Ellen Peters, Marathon's senior vice president of marketing, said, "Ethanol blended fuels help us meet the changing needs of our customers. It also supports our nation's renewable fuels goals, which were recently increased by the Energy Independence & Security Act of 2007 to nine billion gallons of renewable fuel in 2018 and 36 billion gallons by 2022."

In response to this legislation and increasing customer demand for ethanol blended gasoline, the company expanded ethanol blending to more than 625 million gallons in 2007. In addition, to ensure the security and flexibility of ethanol supply, the company also has an equity interest in ethanol facilities in Clymers, Ind., and Greenville, Ohio, totaling in excess of 220 million gallons of annual gross ethanol capacity. - CSP Daily News
Baseball season is here . . .
Stock up with Kar's
In-Shell Sunflower Seeds

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

You're always hitting a GRAND SLAM when you choose Kar's:
✓ VALUE
✓ SERVICE
✓ VARIETY
✓ TASTE

Ask your sales rep about our current promotions!

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

KAR'S NUTS
1-800-KAR-NUTS • www.karsnuts.com
Gorman’s has a corner on the Lansing retail meat market

By Kathy Blake

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

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

In 1966, Daniel expanded the store, using the space from the apartment and a house behind the store bringing the square footage to 3,500. He made the meat counter and butcher area much larger and Gorman’s soon became known for its selection and quality of meats. Daniel ran a successful newspaper advertisement proclaiming “the freshest meat in town.” The ad became nationally distributed when a customer sent it in to National Lampoon magazine because of the humorous photo of Daniel holding a bull by the horns.

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

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

Pat, the younger brother, has 25 years experience working in the store. A third brother, Charles, (Chuck) ran the meat department for 30 years until he passed away in 2001. The two run the store as their father would, in honor of him. To celebrate the life of their brother Chuck, they donate food every year for a cookout for Chuck Gorman Youth Day sponsored by the Clinton County chapter of Pheasants Forever.

Gorman’s is now one of the few grocers in the state where one can purchase a whole hog or order custom cuts of a cow. “We only sell choice and prime meats. We only cut the top grades,” Pat emphasized. Although they only sell the best, their prices are competitive. The special for the week of March 10 was Sirloin Steak at $3.99 per pound.

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

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

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

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

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

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

Sherwood Foods Space Station!

New Location!

GREAT VALUES and DEALS will be given to those who attend the show!
We can meet your needs in your Meat, Deli and Frozen Food Departments!
Including Booths featuring Dry Goods and Bakery Lines!

Proud members of AFPD,

SHERWOOD FOOD DISTRIBUTORS

would like to invite AFPD members and our customers to visit our 74 booths at AFPD’s 24th Annual Trade Show

Mon. and Tues., April 28 & 29, 2008
New Hours: 5-10 pm Mon.; 4-9 pm Tues.

Every booth will have samples you can taste, so COME HUNGRY!!
ORDER NOW for the MEMORIAL DAY HOLIDAY!

SPECIAL VALUES—YOU CAN REALLY SAVE IF YOU ATTEND!
Pre-register with your Sherwood Foods Sales Representative or call for information.
The law demands that you be at least 21 years of age to attend this show.

(313) 659-7300

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

SHERWOOD FOOD DISTRIBUTORS

would like to invite AFPD members and our customers to visit our 74 booths at AFPD’s 24th Annual Trade Show

Mon. and Tues., April 28 & 29, 2008
New Hours: 5-10 pm Mon.; 4-9 pm Tues.

Every booth will have samples you can taste, so COME HUNGRY!!
ORDER NOW for the MEMORIAL DAY HOLIDAY!

SPECIAL VALUES—YOU CAN REALLY SAVE IF YOU ATTEND!
Pre-register with your Sherwood Foods Sales Representative or call for information.
The law demands that you be at least 21 years of age to attend this show.

(313) 659-7300

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

Visit the

Sherwood Foods Space Station!

New Location!

GREAT VALUES and DEALS will be given to those who attend the show!
We can meet your needs in your Meat, Deli and Frozen Food Departments!
Including Booths featuring Dry Goods and Bakery Lines!

Proud members of AFPD,

SHERWOOD FOOD DISTRIBUTORS

would like to invite AFPD members and our customers to visit our 74 booths at AFPD’s 24th Annual Trade Show

Mon. and Tues., April 28 & 29, 2008
New Hours: 5-10 pm Mon.; 4-9 pm Tues.

Every booth will have samples you can taste, so COME HUNGRY!!
ORDER NOW for the MEMORIAL DAY HOLIDAY!

SPECIAL VALUES—YOU CAN REALLY SAVE IF YOU ATTEND!
Pre-register with your Sherwood Foods Sales Representative or call for information.
The law demands that you be at least 21 years of age to attend this show.

(313) 659-7300

Our new distribution center is equipped to handle all your daily needs.
FOR SECURE CHECK CUSTOMERS

Exclusive Payment Card and Check Processing Programs

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

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

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

globalpayments

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

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

With the 2008 Edition, merchants can now load value from checks or cash onto instant issue prepaid cards. This feature provides merchants with the unique opportunity to quickly load cards and establish accounts while also creating another substantial revenue stream.

For more information, Call 1-800-405-6527, or visit **www.securecheckcashing.com**
Welcome to the 24th Annual Michigan Food & Petroleum Trade Show

Monday, April 28 from 5 p.m. to 10 p.m. and Tuesday, April 29 from 4 p.m. to 9 p.m.

EXHIBITOR LIST AND BOOTH NUMBERS

7UP Bottling Group 329 & 331 Lyman & Sheets 450
AAA (Michigan) 351 Margaritaville Spirits Co. 460
Absopure Water Company 550 Market Place Solutions 449
ADT Security 333 Michigan Department of
Arctic Glacier Inc. 551 Agriculture (10 booths) 242 – 251
Ashby’s Sterling 323 Michigan Lottery 324
ATM of America, Inc. 334 Michigan Merchant Ser. Inc. 348
ATM of Michigan 231 Mike’s Hard Lemonade 315
Axion Protection Group 235 Miller Brewing Company 221 & 223
Better Made Snack Foods, Inc. 327 MLCC 448
Blue Cross Blue Shield of Michigan 344 Mo Banners 236
Broaster Sales Inc. 444 & 446 Motown Snack Foods 343
Centerra 301 Mott’s 300
Coca-Cola Bottling Company 320 & 322 Nail Sherman, Inc. 349
Country Fresh 335 National Wine & Spirits Corp. 542 & 543
DTE Energy 332 Newco Sales (Legal Collections) 544
Eby’s-Nestle Ice Cream 230 & 232 North Pointe Insurance Co. 448
Faygo Beverages/Everfresh 336 & 338 On the Go Energy Shot 321
Fan-T Inc./Canton Health Drinks 346 Oscar W. Larson 228
First Data 451 Pepsi-Cola 220
Forgotten Harvest 237 Pig Out with a purpose 337 & 338
Frito-Lay Inc. 222 & 224 POS Systems Grp./ C-Biz Solutions 225
G-Tech 326 Prairie Farms Dairy Co. 326
General Wine & Liquor Co. 300 Scada Systems 343
Great Lakes Data Systems Inc. 233 Secure Checks Cashing Systems 316
H. T. Hackney 227 & 229 Sherwood Food Distributors (14 booths)
Intrastate Distributors Inc. 546 400-439 & 500-539
IPP of America 239 Skyworks 228
Jayd Tags 317 Spartan Stores (18 Booths) 200-217
Jones Soda 548 Tampico Beverage 234
Kansmacker 445 Tag-It 545
Kar’s Nuts 547 Tomra 330
Lipani Foods 345 & 347 Trans-Con, Sales &
Leach Food Equipment Dist. 328 Marketing (10 booths) 304-313
Leelanau Cellars 302 U.S. Ice, Inc. 442
Lighting Supply Co. 548 Yono Beverage 447

Thanks to Arctic Glacier!

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

Attention Attendees!

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

To make registration quicker and more efficient, please fill out your ticket before arriving at the show. Attendees without a ticket must complete a registration form at the show.
New this spring, look for Kar's Nuts nutty snacks and trail mixes in all new resealable bags! Consumers can now enjoy the great taste of Kar's 'Always Fresh' nuts anytime, anywhere. Many of Kar's most popular nuts, seeds and mixes will now be available in 8 to 12-ounce stand-up pouches. Also new is their in-store display of stackable 12-count cases for the pouches that give retailers greater flexibility for merchandising. Stop by for a sample at booth #547.

Ashby's Sterling Ice Cream will introduce its new flavors for 2008. Visit booth #123 for a sample. Ashby's Sterling Ice Cream is a rich, old-fashioned ice cream that has won numerous, national awards for its unique flavors and for its excellent quality. Their ice cream is designed for food service, with a 'bring 'em back for more' taste. Come taste for yourself!

Nat Sherman, America's only manufacturer of the original all natural luxury cigarette, will be presenting a selection of some of its fastest moving products including Black & Gold®, Gold®, Classics®, Cigaretellos®, MCDs®, Natural® as well as many others. For 75 years Nat Sherman has catered to those who choose to smoke less, but better. Explore the profit margin potential Nat Sherman products can bring you, as you respond to your customers' selective buying habits. Visit Nat Sherman at booth #349.

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

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

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

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

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

Ashby's Sterling Ice Cream will introduce its new flavors for 2008. Visit booth #123 for a sample. Ashby's Sterling Ice Cream is a rich, old-fashioned ice cream that has won numerous, national awards for its unique flavors and for its excellent quality. Their ice cream is designed for food service, with a 'bring 'em back for more' taste. Come taste for yourself!

Nat Sherman, America's only manufacturer of the original all natural luxury cigarette, will be presenting a selection of some of its fastest moving products including Black & Gold®, Gold®,

---

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

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

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

A 30-year veteran of the food and beverage industry in Michigan, Chris has worked in a variety of roles. “I’ve been a butcher, a salesman, a consultant and a stock boy. I’ve run sales territories for a Fortune 500 company and I’ve operated small family businesses,” said Zebari. He was also a membership salesman for AFPD beginning in 1997 (when it was called Associated Food Dealers of Michigan).

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

Chris started out working in his family’s Michigan grocery stores: Wagon Train Market in Detroit, Country Style Market in Livonia and New Hudson Food Market in New Hudson. He became a wine salesman for J. Lewis Cooper, and then went to work for Pepsi Bottling Group for 15 years as key account manager, where he was awarded the PepsiCo President’s Ring of Honor for outstanding achievement. Since 2004, Chris has worked for Lipari Foods as a sales representative.

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

Working with Phillip Morris USA, scientists have genetically modified tobacco plants to knock out a gene that turns nicotine into one of the carcinogens in cured tobacco, according to a report in Wired magazine. The Philip Morris-funded North Carolina State researchers say the work could lead to less cancer-causing chewing tobacco. In large-scale field trials, they compared the levels of N-nitrosonornicotine, a chemical known as NNN, between genetically modified tobacco plants and a control group. They found a six-fold decrease in NNN and a 50% overall drop in a whole class of nasty substances known as tobacco-specific nitrosamines, according to the report.

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

Not oblivious to consumer opposition to many genetically modified crops, the researchers then created a line of tobacco plants missing the same gene they'd previously knocked out through conventional breeding techniques. They are currently trying to introduce that mutation into commercial tobacco lines, presumably avoiding a genetically modified organism label.

- CSP Daily News
Take a spin with renewable energy... choose DTE Energy’s GreenCurrents™.

Ever wish you could do something good for the environment? Now you can.
Sign up for GreenCurrents™, the new renewable energy program from DTE Energy.

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

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

DTE Energy is committed to minimizing the impact we have on the environment. And we believe GreenCurrents™ 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.
“Value” is most important factor to grocery shoppers

Good value is the most important factor in determining where consumers spend their grocery dollars, according to a study by The Nielsen Company. Sixty percent of U.S. consumers rank “good value for money” as the most important consideration when choosing a grocery store; 85 percent of global consumers agree. Nielsen’s research shows that after “good value,” 28 percent of U.S. consumers choose grocery stores based on the selection of high quality brands and products while 23 percent choose the grocery store that is closest. Fourteen percent of U.S. consumers choose the most convenient store with easy parking and nine percent choose a store based on its use of recyclable bags and packaging.

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

For consumers citing “good value” as their most important consideration, Nielsen finds that price, promotions and perceptions are most influential in helping consumers define value. Eighty percent of U.S. shoppers consider it very important or somewhat important for supermarkets to feature frequent promotions and price discounts, while 72 percent believe a store’s reputation for delivering low prices—even if, in reality, this is not the case—is very or somewhat important.

Michigan WIC conversion coming this summer

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

Retailers should have received a packet of information from ACS that includes two copies of the ACS WIC EBT Vendor Agreement and related materials. All authorized WIC vendors must sign the ACS WIC EBT Vendor Agreement in order to begin processing WIC EBT transactions. Any retailer who fails to complete the required ACS paperwork within the timeframe indicated in the letter accompanying the ACS WIC EBT Vendor Agreement, will not be able to process WIC EBT transactions. If you have any questions or concerns, please call the ACS Vendor Information Hotline at 800-222-7757.

Introducing Flavor Infused Krunchers!

The flavor is baked in, not just sprayed on!

When you think of MoTaste Think of MoTown! Call Jim or Jim at: (313) 931-3205
AFPD endorses new program for workers’ compensation insurance

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

“We wanted a carrier that is aggressive in its pricing and excels in handling claims and support to policyholders, and one who is sensitive to the challenges faced by our members,” said Ed Weglarz, AFPD’s executive vice president of petroleum. “Retailers Mutual meets these high standards. I am pleased that Retailers Mutual and AFPD envision a long-standing relationship, with the goal of offering stability and value to members.” he added. Retailers Mutual is a Michigan-based company with more than 27 years experience in the Michigan workers’ compensation insurance market. It was formed in 2006 by conversion of the 25-year-old Retailers Fund, one of Michigan’s leading group self-insured funds, with a strong reputation for excellence.

The mutual company earned a Financial Stability Rating of A, or Exceptional, from Demotech, Inc., a Columbus, Ohio-based financial analysis and actuarial services firm. An A rating is assigned to insurers who possess “an exceptional ability to maintain liquidity of invested assets, quality reinsurance, acceptable financial leverage and realistic pricing,” according to Demotech. It also indicates past practices of sound underwriting, claims management and prudent investment.

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

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

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

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

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

Introducing Café 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.
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/0 Side Glass</td>
<td>47”</td>
<td>72”</td>
<td>34”</td>
</tr>
<tr>
<td>Rear Unload W/ Rear Glass</td>
<td>47”</td>
<td>72”</td>
<td>54”</td>
</tr>
<tr>
<td>Rear Unload W/0 Glass</td>
<td>47”</td>
<td>72”</td>
<td>34”</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/0 Glass</td>
<td>32.5”</td>
<td>72”</td>
<td>33”</td>
</tr>
<tr>
<td>Rear Unload W/ Rear Glass</td>
<td>32.5”</td>
<td>72”</td>
<td>53”</td>
</tr>
<tr>
<td>Rear Unload W/0 Glass</td>
<td>32.5”</td>
<td>72”</td>
<td>53”</td>
</tr>
<tr>
<td>Rear Unload W/Side Glass</td>
<td>53”</td>
<td>72”</td>
<td>33”</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
AFPD welcomes these new members who have joined in the last 6 months:

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

Celebrating our 20th Anniversary!
Rated A- (Excellent) by A.M. Best

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

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

Give us a call:
(800) 229-6742
Fax: (248) 357-3895; www.npte.com

OR
call AFPD at (248) 671-9600 or (800) 666-6233
INTRODUCING
THE BACARDI CLASSIC MOJITO
ALWAYS READY TO SERVE

BACARDI
MOJITO

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

INSTANT MOJITO.
INSTANT PROFITABILITY.

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

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

**Phil Kassa**
The co-owner of five Metro Detroit stores, Mr. Kassa has spent his entire career in the retail food business. He began working in his father’s Detroit store when he was very young. In 1988 he and his three brothers and two cousins purchased their first store, Saturn Market, in Dearborn Heights. Since that time he and his family have added five more stores, another Saturn Market in Detroit, Sak N Sav of Westland, two Heartland Marketplace stores in Farmington Hills and Westland and a Dollar Store in Southfield. A resident of West Bloomfield, Mr. Kassa is married and has three teenage children, who work in his stores during summer break.

**Jim Gohsman**
Currently the new business development manager for Spartan Stores, Inc. in Grand Rapids, Mr. Gohsman has spent the past 27 years in the food and beverage industry. He was a division manager of Super Foods and Nash Finch and a former retail/merchandising director for the Frankenmuth IGA Group. As a division manager, he became familiar with many Metro Detroit retailers and understands their challenges, concerns and issues. As Spartan’s new business development manager, Mr. Gohsman’s territory covers Ohio, Indiana and Michigan. He is married, has three grown children and is a resident of Frankenmuth looking to relocate to Grand Rapids.

**Jerome Crete**
Mr. Crete is the vice president of the 73-year-old Ideal Party Store in Saginaw, Michigan and has been in the food and beverage business for 28 years. He holds a Bachelor of Science degree in Finance from Michigan State University and a Masters of Business Administration from Central Michigan University.

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

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

---

**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.

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

AFPD Foundation Golf Outing 2008

FOX HILLS
8768 N. Territorial
Plymouth, Michigan

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

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

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

HOLE SPONSOR PACKAGES ARE AVAILABLE
Please contact Michele MacWilliams at 248-671-9600 for details and reservations.

We need your help to make it fly! Sign up TODAY!
Announcing the Frank Gates University 2008 Ohio State Fund Workers' Compensation Seminars

Frank Gates Service Company will offer half-day educational sessions designed to keep members informed of recent Ohio Bureau of Workers' Compensation (BWC) changes and Frank Gates industry news. Session highlights include discussion of BWC's credibility table changes and Frank Gates industry news. Session transition, workplace safety, premium rate basics and claims management strategies. Tuition is $40, which includes continental breakfast, all sessions and a take-home manual. Enrollment deadline is April 24. Sessions are offered in Columbus on April 28, Cincinnati on April 30, Dayton on May 1, Toledo on May 6, Cleveland on May 7 and Canton on May 8. For more information, visit www.frankgates.com and click on “Events Calendar” under “News & Resources” or call 1-888-547-4283.

Plans to cover your needs.

A promise to cover everyone.

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

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

Because Michigan is our home.

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

Classified


SALE MACHINE FOR SALE — Taylor brand snack machine for sale. Model K26 with 4 flavors, 48 beverage cylinders that feature automatic coffee and power saver. Can provide you with start-up supplies such as plastic cups, lids and straw. Asking $8,999.00 firm. Please call Jay or John at (586) 757-2130.

DRIY STORAGE WAREHOUSE – Reasonable rates. Call (313) 491-1500.


NEED EXTRA DRY STORAGE — Family owned. Westside Cold Storage for dry or frozen space. Located at 3340 Turnbull Ave., Detroit. Ml. Acceptable Monday-Friday 7:00am to 3:00pm. Reasonable rates. easy loading/ unloading and protected by Guardian Alarm. Call (313) 461-4789.

FOR SALE — Michigan thumb area convenience store. Beer, wine, lottery, gas, food & property. Call (810) 387-3900 or (810) 387-0154.

LIQUOR STORE FOR SALE — Located in Muskegon. West Michigan. One and one-half miles from downtown. Asking $329,000. Serious inquiries only. Call (313) 289-0633.

FOR SALE — Self serve no-serve chicken warmers, marinating machines, panini maker, 91 Hp Hobart meat grinder, ice table, 4' cigar humidors, soup station, compressor, gas heater, blowers, cars, commercial cooking pots, pans, deli trays, shelving & more! All in excellent condition, must sell. West Bloomfield, Ml. Call (248) 626-2662 and ask for manager.

FOR SALE — 4 acre commercial lot, more available, level, vacant. Roscommon County. Possible supermarket location in the center of town. $200,000 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. $450,000 please call (989) 389-1428.

FOR SALE — Alma, Ml. 14 plus acres at expressway with 6 & 4 off ramps. Good building site, class A road. Natural gas at the street and electric on the property. $450,000 OBO please call (989) 389-1428.

STORE FOR SALE — Beer, Wine & Liquor doing $6,000 $6,000/wk. LOTTERY tickets in $3,000/wk. Located in city of Plymouth. $185,500 for business only. MUST SELL. For information call Bill (734) 452-5040.

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


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) 580-6505.

KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS — Low discount pricing to all AFPD members. New installs, remodels, inspections, repairs and testing. Also servicing auto parts stores and gas stations. All brands: Ansul, Pyrophyl, Range Guard Servicing Southeastern Michigan 317- Call Ray Reid at GALLAGHER FIRE EQUIPMENT — 800-452-1540.

WE NEED — Closed, clear dated and discontinued products: food, candy, juices, etc. $8. Phone 313-491-1500. 100% tax write-off also available.
New Products, Continued from page 21.

Prairie Farms

Prairie Farms Dairy has more than 340 dairy farm owners in the Midwest that are a part of a cooperative organization that sells 24 million gallons of milk a year to customers including schools, hospitals, grocery stores and restaurants. If you haven’t tried an ice cream or dairy program through Prairie Farms yet, stop by booth #325 to see and sample what they have to offer.

Anytime contemplating a service station construction or remodeling project should be sure to visit the Oscar W. Larson Company in Booth #226. With over 40 years of experience Oscar W. Larson provides an accomplished team of professionals, including qualified project managers and field supervisors who are vested in coordinating the efforts of skilled craftsmen, technicians and contractors. They also provide in-house electrical, mechanical and carpentry divisions, creating a one-stop shop for all general contracting needs.

AXIOM PROTECTION GROUP INC

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

Can I cash this check?

Secure Check Cashing is a provider of biometric check cashing and financial services software for retail sales environments including financial service centers, convenience and party stores, gas stations, supermarkets, pawn shops, and as number of other types of stores engaging in check cashing. Its software is essential for quickly and accurately identifying customers, verifying the authenticity of checks and keeping track of all pictures, notes, and data associated with each transaction. Recently, the software is being called upon by many for legal and financial reasons. Mandated by the Federal government and also required by some state’s currency transaction, the software is becoming mainstream in the world of check cashing. Gus Brikho, the founder and CEO of Secure Check Cashing says that, “Ultimately the check cashers themselves are responsible for reporting this required information and our system does a good job of gathering it.”

During the ten years that Secure Check Cashing has been in existence, the local company has grown to a national company offering the latest in security technology. Secure Check Cashing remains very strong here in Michigan. It has over 400 Michigan locations. “The growth is attributed to the strength of our product, our quality support, and the continued strength of the check cashing market,” commented Brikho.

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

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

BETTER MADE SNACK FOODS

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

Country Fresh

Stroh's

PURE MICHIGAN

For more information about Country Fresh products:
LIVONIA • 1-800-968-7980
Looking for Brands Customers Recognize & Trust?

Lettuce Help.

For information on how Spartan Stores can help your business think smarter
call 616-878-2248 or visit our web site at www.spartanstores.com