

# **AFPD** **FOOD & PETROLEUM** **REPORT**

ASSOCIATED  
FOOD & PETROLEUM DEALERS, INC.

VOL. 20, No. 4

APRIL 2009

## Just In

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

### AFPD launches Nestle Ice Cream program for rebate to members

As a member, you could receive a 2 percent to 9 percent quarterly rebate on net sales of Nestle. Edys and Haagen-Dazs ice cream! Plus, freezers and POS fixtures are free! For details on this exciting new program, see page 28.



### AFPD provides Member Exclusive Programs

It pays to be an AFPD member! In addition to the ice cream program above, Auday Arabo, AFPD's new Chief Operating Officer, is continually adding new programs and services that are sure to help you save money and work more efficiently. See pages 26, 28 and 29 for details. For a complete, updated list of Member Exclusive Offers, check out our website at [www.AFPDonline.org](http://www.AFPDonline.org).

## It's time for AFPD's two spring trade shows

Whether your business is in Michigan or Ohio, whether you operate a convenience store, grocery store, or gas station, AFPD has a trade show full of information, products and services geared to help your business.

The 25th Annual Michigan Food & Petroleum Trade Show will take place on Monday and Tuesday, April 27 and 28 at Rock Financial Showplace in Novi.

"Each year our April show grows and we anticipate even more diverse vendors this time," said AFPD President Jane Shallal. "This is your one-stop shop to see, sample and taste new products and take advantage of special show pricing."

Admission is \$12 at the door. However, all AFPD members will receive complimentary admission tickets and additional discount coupons will be available from sales representatives from the exhibiting companies.

The following week, on Thursday, May 7, AFPD will host its 3rd Annual Ohio Food & Petroleum Trade Show at the I-X Center in Cleveland.

"This fast-growing show is a must if you want to take advantage of new products and special show pricing," said Auday Arabo, AFPD Chief Operating Officer. "At the end of each day at the show, AFPD will be giving away a \$1,000 door prize! It

pays to attend."

Admission is also \$12 at the door, but complimentary admission tickets are available by calling AFPD at 1-800-666-6233. Sales representatives from exhibiting

companies will have free admission tickets.

For additional information, please call Auday Arabo at AFPD 1-800-666-6233 or check out the AFPD website at [www.AFPDonline.org](http://www.AFPDonline.org).



### 25th Annual AFPD Michigan Food & Petroleum Trade Show

Rock Financial Showplace  
46100 Grand River Avenue  
Novi, MI 48374

**Monday, April 27, 2009**

5:00 pm to 10:00 pm

**Tuesday, April 28, 2009**

4:00 pm to 9:00 pm

\$1000 grand prize winner each day of the show



### 3rd Annual AFPD Ohio Food & Petroleum Trade Show

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

**Thursday, May 7, 2009**  
11:00 a.m. to 5 p.m.

\$1000 grand prize winner

See pages 21 and 23 for complimentary tickets to AFPD's popular trade shows!

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30415 W. 13 Mile Road  
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Board Members paused for a photo during the AFPD Trade Dinner and Ball. Held February 6 at Shenandoah Country Club, the event's theme was "Circus Circus" and it featured casino-style fun, a lively dance band and a Scotch, Cognac and cigar lent. See pages 30 and 31 for more information and photos.



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# STAFF & CONSULTANTS

**Jane Shallal** ..... President/CEO  
**Auday Peter Arabo** ..... Chief Operating Officer  
**Daniel Reeves** ..... Executive VP Food & Beverage  
**Ed Waglerz** ..... Executive VP Petroleum  
**Ron Milburn** ..... Vice President  
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**West Kempaki Graphics** ..... Graphics & Prepress

## Don't leave money on the table



By Jane Shallal  
AFPD President/CEO

AFPD has a new strategic direction. This year marks the launching pad for a number of new programs AFPD introduced to help our members save money and grow their businesses. We are making lots of changes and we are excited about being able to offer our members some valuable rebates and

cost savings.

Our new Program Endorsement Committee which is made up of primarily retailers has been meeting monthly to initiate new programs, enhance existing services, and plan for better programs for AFPD members. Only AFPD members will qualify for these special Member Rebates and savings programs.

### Benefits of Participating

The biggest perk? Cold, Hard Cash! These programs require very little effort from you and will help you grow your business.

Below is our current list of Programs and Services. AFPD is constantly reviewing current programs and negotiating new programs on your behalf. Member comments and feedback about the discounts are welcome as well as new ideas for programs.

- Nestle Ice Cream Rebate

Program (2% to 9% quarterly rebate for ice cream purchases)

- Staples Office Supply Program (averaging 10% to 20% savings on all Staples purchases)
- Coupon Redemption Program Plus Five (offering an additional 5 cents for each valid coupon)
- Blue Cross Blue Shield—Michigan Health Care options in Michigan
- North Pointe Liquor Liability Insurance
- Discounted pricing on Retailer training in alcohol regulations (TIPS)
- Liberty USA rebate programs for Ohio members
  - C-Store Program
  - Food Service Program
  - Coffee/Cappuccino Programs
- Dairy Rebate Program
- Workers Compensation Program with significant premium savings
- Free State and Federal Labor Law Posters (valued at \$50)

### Sign Up Today and Make Money!

If you are an AFPD member, you should sign up now in order to enjoy the benefits of these exclusive AFPD programs! If you are not a member, please contact me to see how you can take advantage of these new rebate & discount programs.

AFPD is committed to continually searching for new programs and seeing they meet the needs of our members. Expect more exciting announcements from us in the coming months as we continue to grow AFPD.

Don't Miss this Opportunity to Make Money!

### Contact AFPD:

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

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

(800) 666-6233 • F (866) 601-9610  
[www.AFPDonline.org](http://www.AFPDonline.org)

## The Grocery Zone

By David Coverly





## AFPD honored at Detroit reception

Detroit Mayor Kenneth Cockrell (left) presented AFPD's Harley Davis and member Jim O'Shea of MoTown Snack Foods with a plaque to commemorate their contributions, time and effort involved in raising funds and distributing turkeys to needy Detroit families for Thanksgiving. AFPD gave out over 2,200 turkeys during its annual Turkey Drive. MoTown Snack Foods played a large role in the distribution, by allowing AFPD to store and distribute the turkeys from its warehouse and also by providing a delivery truck.

## Calendar

### April 27 & 28, 2009

AFPD's 25th Annual Michigan Food & Petroleum Trade Show  
Rock Financial Showplace, MI  
Contact: Auday Arabo  
1-800-666-6233

### May 7, 2009

AFPD's 3rd Annual Ohio Food & Petroleum Trade Show  
I-X Center, OH  
Contact: Auday Arabo  
1-800-666-6233

### July 15, 2009

AFPD Foundation Golf outing  
Fox Hills Golf Club  
Plymouth, MI  
Contact: Auday Arabo  
1-800-666-6233

## April is...

- Fresh Florida Tomato Month
- National Food Month
- National Pecan Month
- National Soft Pretzel Month
- National Soyfoods Month

# NEW! Pantry Packs!



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AFPD works closely with the following associations:





# Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

## NACS report says motorists are more price savvy

While consumers believe that marketers make much more money than they actually do—they don't blame retailers for high pump prices, according to a report released by the National Association of Convenience Stores (NACS).

Instead, 61% of consumers surveyed by NACS cited "manipulation of prices by OPEC", 58% said "lack of government oversight" and 50% accused "oil speculators." At the bottom of a list of nine options, "gas stations increasing profits" were blamed by only 26%, while 4% pointed to gas stations generally.

While pump prices at the beginning of 2009 were down about \$1.40 per gallon from last year, consumers remain price-sensitive as they struggle in the current economic climate. Some 70%

say PRICE is the most important factor in deciding where to fill up, and 51% say they will still drive 10 minutes out of their way to save 5 cents per gallon!

Furthermore, consumers sent mixed messages with respect to how much they understand the retail sale of gasoline. They believe that retailers make 40 cents per gallon. But, when asked what they thought was a "fair" profit, they said 80 cents per gallon. However, in actuality, retailers make on average \_\_\_\_ cents per gallon.

Also reported, 24% who purchased gas at a c-store also bought coffee at the store in the past month, while 14% said they bought a sandwich when they purchased fuel in the past month.

"This is significant data when you are trying to establish marketing strategies to attract gasoline and c-store

## Changes to Michigan Prepaid Gasoline Sales Tax Withhold

On March 1, the Michigan Department of Treasury changed the Prepaid Gasoline Sales Tax Withhold Rate to 11.6 cents per gallon.

Prior to March 1, the rate was 18.5 cents per gallon. Public Act #556 of 2008, just recently signed into law, requires a review of the rate every three months, and to change the rate if the average retail price of gasoline changes at least 10 percent

since the last change. The new rate was promulgated after review of the statewide average retail price of self-serve unleaded regular gasoline for the period October 1, 2008 through December 31, 2008.

This more frequent review and ability to amend the withhold rate on a quarterly basis will help keep the withhold rate more in line with the actual sales tax collected.

## Marathon rejects plans to split

Marathon is ditching a plan to split into two separate companies focusing on upstream and downstream operations, citing the current economic downturn. The independent refiner had looked at the idea as a way to enhance shareholder value.

"Given this environment, we have

concluded it is in the best interest of our shareholders to remain a fully integrated energy company," said Marathon CEO Clarence P. Cazalot, Jr.

One of the key advantages to keeping Marathon as one company is the ability to fund capital projects from internally generated cash flows. — Oil Express

## Survival in a meltdown

By Ed Weglarz  
AFPD Executive Vice President of  
Petroleum



In an economic slowdown, small business owners become more vulnerable, because they often do not have a great deal of capital to carry them through the tough times. On the other hand, small businesses are well positioned to quickly become lean and mean. They can respond rapidly to the changing marketplace. Here is some advice:

1. Watch inventory and supply turnover. If sales are slowing down, order in quantities that offer a discount.
2. Revisit accounts receivables regularly. Send out bills more frequently. Give bigger discounts for pre-payments, CODs, and cash. Offer to take credit cards instead of waiting for checks in the mail, especially for those customers who tend to need second reminder notices. Consider a "discount-for-cash" system.
3. Stay in contact with your customers, ask what items and services they need, that you can provide.
4. During a downturn, customers purchase more basic items, and cut back on discretionary items. Promote the value aspect of the discretionary products you sell.
5. Keep well-trained, good employees through the downturn. If you must cut back, offer to cut hours across the board instead of firing good people. Keep employees' spirits up.
6. Review your fringe benefits. You may have to cut back on some of them.
7. Bring your bookkeeping up to date. Use it to budget for the year ahead.
8. Visit your CPA to get some tax-saving ideas and change your estimated payment schedule based on a projection for this year and next.
9. Examine all your expenses, and determine where you can reduce costs. Each dollar saved in expenses equates to the profit on \$3-\$4 in additional sales. You need to attack the problem from both the revenue and expense viewpoint.
10. Watch your invoices for increased wholesale charges, and "hidden" fees and surcharges.

These challenging economic times will produce winners and losers. You can be a winner and survivor by being more vigilant now than ever before.

# Michigan Mechanic Training available

*Editor's Note: Anyone who owns, operates, and/or works at a vehicle repair facility in Michigan must be registered and/or certified by the state. You should seriously consider attending one of these sessions to be sure you are in compliance.*



The Michigan Department of State is offering training to help repair facilities and their employees with the basic requirements of the Motor Vehicle Service and Repair Act.

- There are no course registration fees.
- Registration is first come, first served.
- Class size is limited – register early!
- Picture ID is required for entry into the buildings where training is held.

## Who should attend?

Repair facility owners, managers, service advisers and technicians.

## What will be covered?

- Repair Facility Manual
- Proper written estimates and final invoices
- Record keeping requirements
- Repair facility and mechanic responsibilities
- Common mistakes to avoid
- Other basic requirements

To register, call the Dealer and Repair Resource Section at 517-373-6993.

Date:	Day:	Hours:	Location:
March 18	Wednesday	1 p.m. to 4 p.m.	Operations Center, Lansing (1)
April 15	Wednesday	1 p.m. to 4 p.m.	Operations Center, Lansing (1)
May 12	Tuesday	1 p.m. to 4 p.m.	Operations Center, Lansing (1)
June 11	Thursday	1 p.m. to 4 p.m.	Operations Center, Lansing (1)
July 15	Wednesday	11 a.m. to 2 p.m.	Cadillac Place (2)
July 23	Thursday	6 p.m. to 9 p.m.	Lansing Community College (3)
August 20	Thursday	1 p.m. to 4 p.m.	Operations Center, Lansing (1)
September 24	Thursday	6 p.m. to 9 p.m.	Kent Career/Technical Center (4)
October 22	Thursday	6 p.m. to 9 p.m.	Oakland/Technical Campus (5)

1) Operations Center, 7285 Parsons Drive, Dimondale 48821

2) Cadillac Place, 3044 W. Grand Boulevard, Detroit 48202

3) Lansing Community College/West Campus/M-TEC, 5708 Cornerstone Drive, Lansing 48917

4) Kent Career/Technical Center, 1655 East Beltline, N.E., Grand Rapids 49525

5) Oakland/Technical Campus Southwest, 1000 Beck Road, Wixom 48393

# Ohio Governor includes budget dollars for gasoline shrinkage

It appears that the Ohio Governor Ted Strickland has included in his new budget funds from the gasoline shrinkage that are normally paid out to retailers.

Within the Department of Public Safety, the Ohio State Highway Patrol is facing a \$29 million shortfall in 2009 because the patrol will no longer be receiving a share of the gas tax.

In order to keep the patrol from facing a \$29 million deficit, Strickland will propose a change in the gasoline shrinkage and evaporation allowance.

"Safety is a top priority of this administration, and our state troopers work with our counties and municipalities to keep Ohio as safe as possible," Strickland said. "We must not weaken the troopers strong presence on our highways, and we must provide them with the resources they need to keep Ohioans safe."

The Ohio gasoline shrinkage and evaporation allowance, which exists to offset the costs to petroleum companies for evaporation at the pump, was to be raised to 3.0

percent in this biennium, but it will be lowered to 1.0 percent, which is the national median for the last fully compiled set of data from 2001. According to the office of the Governor, this change in the allowance will generate \$38 million.

Strickland maintains that consumers should not pay the price for this change. The portion of the shrinkage and evaporation allowance transmitted to retailer will not change, so Ohioans should be protected at the pump from any added costs.

AFPD will be very involved in educating legislators on why the gasoline shrinkage was put in place. "You cannot charge the State Gasoline Tax on a gallon of gas when you do not receive a gallon of gas," said AFPD Executive Vice President of Petroleum Ed Weglarz. "It appears that some legislators are turning their heads on what might be right or wrong because their main interest at this time is to generate funds to cover the budget shortfalls."

# Michigan gas station offers its own 'Stimulus Package'

While the country debates bailouts and stimulus packages, one local business has developed its own program to support the local community. The Tel West Fill-Up CITGO station in Brownstown, Mich., offered free fuel to anyone who bought a new Ford, Chrysler or GM vehicle from a local dealership in January.

Due to high demand, the station extended the program through February. The goal was to not only help ease the strain on consumers' wallets, but to provide extra support to the American automotive industry, which is so vital to the Brownstown and Detroit communities.

"Our community relies heavily on the U.S. auto industry," said Albert Abbas, manager of the Tel West Fill-Up. "Many of my customers work either at one of the local 'Big 3' factories and manufacturing plants or

at another business that depends on the automotive industry to survive. The free gas helps save some cash for the motorists, but I also hope that it helps new car sales for vehicles made right here in our great state."

He added, "Many people don't think about how interconnected businesses are. We're hoping that by doing our part, we can help support the whole community. As a local business, we wanted to do something to help our friends and neighbors in these tough times. It's been really gratifying after the first month of the program to hear how much our customers appreciate what we are trying to do."

The promotion provided free fuel to motorists who purchased a new car, truck or SUV from Taylor Ford and Telegraph Chrysler/Jeep in Taylor, Michigan or Rogers Chevrolet in Woodhaven, Michigan.



# THE NEW LOOK OF *Refreshment.*



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# Senator Tom Patton: dedicated to the people of Ohio

By Jody Licursi  
Capitol Strategies Group

Growing up in a family of nine children on Cleveland's west side, Tom Patton learned the values of hard work and commitment to one's family and community early on. As a State Legislator, he proudly serves the citizens of his home district and state with a genuine enthusiasm and loyalty that quickly reveals the inner sincerity and humility of a family-man who understands the needs of the people he's elected to represent.

After the tragic events of September 11, 2001, Tom Patton was inspired to scale back his full-time job and run for public office. He was elected to the Ohio House of Representatives in 2003 and reelected to that post two more times. In 2008, Tom Patton ran for the Ohio Senate against the brother of a well-known Congressman from Cleveland. The strong record he established as a State Representative of fighting for jobs and better opportunities

for northeast Ohio helped earn him the respect of voters in a new and broader district. Garnering almost 70% of the vote, Tom Patton was overwhelmingly elected to represent the citizens of the 24th Senate District.

As a State Legislator, Tom Patton has maintained an unwavering focus on job creation and economic development issues. In addition to the bipartisan economic stimulus package he helped pass that is expected to create 57,000 new jobs, Tom Patton also sponsored legislation that established the Research and Development Trust Fund that invests billions in Ohio companies.

To help working families make ends meet in a challenging economic environment, Patton introduced legislation that would exempt back-to-school clothing under \$100 from the sales tax. A small businessman himself, Sen. Patton understands the importance of ensuring Ohio's tax and business climate is competitive with other states. "The most important

ingredient to a successful state economy is jobs, jobs, jobs", Sen. Patton said. "We must continue to do all we can to create and retain good employment opportunities for the citizens of Ohio."

Senator Patton's committee assignments for the 128th General Assembly enable him to continue to focus his efforts on revitalizing the economy and creating more job opportunities for Ohio families. As Chairman of the Senate Highways & Transportation Committee, Sen. Patton will be responsible for overseeing hearings on the state Transportation Budget in the Senate. The multi-billion dollar Transportation Budget allocates funding for transportation projects across the state and contains provisions that affect the petroleum industry.

Sen. Patton was also assigned to serve on the Senate Finance and Financial Institutions committee and will play a major role in the development of the state biennial operating budget which will make its way through the Senate this spring.



A lifelong resident of Cuyahoga County, Senator Patton remains active in his community through his involvement with the Knights of Columbus, Cleveland Police Historical Society and the AFL-CIO. He is president of the Treasurers and Ticket Sellers Local 756. He resides in Strongsville, Ohio, in the very home he purchased to raise his 6 children 33 years ago.

To contact Senator Patton, you may call him at (614) 466-8056, or send an email to: SD24@senate.state.oh.us

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BUSTR IS INSPECTING ALL SITES. BY FEDERAL REGULATION, ALL TANKS MUST BE INSPECTED EVERY 3 YEARS. IF YOU ARE FOUND TO BE OUT OF COMPLIANCE, BUSTR WILL FINE YOU AND REQUIRE THAT YOU TAKE CORRECTIVE ACTION. SOON YOU WILL ALSO HAVE TO DEAL WITH THE FUEL DELIVERY PROHIBITION RULE FROM BUSTR. CHECK OUR WEBSITE FOR INFORMATION.

USTI/Lyndall has saved many AFPD members thousands of dollars and you could be one of them. Combine all your store insurance coverages, including liquor liability, into our package program and you could save big, even on your UST deductibles. You will have zero out-of-pocket for UST releases.

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# Detroit Police officials issue directive that prohibits police from ticketing stores for unwholesome food

All Detroit Police Commands have been ordered to stop issuing citations for unwholesome food. In part, the memo to police stated:

"Members of the Detroit Police Department lack legal authority to conduct food-related inspections or

to issue citations under the Detroit City Code to food establishments, including grocery stores, for offering unwholesome food for sale. Therefore, effective immediately, [police] shall not conduct inspections of grocery stores, restaurants,

or other establishments where food is served or sold for the purpose of enforcing City Code provisions concerning food products. [Police] shall not issue citations to food establishments, including grocery stores, for offering unwholesome

food for sale (Sec. 21-5-2) or other ordinance provisions under Chapter 21 (Food & Food Establishments) of the City Code.

The memo cited MCL 289.1101, also known as the Food Law of 2000, which gives authority for inspecting and taking enforcement action for violations of food laws to the Director of the Michigan Department of Agriculture and in certain circumstances, to the local health department.

AFPD has been working with the City of Detroit officials on this issue and commends Mayor Cockrell for his swift action.



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## Detroit Business License

The City of Detroit has ordinances that govern the operations of businesses located within the City. According to city ordinance, you must have a Detroit Business License to operate certain types of businesses in the city. Retail businesses that must have a Business License to operate in Detroit are businesses that engage in the following activity:

- Beverage Retail
- Cigarettes Retail
- Gas Station Full/Self Service
- General Food (Pre-Packaged)
- Meat Broker/Wholesaler
- Restaurant
- Vending Machines

To obtain a license you need to contact the Business License Center in the Coleman A. Young Municipal Center, Room 105, 2 Woodward Ave, Detroit, MI or phone (313) 224-3178. You must pay all license fees when you apply.

If you do not have a business license, please take immediate steps to obtain one so that you are not issued a violation, requiring you to appear in court which can result in fines and penalties. Licenses are valid for one year.



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Representative for Details.



# Customer satisfaction edged up, even in hard times

The University of Michigan's quarterly American Customer Satisfaction Index (ACSI) reports that despite the recession, "customer satisfaction with the goods and services that Americans buy improved in the fourth quarter of 2008," climbing to 75.7 on the ACSI's 100-point scale, up 0.9

percent from the previous quarter."

## Relevant excerpts from the report:

- Customer satisfaction with the retail sector, which includes department and discount stores, specialty retail stores, supermarkets, gas stations, and health and personal care stores, gains 1.3 percent to 75.2.

- Supermarkets are unchanged with an ACSI score of 76 even though food prices remain high.

- Discount store giant Wal-Mart has mixed results, falling 4 percent for its supermarket business to an ACSI score of 68, well below the industry average, but rising 3 percent for its

non-grocery discount business to 70. Wal-Mart's Sam's Club also rises 3 percent to 79.

- Deep discount store Dollar General drops 4 percent to a score of 75, not from a decline in service, but from a migration of a higher socio-economic group of consumers to the retailer — another effect of the recession — a group that tends to be harder to please.

- Among specialty retail stores, Costco is up 3 percent to join Barnes & Noble at 83 for the best score in the category.

- The ACSI score for e-commerce falls 2.0 percent to 80.0. Online retail declines 1.2 percent to 82, driven mostly by drops for Amazon and eBay. But with a small dip, Amazon (-2% to 86) remains the second highest scoring firm of all companies in this release.

Furthermore, the study noted that "close to the end of the 2001 recession, an uptick in ACSI signaled that a rebound in the economy was near. But as the current recession has deepened, consumer behavior has changed much more than in earlier economic slowdowns. Consumer spending has continued to weaken while savings have gone up, suggesting that at least for the short term there will be less revenue for sellers and more pressure on profit margins and for cost reductions ... Customer satisfaction becomes even more important to individual companies, as they need to prevent customer defections and compete for shrinking dollars."

## Ohio alert! Beware of Lottery scam

A white male, approximately 25-30 years old, has been striking at retail stores all over the Columbus, Ohio area with a lottery scam. The suspect gets \$100 in lottery tickets in hand, looking like he wants to purchase them. As soon as the tickets are handed to him, he quickly runs out of the door without paying. The man has dirty blonde hair, is very friendly and courteous, and often wears a black jacket with a yellow liner. AFPD urges its members in Ohio and Michigan to wait until payment is received before handing over any lottery merchandise. If you do fall victim to this criminal, cancel the tickets that he has stolen immediately.

# Get Quenched!

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Natural Spring Water  
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**Absopure**  
THE HYDRATION DRINK®

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**Call Jim or Jim at: (313) 931-3205**

# Instant Replay is a huge success

By M. Scott Bowen  
Michigan Lottery Commissioner

On January 20, the Lottery launched a new program giving players a second opportunity to win on nearly any instant ticket. Many of your

customers may be familiar with this new feature, which is called Instant Replay™. This innovative program allows players to enter their non-winning instant tickets into a yearly drawing for \$1,000,000. All it takes is \$10 worth of non-winning tickets to

earn one entry into the drawing pool. Over 100 different instant games, excluding those with a \$2 million top prize, are eligible for entry.

Be sure your customers know that they may enter as many times as they want but individual tickets can only



M. Scott Bowen


be entered one time, and all entries must be submitted online through the Lottery's VIP club Web site, playcity.net. Over 220,000 entries have been received by Player City already.

The first Instant Replay drawing is tentatively scheduled for fall of 2009. From the pool of entries, five finalists will be randomly selected to participate in a live grand prize drawing to award one finalist the \$1,000,000 prize. The date and location of the inaugural Instant Replay drawing will be announced later this year. The finalists will have to present the winning combination of tickets entered in order to be eligible for the live \$1,000,000 drawing, so make sure you return the non-winning tickets to players upon their request.

Retailers, make sure your players know about this great new program. They are sure to be interested in taking advantage of the chance to win a cool million! Additional details on Instant Replay can be found on the Lottery's Web site, [www.michigan.gov/lottery](http://www.michigan.gov/lottery).



**Lucky 7s Raffle:** Remember Lucky 7s was launched on March 2. At just \$10 per ticket, it is priced less than Super and Millionaire Raffle tickets and promises to be a hot seller. Seven digit tickets, beginning with 0000001, will be issued in numerical order as sales occur across the state. When ticket number 1,000,000 is reached, sales will close. Players will not be able to choose their own numbers and must match the exact number as drawn by the Lottery.

The Lucky 7s drawing will be on or after May 4, 2009, at which point,



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**Lottery,**

*Continued on page 18.*



# Get a Grip on Your Thirst

.....

NEW EASY-HOLD, EASY-OPEN BOTTLE



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## AFPD keeps working hard for you!

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

### Michigan Update

#### Michigan Underground Storage Tank Department Quarterly meeting

AFPD represented its members at this meeting, where the main topics of discussion were the proposed increases in UST fees and the training requirements of the new Federal Energy Act.

#### Michigan Society of Association Executives Annual Meeting

AFPD attended panel discussions about Michigan's future, followed by a panel discussion with Michigan Legislative leadership from both the House and Senate.

#### Senator Olshove reception

AFPD represented the interests of its members at a reception for Senator Dennis Olshove District 9, Warren), where we discussed challenges facing small business and AFPD Retailers.

#### Store inspections

AFPD staff worked with Michigan Department of Agriculture inspectors to conduct evaluations member store facilities.

#### Petroleum industry meeting

AFPD participated in a meeting with Bill Schedel of Marathon Oil, John Griffin of API, and Mark Griffin of MPA/MACS to discuss issues facing the petroleum industry in Michigan in 2009, such as MBT, Below-cost-selling, increased tank and registration fees, new MUSTR rules and road tax increases.

#### Food & Fitness

AFPD attended a steering committee for Kellogg's Food & Fitness Initiative, which is planning policy changes to promote healthy eating in Detroit.

#### Senator Gilbert meeting

AFPD met with Senator Jud Gilbert regarding prepaid Michigan sales tax on gasoline rates and proposed increases in state road taxes.

#### BCBS Advisory Council Meeting

AFPD serves on BCBS Advisory Council of Associations and met to discuss various offerings provided by BCBSM.

#### Michigan Food Policy Council

AFPD staff attended the Michigan Food Policy Council meeting where members were assigned to task forces and given updates on current projects.

#### Bottle Bill update

AFPD staff attended the Michigan Recycling Partners annual meeting to elect new Executive Board Officers and to discuss updates on environmental legislation and the bottle bill task force efforts. AFPD's Jane Shallal was elected as vice chair of this coalition.

### Ohio Update

#### Member program meeting

AFPD executives met in Sandusky, Ohio to review AFPD member programs.

#### Commercial Activities Tax

AFPD continues to gather information from its members to show that retailers are being charged the supplier's portion of the Commercial Activities Tax. AFPD is pursuing action that will prevent the CATax from being charged on an invoice.

#### Worker's Compensation group rates

As a result of working with a coalition of other Associations, AFPD was successful in its efforts to secure a 77% maximum Worker's Compensation Group Rating for 2009.

#### AFPD/Liberty USA meeting

Executives from Liberty USA and AFPD met in Warrensville Heights, Ohio to develop a 2009 Action Plan that will benefit AFPD members and Liberty customers.

#### Senator Jim Hughes meeting

AFPD met with Ohio State Senator Jim Hughes in Worthington, Ohio to discuss issues facing our Ohio retailers.

#### Regional meeting

AFPD conducted a Regional Membership Meeting for Central Ohio Members on March 3, in Worthington, Ohio.

## Edy's Grand Ice Cream Gives Consumers What They Want.



To inquire about our rebate program for AFPD Members Call Jeff Bush from Edy's Ice Cream of Michigan at 1-800-952-7558 Ext 1034 or Mike Pecoraro at Edy's Ice Cream of Ohio at 1-800-328-3397 Ext 14001, or Auday Arabo at the AFPD Office at 1-800-666-6233.

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If we say it once,  
we'll say it a **million** times:

*"Thanks."*

Congratulations to the following retailers for achieving \$1,000,000  
or more in total 2008 Lottery sales

**Special recognition to Michigan's \$2,000,000 retailers:  
Oak Liquor and Wine of Oak Park  
and M T Loonies of Temperance**

8 Mile Express Detroit	Gilbert's Lodge St. Clair Shores	Oakland Liquor Party Shoppe Southfield	South Lyon Hotel South Lyon
A & L Market Detroit	Glass Bottle Shoppe Detroit	Pairs Food Store Oak Park	Stop N Shop Saginaw
Angelo's Food Specialties Benton Harbor	Gratiot Fairmont Market Detroit	Parklane Cork & Bottle Detroit	Super M Market Detroit
Bell Bar Bay City	Great Baraboo Brewing Company Clinton Township	Parkway Foods Detroit	Tommy Branns Steak House Wyoming
Beverage 1 Detroit	Greenfield Party Shoppe Southfield	Prince Liquor & Wine Shop Southfield	Town & Country Liquor Southfield
Big J Market Detroit	In N Out Store #31 Detroit	Royal Shopping Place Hamtramck	Variety Foods Mini Mart Dearborn
Cherry Belt Party Store Inkster	Larrys Market Detroit	Sammy's Restaurant/Lounge Lansing	Westland Food Store Westland
Country Farm Market Pontiac	Light House Liquor Oak Park	Sax Discount Taylor	Whitt's Party Store Battle Creek
Danny's Fine Wines Oak Park	Luxor Market Detroit	Scotia Stop Food Store Oak Park	
Duffy's of Flushing Flushing	Mario's Market Lansing	Shoppers Market Center Line	
Five Star Liquor Dearborn	MoonRaker Battle Creek	Shoppers Market Warren	
Florentine's Pizzeria Restaurante & Sports Lounge Grand Rapids	New Northend Market Oak Park	Short Stop Depot Saginaw	
Gator Jakes Sterling Heights	New Super Fair Foods Detroit	Skip's Market Center Line	





## Lottery,

Continued from page 14.

from the 1 million tickets sold, a whopping 19,820 winning tickets will be selected. Two winning tickets will be awarded a cash prize of \$700,000; 18 winning tickets will be awarded a cash prize of \$70,000 each; 1,800 winning tickets will be awarded a cash prize of \$700 each;

and 18,000 winning tickets will be awarded a cash prize of \$70 each. That is over \$5 million in prizes to thousands of very lucky winners.

**Fiscal Year 2008 Sales:** Wayne, Macomb and Oakland Counties were the top three counties in the state with total combined sales of \$1,131,170,190 in FY 2008. The outstanding sales in these three counties made up 48.92 percent of all Lottery sales in the state.

Congratulations to all our retailers for another successful sales year.

**New Instant Tickets:** On March 2, we issued two new \$2 games: The Three Stooges and Criss Cross Bingo. On March 16 the Lottery launched Cinema Cash for \$2, Million Dollar Mega Play for \$10 and \$2,000,000 Diamond Dazzler for \$20. Also watch for Dollar Doubler for \$1; \$500s Fury for \$2; and Detroit Red Wings for \$5, all of

which are available March 30.

**Retailer Advisory Panel:** The opportunity to talk with our partners directly is important to me and I appreciated hearing comments and suggestions related to point of sale, instant ticket vending machines, ticket prices, promotions, the conversion, shipping of tickets and settlements at our first Retailer Advisory Panel.

If you have ideas or concerns about the Lottery business that you'd like to share with us, consider signing up and participating in an advisory discussion. Lottery officials from the Lansing headquarters will be traveling around the state to meet with retailers to get their opinions on what is currently working, what isn't - and what you'd like to see happen in the future.

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

*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 2008, the contribution to schools was \$740.7 million. Since its inception in 1972, the Lottery has contributed more than \$15 billion to education in Michigan.*

*For additional information, please visit the Lottery's Web site at [www.michigan.gov/lottery](http://www.michigan.gov/lottery).*



## 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](http://www.GreenCurrents.com)

Or call 866-207-6955.

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## Ohio Supreme Court to hear grocery tax case

The Ohio Supreme Court has agreed to hear a case seeking to bar the state from applying its Commercial Activities Tax (CAT) to supermarkets and wholesalers. The Ohio Grocers Association (OGA) filed a lawsuit in 2006 against the state for applying the tax, which the OGA says is barred by the state's constitution from being applied to supermarkets. "We are not surprised to hear of the Ohio Supreme Court's decision today to hear our case," the OGA said in a prepared statement last week. "We look forward to a ruling upholding the unanimous decision of the Court of Appeals that imposing the CAT on the sale of food is prohibited by the Ohio Constitution."





# Turning Green Into Gold.



*"Soft, silky entry leads to a round, delicate, dryish light-to-medium body with whipped cream and mineral flavors. Finishes in a smooth, sweet, and lightly warming powdered sugar, mild citrus zest, and talc fade with nice length. A very smooth, clean, and gently style vodka for martinis or neat. Impressive. The sweet frosting and mineral aroma and flavor profile is exceptionally smooth with a nice, spicy, tingling fade and very little warmth. Overall, this is a clean, smooth, and balanced vodka."*

—Beverage Testing Institute

We took home the gold—for great tasting vodka. No wonder. 360's quadruple-distilled for delicious taste, and optimal eco-efficiency. Revolutionary bottle, made of 85% recycled glass. Labels made of 100% PCW paper, and printed with water-based inks. Green and Gold never tasted so good!

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**Mon. and Tues., April 27 & 28, 2009**

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

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April 27 & 28, 2009**

Mon., April 27—5 p.m. to 10 p.m.

Tues., April 28—4 p.m. to 9 p.m.

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**Present this VIP Admission Ticket for entrance to the Annual AFPD Trade Show and you will be in the running to win the \$1000 Grand Prize Door Prize Giveaway!**

- Over 200 exhibitor booths there to serve you!!!
- Some of our suppliers will be offering you SPECIAL TRADE SHOW ONLY PRICING and will answer any questions or concerns you may have.

**If that was not enough...**

- AFPD will be giving away a number of door prizes every hour of every day and one lucky attendee will win the GRAND PRIZE OF \$1,000 at the end of each day at the show!!

**WAIVER AND RELEASE:** By presentation of this ticket, I hereby state that I am 21 years of age or older and that I am a voluntarily participant in this Event. I understand that alcohol may be made available by participants and/or AFPD and I agree to drink responsibly. I hereby release the AFPD, its board, officers, agents and employees from damages on account of any injury sustained by me, my heirs, personal representatives and assigns and, from any and all claims and causes of action for loss of or damage to my property and for any injury sustained by me resulting from or occurring during my participation in this Event. I further agree to indemnify and hold harmless the AFPD, its board, officers, employees, and representatives from liability for the injury or death of any person(s) and damage to property that may result from my negligent or intentional act or omission as a result of my participating in the Event.

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The Associated Food & Petroleum Dealers

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Tuesday, April 28, 2009 • 4 p.m. to 9 p.m.

**PLEASE PRINT. Ticket used for prize drawings!**  
- Completed form required for badge -

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Company \_\_\_\_\_  
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City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Email \_\_\_\_\_  
Signature \_\_\_\_\_

Please check your answer:

1. SDM license (Beer & Wine)? ☐ Yes ☐ No  
2. SDD license (Liquor)? ☐ Yes ☐ No  
3. Class C license? ☐ Yes ☐ No  
4. What is your job title?  
☐ Manager ☐ Owner  
☐ Buyer ☐ Employee  
☐ Other  
5. Type of business:  
☐ Convenience Store ☐ Service Station  
☐ Supermarket ☐ Bar/Restaurant  
☐ Specialty Store ☐ Other  
☐ Drug Store

This ticket with photo ID must be presented at the door or you will be charged \$12.  
Please call with questions at (800) 666-6233.

**Admit One**

Fill in, clip and present at the show!

If you have any questions  
please contact us at  
**(800) 666-6233**  
and ask for Auday Arabo

# Schneider family markets of Northwestern Michigan have "just like home" feel

Grocery stores are the heart of a community. Like Mom's kitchen, they provide a foundation of nourishment and enrichment.

The Schneider family grocery stores of the Northwestern Michigan communities of Copemish and Honor, provide that sustenance. They supply food to residents as well as a friendly smile and a helping hand when needed. Customers feel welcome as they are often greeted when they enter the two stores: Copemish Family Market and Honor Family Market.

The local food pantries know they can count on the markets to help with fundraisers by providing food and matching customer food donations. "I would rather help the gentleman down the road who needs gas to go to the doctor, than give a donation to a national charity," said Marilyn Edginton, president of the markets. You see the good it does when it's local, she added. "Our father was all about taking care of the children," said Marilyn and she said they have continued that tradition by donating to schools and children's activities.

The Family Markets are truly about family. Marilyn and her sister Helen Schneider and three brothers Pat, Tim and Dale Schneider all work at the stores. Their parents Leroy and Rosemary Schneider purchased the Copemish store in 1980 and the Honor store, which was formerly called Platte Valley Market, in 1990. "My father had already retired from three other jobs. He was 57 years old. He said, 'We'll just do this for 10 years. See how it goes.' We said we would help him. We've been here ever since," said Marilyn. That was 29 years ago. Leroy died in 2006 and Rosemary in 2007, but their legacy of providing good wholesome food and good neighborly dedication lives on through their sons and daughters.

Pat's wife Lorri and two daughters—Keri and Jessica—also work at the stores. Helen manages the bakery, deli, produce and finances. Tim is in charge

of advertising and grocery management. Dale manages all grocery, specialty items, beer, wine and liquor. Pat is in charge of the meat department in both stores as well as the liquor orders in Honor, where they make their locally famous brats and sausages.

The Michigan Maple Syrup Association took the Family Market Maple Link Sausages to Lansing and served them at a state department meeting of over 100 people.

"We make our own bratwursts, including salsa-flavored, cherry, green pepper and onion, sweet Italian, hot Italian, white German and beer brats. We tried blueberry brats, but they didn't go over too well, because of the color," Marilyn chuckled. They smoke a lot of bacon and also smoke pork chops, jerky in several flavors and dried meat snack sticks which are less expensive than jerky and popular with fishermen, hunters, canoeers and kayakers who frequent the stores. They were featured in Traverse magazine.

The Honor Family Market is the larger of the two stores with 11,000 square feet. It currently has 23 employees, not counting the Schneiders. It is near the Sleeping Bear Dunes National Lakeshore on the Lake Michigan coast and there are numerous inland lakes and rivers nearby which bring plenty of visitors to the area, especially in the summer.

The Copemish store is just five miles away from Crystal Mountain Resort so the store gets visitors all year. Copemish Family Market is 8,800 square feet and currently has 18 employees.

The economic downturn has actually helped their business because customers are shopping closer to home and not driving the additional 30 miles to Cadillac or Traverse City. "People aren't traveling as far to shop. I think people are downsizing what they buy and eating more wholesome foods, like fruits and vegetables," said Marilyn.

Shopping habits have changed too. "Instead of buying from the bakery,



The Schneider family.

l to r: Tim Schneider, Helen Schneider, Marilyn Edginton, Patrick Schneider and Dale Schneider

shoppers bought more baking products like flour, sugar and cookie decorating sprinkles," said Marilyn. More people gave food as Christmas gifts by buying fruits and treats and wrapping their own baskets. There's been an increase in purchases of canning jars, salts and spices as people look for ways to eat more economically and healthier. Another way that shoppers are cutting back is by purchasing less expensive cuts of meat and only buying chicken when it's on sale. The Copemish Family Market holds its annual truckload meat sale the week of March 12. The Honor market starts its sale May 7. They hold the sales then because most people have emptied their freezers and hopefully have some money from taxes.

"A lot of our customers live on very tight and fixed budgets. We know many shop at the first of the month. We stock up on our best sellers and many sale items and those in bulk so we can accommodate their needs. We don't want them to travel long distances to find items we can provide right here," said Marilyn. "We try to keep it as simple as we can. We don't sell automotive or tackle items. We stick to groceries," she added.

The family branched into the high-end alcohol and beer market. "We

completely revamped the stores to accommodate it. It has helped our overall sales," said Marilyn. "Our stores are the only place for miles that customers can get a good cut of steak, a bottle of wine, freshly baked bread and a pack of freshly-made bratwurst all in one stop."

Whenever possible, the Schneider family sells local products including fruits, vegetables and flowers and plants such as poinsettias from the local greenhouse. They also sell locally produced honey, maple syrup, jams and jellies.

The Schneiders have been AFPD members for a number of years and one of the programs they use is the AFPD Coupon program. "It's one of the better systems that I've ever used. We tried several other programs that didn't work as well," said Marilyn.

The Benzie County Chamber of Commerce presented the Family Markets with the 2008 Outstanding Business Member of the Year award, based on their community involvement and commitment. This commitment has become a family tradition.

The Schneider family keeps the heart of the Copemish and Honor communities beating strong by treating the residents of the area like family and keeping a pulse on the changing tastes and needs of their customers.



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

3rd Annual  
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**Thursday, May 7, 2009**  
**11 a.m. to 5 p.m.**



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- Some of our suppliers will be offering you SPECIAL TRADE SHOW ONLY PRICING and will answer any questions or concerns you may have.

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# Dr Pepper Snapple Group bubbles with excitement

By Michele MacWilliams

The confusing business of beverage bottling and distribution was patiently explained to this writer during a recent visit to the 7UP Bottling Group facility in Redford, Michigan.

James Fox, Region Director East Michigan, patiently explained the history of his company, which is actually the Dr Pepper Snapple Group – although he doesn't sell either one in Detroit...more about that later.

Fox explained that Dr Pepper Snapple Group Inc. is a publicly traded company (NYSE: DPS) that is actually three companies in one. First it is a producer of concentrate. They supply syrup to bottlers across the country. "We sell Vernors syrup to Pepsi. In Detroit, we sell Dr Pepper syrup to Coke. Because of historical franchise agreements, some of our competitors are actually our customers as well."

The company is also a bottler itself. "We also sell our concentrate to ourselves, the confusion lies in the fact that some bottlers have a variety of different brands, depending on where you are in the country, or even where you are in the state. In Detroit, Dr Pepper is sold by Coke. In Flint, we sell it," he added.

Finally, Dr Pepper Snapple Group is also a finished goods company. They sell Hawaiian Punch jugs, Mott's Apple Juice, Clamato, Mr. & Mrs. T's and many other products. In fact, the Dr Pepper Snapple Group is one of North America's leading refreshment beverage companies: manufacturing, bottling and distributing more than 50 brands of carbonated soft drinks, juices, teas, mixers, waters and other premium beverages.

More than 75 percent of the company's overall volume is from brands that are either number one or number two in their flavor categories. In addition to its flagship Dr Pepper and Snapple brands, the DPS portfolio includes 7UP, Mott's, A&W, Sunkist soda, Hawaiian Punch, Canada Dry, Schweppes, RC Cola, Diet Rite, Squirt, Peñafiel, Yoo-hoo, Rose's, Clamato, Mr & Mrs T and other well-known consumer favorites.

"Plus, we distribute a number of licensed brands in various territories, such as Fiji Water, Sunny Delight and Big Red," Fox explained.

## A little history

Dr Pepper/Seven Up, Inc. was a Plano-based soft-drink manufacturing company created by the merger of Dr Pepper, Incorporated and The Seven Up Company on May 19, 1986. The merger resulted in the breakup of international branding rights held by the two independent companies.

Dr Pepper/Seven Up, Inc. was purchased by Cadbury Schweppes and The Carlyle Group on March 2, 1995.

In early 2006, Cadbury Schweppes purchased the remainder of Dr Pepper/Seven Up, Inc. and Dr Pepper/Seven Up Bottling Group from The Carlyle Group. All Dr Pepper/Seven Up, Inc. assets were absorbed into Cadbury Schweppes Americas Beverages (CSAB) along with Mott's Beverages and Snapple Beverages holdings. Dr Pepper/Seven Up Bottling Group was merged with other Cadbury-acquired bottlers and renamed Cadbury Schweppes Bottling Group (CSBG).

The company then established its own bottling and distribution network.



James Fox, Regional Director East Michigan



In May 2008, Cadbury plc (CBY) and the Dr Pepper Snapple Group (DPS) became separate entities.

The Dr Pepper Snapple Group was established following the spinoff of Cadbury Schweppes Americas Beverages (CSAB) from Cadbury Schweppes plc., unifying more than 50 leading brands under a common vision, business strategy and management structure.

"Originally we were a bunch of independent family-owned bottling systems, making it difficult to compete against the large cola companies and hard to come up with a consolidated voice. Now, we are the third largest soft drink company in North America, with 20,000 employees, 24 manufacturing facilities, and 200 distribution centers," said Fox. "We service 70 percent of the U.S. population in 30 states," he added.

"Nearly half of DPS' annual volume is distributed through our company-owned bottling and distribution network. The remainder is driven through third-party/licensed bottlers and distributors, including those in both the Coca-Cola and Pepsi bottling systems, as well as independent bottlers, brokers and distributors. That is where people become confused," Fox noted.

Fox is optimistic about the future of his company and its employees. "Although the beverage industry isn't recession-proof, we don't seem to be as affected as other industries," he

explained. "People may be cutting corners, but they still want the luxury of their favorite soft drink."

James Fox has served his entire 25-year career in the beverage industry. "This is a great industry, I've loved it. People are passionate about the business and every day is different," he added. Fox explained that the Metro Detroit area is one of the most competitive beverage markets in the country. "Coke, Pepsi, Faygo and IDI are all very strong. In order to stay competitive, we have had to work hard and build strong customer ties."

Since the company's consolidation in 2006, Fox has seen a great deal of career opportunities open up for employees. "Before, when we were a bunch of family-owned independent bottlers, career advancement was limited. The consolidation brought all these great people together under one masthead. Employees can grow and advance within the company. It has opened a lot of doors."

In addition, Fox says that resources have been expanded and knowledge shared across the company, creating a bigger footprint and smarter operating practices.

Although the beverage bottling and distribution industry may be confusing to the lay person, it is important to note that wherever one travels in North America, your favorite soft drink – including Dr. Pepper and 7UP – will be available at the corner store.







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## New Environmental Protection Agency administrator outlines values and priorities

Lisa P. Jackson, the U.S. Environmental Protection Agency (EPA) Administrator-Designate, sent a memo to all U.S. EPA employees introducing herself. In the memo Ms. Jackson outlined three values President Obama has indicated the agency

should follow and essentially her top five priorities. The three values are: 1) Science must be the backbone for U.S. EPA programs, 2) U.S. EPA must follow the rule of law and 3) U.S. EPA actions must be transparent. The five priorities are: 1) Reducing greenhouse

gas emissions, 2) Improving air quality, 3) Managing chemical risks, 4) Cleaning up hazardous waste sites, and 5) Protecting America's water.

You can view the full text of the memo at: [www.epa.gov/administrator/memotoemployees.html](http://www.epa.gov/administrator/memotoemployees.html)

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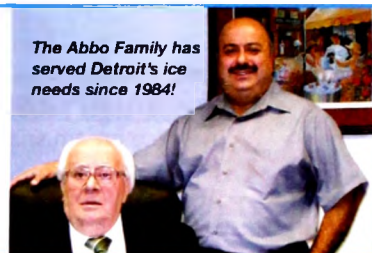
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# AFPD ANNUAL TRADE DINNER CIRCUS CIRCUS! PROVIDED A CARNIVAL OF FUN

On Friday, February 6, the Associated Food & Petroleum Dealers hosted its 93rd Annual Black Tie dinner at Shenandoah Country Club in West Bloomfield, Michigan. The event, which drew leaders from the food, beverage and petroleum industries in both Michigan and Ohio, was themed Circus Circus and featured carnival and 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."

Michigan Speaker of the House Andy Dillon and Detroit Mayor Ken Cockrell joined Shallal on the stage during the dinner program, where the highlight was a circus-themed video tribute to AFPD's sponsors and board members.

After dinner, guests danced to the sounds of *Slight Return*, featuring Karen Newman and Steve Acho. They also enjoyed casino games with special door prizes which included a trip for two to Las Vegas, Scotch, Cognac and cigar tent and a cappuccino station. In all, there was something for everyone!







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Refiners Outlet Company (216) 265-7990  
Ullman Oil, Inc. (440) 543-5195

## ICE PRODUCTS:

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

## INSURANCE:

AAA Michigan 1-800-AAA-MICH  
Advanced Insurance Marketers (517) 694-0723  
Al Bourdeau Insurance Services (248) 855-6690  
Avizet (614) 793-8000  
CBBS of Michigan 1-800-666-6233  
CBIZ Benefits & Insurance Services (614) 793-7770  
Charles Halabu Agency, Inc. (248) 968-1100  
Cox Specialty Markets 1-800-648-0357  
Frank McBride Jr., Inc. (586) 445-2300  
Gadaleto, Ramsby & Assoc. 1-800-263-3784  
Lyman & Sheets Insurance (517) 482-2211  
McCarthy & Flynn (248) 545-7345

Meadowbrook Insurance Group 1-800-482-2726  
North Pointe Insurance (248) 358-1171  
Rocky Husaynu & Associates (248) 851-2227  
Underground Storage Tank Insurance (Lyndall Associates, Inc.) (440) 247-3750

## INVENTORY SERVICES:

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

## MANUFACTURERS:

Art One Sign Expo, Inc. (248) 591-2781  
Burnette Foods, Inc. (616) 621-3181  
Cateraid, Inc. (517) 546-8217  
General Mills (248) 465-6348  
Jerusalem Foods (313) 846-1701  
Old Orchard Brands (616) 887-1745  
Red Pelican Food Products (313) 921-2500  
Signature Signs (586) 779-7446  
Singer Extract Laboratory (313) 345-5880  
Williams Cheese Co. (989) 697-4492

## MEAT PRODUCERS/PACKERS:

C. Roy & Sons (810) 387-3975  
Kowalski Sausage Company (313) 873-8200  
Nagel Meat Processing Co. (517) 568-5035  
Wolverine Packing Company (313) 259-7500

## MEDIA:

Booth Newspapers (734) 994-6983  
Chaldean News (248) 932-3100  
Detroit Free Press (313) 222-6400  
Detroit News (313) 222-2000  
HSL (586) 756-0500  
Michigan Chronicle (313) 963-5522  
Suburban News-Southfield (248) 945-4900  
Trader Publishing 1-877-792-7737  
WDIV-TV4 (313) 222-0643

## POTATO CHIPS/NUTS/SNACKS:

Better Made Snack Foods (313) 925-4774  
Detroit Popcorn Company (313) 835-3600  
Frito-Lay, Inc. 1-800-359-5914  
Herr's Snacks (248) 967-1611  
Kar Nut Products Company (248) 588-1903  
Motown Snacks (Jays, Cape Cod) (313) 931-3205  
Nikhlis Distributors (Cabana) (248) 582-8830  
Up North Jerky Outlets (248) 577-1474

## PROMOTION/ADVERTISING:

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

## RESTAURANTS:

Ram's Horn (248) 350-3430

## SECURITY/SURVEILLANCE:

ADT Security Services, Inc. (248) 583-2400  
Axiom Protection Group Inc. (734) 942-1600  
Freedom Systems Midwest, Inc. (248) 399-8904  
C-Biz Solutions 1-877-271-3730  
Scada Systems (313) 240-9400

## SERVICES:

AAA Michigan 1-800-AAA-MICH  
Advance Me Inc. (770) 590-9822  
Al Bourdeau Insurance Services 1-800-455-0323  
American Communications of Ohio (614) 855-7790  
American Mailers (313) 842-4000  
AMT Telecom Group (248) 862-2000  
Bellanca, Beattie, DeLisle (313) 882-1100  
BMC (517) 485-1732  
Cartronics, Inc. (760) 707-1265  
Central Alarm Signal (313) 864-8900  
Clear Rate Communications (734) 427-4411  
Constellation New Energy (248) 936-9027  
Cox, Hodgman & Giarmarco, P.C. (248) 457-7000  
Cummins Bridgeway Power (248) 573-1515  
Detroit Warehouse Co. (313) 491-1500  
Diamond Financial Products (248) 331-2222  
Dragon Payment Systems 1-888-285-6131  
DTE Energy 1-800-477-4747  
Excel Check Management (248) 787-6663  
Financial & Marketing Ent. (586) 783-3260  
Gadaleto, Ramsby & Assoc. 1-800-263-3784  
Gasket Guy (810) 334-0484  
Great Lakes Data Systems (248) 356-4100  
GTech Corporation (517) 272-3302

Integrity Mortgage Solutions (586) 758-7900  
Kansmacker (248) 249-6000  
Karoub Associates (517) 482-5000  
Legal Collections (248) 982-2022  
Lincoln Financial Advisors (248) 948-512  
Marcoin/EK Williams & Co. (614) 837-792  
Marketplace Solutions (248) 255-247  
Mekani, Orow, Mekani, Shallal  
Hakim & Hinde P.C. (248) 223-9883

Metro Media Associates (248) 625-0077  
Network Payment Systems 1-877-473-947  
Platinum Wireless (619) 654-4044  
POS Systems Group Inc. 1-877-271-3737  
Rainbow Tuxedo (248) 477-6611  
RFS Financial Systems (412) 999-1599  
Samona Construction (734) 883-3611  
Secure Checks (586) 758-7222  
Security Express (248) 304-1900  
Shimoun, Valdo & Associates, P.C. (248) 851-7900  
Signature Signs (586) 779-7444  
Southfield Funeral Home (248) 569-8008  
Staples 1-800-693-9900  
The Saleh Group (614) 419-5677  
UHY-US (248) 355-1044  
Waxman Blumenthal LLC (216) 514-9400

## STORE SUPPLIES/EQUIPMENT SERVICES:

Belmont Paper & Bag Supply (313) 491-6555  
Culinary Products (989) 754-2457  
DCI Food Equipment (313) 369-1600  
DryB's Bottle Ties (248) 568-4252  
EMS, Inc. 1-877-666-9938  
Envipco (248) 471-4770  
Hobart Corporation (734) 697-3070  
JAYD Tags (248) 730-2403  
Leach Food Equipment Dist. (616) 538-1470  
Lighting Supply Company 1-800-544-2852  
Mo Banners (248) 688-5000  
MSI/Bocar (248) 399-2050  
Oscar W. Larson Co. (248) 620-0070  
Petro-Com Corporation (216) 252-6800  
Superior Petroleum Equipment (614) 525-2535  
Taylor Freezer (734) 525-2535  
TOMRA Michigan 1-800-610-4886  
Wayne Service Group (614) 330-3733  
Wiegand Mack Sales & Service (313) 806-3287

## WHOLESALE/FOOD DISTRIBUTORS:

Brownwood Acres (231) 599-3101  
Capital Distributors 1-800-447-8180  
Central Foods Wholesale (313) 862-5000  
Chef Foods (248) 789-5319  
D&B Grocers Wholesale (734) 513-1715  
Derby Pizza (248) 650-4451  
EBY Brown, Co. 1-800-532-9278  
Great North Foods (989) 356-2281  
Hacienda Mexican Foods (313) 842-8823  
Hispanic Foods Wholesale (313) 894-2100  
H.T. Hackney-Columbus (614) 751-5100  
H.T. Hackney-Grand Rapids 1-800-874-5550  
International Wholesale (248) 353-8800  
Interstate Brands/  
Wonder Bread/Hostess (313) 868-5600  
Jerusalem Foods (313) 846-1701  
Kaps Wholesale Foods (313) 567-6710  
Karr Foodservice Distributors (313) 272-6400  
Krispy Crunchy Chicken (248) 821-1721  
Liberty USA (412) 461-2700  
Liberty Wholesale (586) 755-3620  
Lipari Foods (586) 447-3500  
MGL Select (734) 524-0100  
Nash Finch (989) 777-1891  
Nat Sherman (201) 735-9000  
Nikhlis Distributors (Cabana) (248) 582-8830  
Norquick Distributing Co. (734) 254-1000  
Piquette Market (313) 875-5531  
Polish Harvest (313) 758-0502  
Royal Distributors of MI. (248) 350-1300  
S. Abraham & Sons 1-800-477-5455  
Sherwood Foods Distributors (313) 659-7300  
Spartan Stores, Inc. (616) 878-2248  
SUPERVALU (937) 374-7609  
Tom Macen & Son, Inc. (313) 568-0557  
United Wholesale Dist. (248) 356-7300  
Value Wholesale (248) 967-2900  
Weeks Food Corp. (586) 727-35305



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