

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

ASSOCIATED  
FOOD & PETROLEUM DEALERS, INC.

VOL. 20, No. 1

JANUARY 2009

## Just In

### AFPD welcomes new Chief Operating Officer

On December 15, Auday Arabo joined the AFPD team as its new COO. You can read more about AFPD's newest executive on page 18.



## Inside

Chairman's Message .....	3
Bella Vino Debuts .....	8
Meet Michigan Sen. Brown .....	10
Fresh Food Initiative launched in Detroit .....	16



A couple of turkeys! Najib Atisha and Harley Davis display the Spartan birds. Photos and more on page 20.

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## Season's Greetings

### AFPD's Annual Trade Dinner is fast approaching!

After a brief recess from holiday festivities, it will soon be time to don the tuxedos and gowns for the AFPD 93rd Annual Trade Dinner and Ball. The premiere event of the food, beverage and petroleum industries, this year's theme is "Circus Circus." Guests will "step right up" to a night of dining, dancing and a host of carnival activities, all within the confines of the beautiful Shenandoah Country Club in West Bloomfield, Michigan.

The event takes place on Friday, February 6, with cocktails and hors d'oeuvres at 6:30 and dinner at 8:00. After dinner, guests will enjoy Cognac, Scotch and cigars under the big top, music by Detroit's own Karen Newman, circus midway games and gaming tables! We guarantee it will be the "Greatest Show on Earth!"

For more information, see page 11 or call Michele MacWilliams at 1-800-666-6233.



A capacity crowd enjoyed last year's event.

### Sweet Potato Pies change the lives of ex-cons

Time spent in prison is difficult, but the return to life in the community can often be more traumatic. Reestablishing a safe place to live and work can be a daunting process for many men and women, and former prisoners often feel their only option is to reengage with crime and drugs.

To help break that cycle, New Creations Community Outreach (NCCO) has developed programs that assist former prisoners as they

reenter society. NCCO is a non-profit organization that provides former prisoners and their families with support during their transition and teaches them the necessary skills to take back their lives. An internationally recognized leader in prisoner aftercare, NCCO works in cooperation with church and community leaders and state and local agencies and has been recognized as one of the most

successful programs in the nation for addressing the risks and needs of men and women in transition from prison.

However, NCCO faces a number of challenges in providing effective programs. First, the poor economy in Detroit presents challenges for obtaining adequate, sustained funding for programs. Additionally, Detroit has the highest unemployment rate of any large city. This makes funding living-wage employment very difficult for men and women in transition from prison. They are most often the last hired and first fired.

This is where the sweet potato pies come in.

NCCO recently began operating a for-profit business called Down Home Cook'n, a bakery which makes premium sweet potato pies.



Sweet Potato Pie,  
Continued on page 15.



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By Chris Zebari  
AFPD Chairman

I say that every year but I probably say it more as I get older because it truly does seem like the years fly by now.

While 2008 presented its share of challenges (I love using that word "challenge" because it's basically a substitute for "a lot of things went really bad"), you'll be glad to know that the AFPD did not sit by and let things just happen. Recognizing that there were challenges (there's that word again) our executive staff has been spending countless hours in Lansing and Columbus working with politicians to ensure that you're protected and that legislation that may affect your business is properly enacted. We have also been in the field holding meetings that were relevant to our members' businesses.

We also poised ourselves for the future by bringing in a new chief operating officer, Auday Arabo. Mr. Arabo comes to the AFPD from

# 2009 is here already

sunny San Diego, California (I'm wonder if he has ever seen a Michigan winter!). Auday is tasked with many responsibilities and will report directly to our president, Jane Shallal. We welcome him and the expertise that he brings from the Neighborhood Market Association in San Diego.

We welcomed our new Mayor of the City of Detroit in 2008, the Honorable Kenneth Cockrel Jr., with whom we enjoy a wonderful relationship, particularly as it pertains to our Detroit members. I am appreciative of the bridges that are being built with the new city government. Be assured that your association continues to do the right things in representing you in this challenging (There I go using that word again) business climate.

## A century of service

2008 was AFPD'S 98th year of existence, which means that our 100th anniversary is upon us in 2010. I am very excited to be the chairman during the final two years of our first century. We are planning a very special centennial celebration and need help from our members, past and present.

I am looking for the following pieces of our history:

- Old pictures of members, members' stores (inside and out). Product shots from suppliers and trade journals from the past 100 years.

Advertisements, in store signage, old containers, anything vintage that shows our history.

- I want to hear from our eldest board members and general members. Your stories about AFD through the years will be very valuable as we try to preserve our history.

- Family owned businesses out there. I am looking for the longest running family business in our association. Please call us and share your business history.

Call the AFPD offices at 1-800-666-6233 or call me directly at 734.564.6248. I am looking forward to

hearing from you.

## All things that change are still the same

I was talking to a good friend of mine the other day and he was a little down about the state of the economy (like I'm sure we all are these days). He jokingly got irritated with me and accused me of being too optimistic about things. I laughed at him and said, "would it make you feel better if I told you what you already know?" He agreed and we laughed.

Life is to live, my friends; these are uneasy times for EVERYONE. This is not an upper, middle or lower class crisis; we are ALL rowing the same boat.

As I write this column, ironically, my 15-year-old son, Chase, is writing a report on the great depression. I was glancing at some of the books that he is using in his research and found a pretty good paragraph that still pertains today.

"The Great Depression was a time of peril and promise, an age when our nation embraced hope over despair and in the process lurched a little closer to the great chaotic dream of what America is."

As bad as those years were, people were resilient and chose "hope over despair." Give that some thought and remember that "character is never defined in good times" (that's another cool quote but I forget who said it.).

Finally, I want to send my condolences to my good friend Forest Bryson from Faygo Beverages. His wife Delthea died in November in a terrible car accident. She was well loved in the Detroit school system and will be missed immensely. Our thoughts and prayers are with you, Forest.

## Contact AFPD:

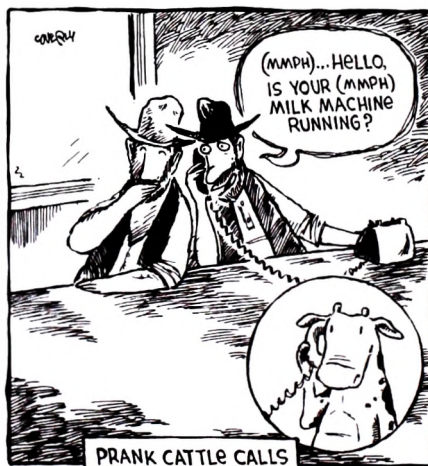
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# The Grocery Zone

By David Coverly





# Returnable container legislation works through Lame Duck sessions

Although AFPD and its retailers opposed the package bills requiring reverse vending machines to be retrofitted to ban redemption of beverage bottles and cans from outside Michigan, the House Great Lakes and the Environment Committee voted in the bills and sent them to the House for a full vote. As this publication went to press, the Michigan House had held lengthy hearings on this package. (House Bills 5147, 6440, 6441, 6442, 6443, 6444 and 6460) and was expected to have the House vote on these bills before the end of the year.

House Bill 5147 stipulates that reverse vending machines (RVMs) must reject 85 percent of illegal containers, capture and destroy those illegal containers and provide a weekly report that explains the number

of illegal containers rejected. A major obstacle facing the package is the lack of funding for retrofitting machines currently used by retailers.

All the bills require the State to pay for those retrofits. The State has failed to identify where such funds will come from.

There was an amendment to HB 5147 to state that dealers or manufacturers of reverse vending machines will not be held accountable if the state does not have funding to retrofit the reverse vending machines to follow the proposed law.

The Department of Treasury testified that there was a commitment of \$1 million to assist in the retrofitting, although Governor Granholm opposed taking money from the Department of Environmental Quality.

AFPD argued that the bills are inconsistent and unrealistic because the technology, which would block the illegal returnable containers, is untested and that the \$1 million the Treasury is committing will not cover the complete cost - estimated at \$2.5 million for just the 450 machines used by retailers in the border counties. Additionally, the bills, as currently written, do not protect retailers in the middle of the state from incurring additional costs of purchasing machines with the new technology.

AFPD is aggressively opposing these bills and working with Michigan's legislators to insure that retailers will not be financially impacted by this package. For current information on this issue, check the AFPD website, [www.AFPDonline.org](http://www.AFPDonline.org).

## Predictions: How legislation will affect our industry in 2009

With a democrat taking over the White House and democratic control of Congress, there will certainly be changes coming that affect us all. To determine what specific impact this will make on the food, beverage and petroleum industries, John Eichberger, vice president of government relations for the National Association of Convenience Stores (NACS), provides some insight. Here are his predictions:

### Card-check legislation

"You're going to see a much more favorable tilt toward unions, so card-check legislation will be one of the first things [Obama will] sign into law," said Eichberger, referring to the Employee Free Choice Act, pending legislation that would allow employees to organize into a union simply by signing a card, instead of partaking in a secret-ballot election.

### Renewable fuels push

"Obama is much more favorable on subsidies for renewables than McCain was," noted Eichberger, "so you will see a more aggressive push for alternative fuels and alternative energy, which will raise the bar for the industry to educate legislators as to how implementation of these things will actually work, and what things need to be done to make it possible."

### Increased tobacco taxation

The twice-vetoed State Children's Health Insurance Program (S-CHIP) bill, funded by an increase in the

federal excise tax on tobacco, will likely be among the first three pieces of legislation which President Obama will sign into law, Eichberger predicted.

### Windfall profits taxation

"You will see a pretty strong move to enact windfall-profit taxes on the large integrated oil companies-which, will have a trickle-down effect on our industry," said Eichberger. "It will be passed through in higher costs, probably compromise production."

### Credit Card Fair Fee Act

The pro-regulatory environment will likely supercharge efforts at passing this legislation, which has had bipartisan support in the current Congress. "Democrats have been a friend on that issue on Capitol Hill-it may make it easier in that respect to get it passed," said Ricker, who also serves as NACS vice chairman of convention and events.

### FDA regulation of tobacco

H.R. 1108, the Family Smoking Prevention & Tobacco Control Act, which passed the House in July, and is being taken up in the Senate, will move forward. "It didn't matter if it was an Obama or McCain in the White House," said Eichberger. "Any one would sign the bill if it got to them."

### Climate-change legislation

Rep. Waxman has been named chair of the House Energy & Commerce Committee, replacing John Dingell (D-Mich.). Eichberger said he expects that the current House bill addressing climate change, which is kinder to the automotive industry, will be scrapped, to be replaced with one that is more focused and aggressive and in line with president-elect Obama's goals. "The requirements on fuel efficiency and tailpipe emissions will be re-opened and that could lead to significant change in fuel formulations as well," said Eichberger.

Of all of these, Eichberger predicted that the card-check legislation, federal excise tax increase and changes to estate death tax, capital gains tax and windfall profit tax will definitely be seen in 2009, with the latter as part of an economic stimulus bill. Meanwhile, climate-change legislation will likely take much longer to draft and is not foreseeable for 2009.

## Calendar

**February 6, 2009 6:30 p.m.**  
AFPD's 93rd Annual Trade Dinner  
Shenandoah Country Club  
Contact: Michele MacWilliams  
1-800-666-6233

**March 23 & 24, 2009**  
Food Marketing Conference  
Western Michigan University  
Contact: Dan Reeves  
1-800-666-6233

**April 27 & 28, 2009**  
AFPD's 25th Annual Food & Petroleum  
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National Soup Month  
• Oatmeal Month  
• Wheat Bread Month

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# Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

## Exxon sets new earnings record

Exxon Mobil Corp., the world's biggest oil company, saw third-quarter profit jump 58 percent, totaling \$14.8 billion in net income, as record crude prices resulted in the largest drop in output in at least a decade, *Bloomberg News* reported.

ExxonMobil's profit excluding one-time items, such as a gain on a pipeline sale, was an all-time high for any U.S. corporation, and was 18 cents a share higher than the average of 13 analysts' predictions compiled by *Bloomberg News*, according to the report. Revenue climbed 35 percent to \$137.7 billion.

Profit from oil and gas sales climbed 74 percent to \$11 billion, and its refineries earned \$3 billion during the quarter, a 51 percent increase from a year earlier, as the company increased diesel production to capitalize on higher prices, the report stated.

Though output fell 8.2 percent during the quarter, earnings from oil and gas wells alone were higher than the company's total profit a year earlier, the report stated.

Third-quarter crude and natural-gas output equaled 3.6 million barrels of oil a day, the lowest since Exxon Corp. bought Mobil Corp. in 1999, the report stated.

"The picture is more complicated now," Todd Petzel, who advises pension funds and endowments with \$5.5 billion under management as chief investment officer at Offit Capital Advisors in New York, told *Bloomberg News*. "They're going to be under pressure to deliver on newer projects that have higher costs than their older assets."

Meanwhile, it was also a profitable quarter for Royal Dutch Shell Plc, which saw third-quarter current cost of supply (CCS) net profit increase 71 percent to \$10.9 billion, as high crude oil prices and asset sales outweighed a 7 percent drop in oil and gas production, to 2.93 million barrels of oil equivalent per day in the quarter, due to hurricane outages in the Gulf of Mexico, new field startups and the impact of production sharing contracts, *Reuters* reported.

## Obama to support ethanol producers, energy adviser says

President-elect Barack Obama intends to provide tax incentives and other forms of support to struggling ethanol producers, said Heather Zichal, senior energy adviser for the campaign. Obama also plans to continue pursuing the Bush administration's goal of requiring the fuel industry to use at least 36 billion gallons of biofuels in 2022 as part of efforts to curb U.S. dependence on foreign oil, Zichal said. - *Bloomberg*



## Avoid being accused of "price gouging"

By Ed Weglarz  
AFPD Executive Vice President of Petroleum

The price spikes prompted by Hurricane IKE are fading from the headlines but they are still prompting investigations by various states' officials and charges have been filed.

The retailers involved in one particular case cooperated with state officials, but that does not mean that retailers should automatically pay fines if they receive demand letters from their state law enforcement officials. Investigators in some states are moving up the chain from retail stores to terminals and wholesalers. We understand that a small number of retailers and jobbers have been sent "civil investigative demands" (CID).

If invoices and price notification documents are requested, AFPD recommends that you cooperate. But AFPD strongly urges members not to pay any fines to any state until they have consulted their attorney. Quickly settling a demand from the state could be used as a political tool in the media that could ruin your hard-earned reputation and goodwill.

Retailers should respond as fully and completely as possible to any civil investigative demand (CID) they receive, but without prejudicing or jeopardizing their legal rights. Make sure the information you supply is accurate and can be verified.

If you become involved in a "market reaction" that causes upward demand on fuel sales for whatever reason, take a deep breath, stand back, and jot down some notes about what is going on at your site. Who is saying what? What are customers telling you? How is the situation being dramatized by the media? And most importantly, how are you receiving information from your



supplier? Keep any mail, faxes, and emails; while jotting down notes about any phone calls you receive from your supplier.

Oftentimes, phone calls provide dire information about the limited short-term supply situations; to later be denied by the supplier. That is why it's important to make and keep notes documenting phone calls from suppliers in "panic buying" situations.

Pay particular heed to information about future wholesale price increases, supply uncertainty, delivery disruption, and possible allocation limits that might be imposed. How the media and the public in your given market area were reacting should also be mentioned, including any incitement or indications of panic buying, or actual incidents that occurred.

In the face of pandemonium you must be in control of your situation. How you act will be mirrored by your employees, so stay calm and focused. Step back, survey the situation, keep documents, and make notes. Remember, the situation is never as bad as it first appears. When the smoke clears, you'll be glad you acted rationally, while everyone around you was "running in circles."

## U.S. House passes H.R. 6604, increasing oversight in the commodities market

On September 18, H.R. 6604, the "Commodity Markets Transparency and Accountability Act of 2008," passed by a vote of 283 to 133. H.R. 6604 imposes critical position limits on non-commercial traders, increases rules and regulations on foreign boards of trade (FBOTs), increases transparency on over-the-counter (OTC) markets, requires studies on pension fund investments in commodity markets, and restores the fundamentals of supply and demand to energy commodity markets. The Petroleum Marketers Association of America (PMAA) supported this legislation and led the initiative to pass it.

The bill includes a Position Limit Energy Group, which will be made up with two-thirds commercial players and one-third noncommercial traders. The composition of this group is vital in ending excess speculation because the group will advise the U.S. Commodity Futures Trading Commission on setting appropriate position limits for traders.

PMAA's Futures Market Reform Task Force leader, Gerry Ramm, made this point regarding excess speculation, "PMAA has led the effort to rid the oil industry of excess speculation in the marketplace and to lower gas and heating oil prices. Final passage of this legislation is important but because

of our industry efforts the CFTC has already begun to increase regulations and oversight of the energy futures market. Furthermore, the threat of this legislation created a mass liquidation within the industry, which led to lower fuel prices in the past two months."

The Senate has not moved forward to vote on their bill, S. 3268, the "Stop Excessive Energy Speculation Act of 2008. Senators need to hear from you and your petroleum and heating oil consumers. Please tell your Senators to support passage of S. 3268. To contact your Senators, call 202.224.3121 or go to PMAA's [www.stopoilspeculators.com](http://www.stopoilspeculators.com) to send a letter.

## Shell to launch Saver Card

Shell Oil Products US will be the first major gasoline retailer to nationally launch an electronic check payment method when the Shell Saver Card becomes available to consumers on Jan. 5, 2009. The Shell Saver Card will provide a new way to pay for purchases through a direct link to a consumer's checking account and offer a savings on each gallon of fuel pumped at participating Shell-branded stations. Shell wholesalers and retailers will benefit from the Shell Saver Card's flat, per-transaction merchant service fee that the company said is lower than third-party debit and credit cards. — CSP Daily News



## Atlas Oil buys 57 BP sites

Atlas Oil Co. announced that it has reached an agreement for the purchase and supply of 57 locations in the southeastern Chicago suburbs and northeastern Illinois from BP Products North America Inc. The sale includes a number of retail locations owned by BP, several dealer-owned sites and an agreement for Atlas Oil to continue to grow the BP and ampm franchise presence in this strategic market.

Atlas Oil will run the new operation from its South Bend, Ind.,

operations center where it currently manages the supply of more than 129 retail locations.

Headquartered in Taylor, Michigan, Atlas Oil is a major distributor of petroleum products and related services in Michigan, Florida, Georgia, Illinois, Indiana, Kansas, Kentucky, Louisiana, Minnesota, Mississippi, Missouri, North Dakota, Ohio, Pennsylvania, Tennessee, Texas and Wisconsin. Atlas will soon supply fuel to a total of 354 stations.

## Energy prices should hold steady for a while

Big production cuts won't do much to prop up crude oil prices. According to the *Kiplinger Report*, cash-pressed members will again cheat on quotas. Venezuela, Nigeria, Iran and others can't afford to lose income, trimming output in hope of higher prices.

In fact, the move may backfire. Total output won't end up much lower, but demand will keep shrinking. So, Kiplinger predicts,

prices will wind up drifting toward \$50 a barrel. Odds are, though, that once traders have a chance to access real output levels, crude prices will climb back to \$70 a barrel or so and hover there through winter.

Even lower prices will emerge if China and India show signs of faltering. Much slower economic growth by the two powerhouses would spell a temporary glut.

## FTC delays enforcement of "Red Flag" identity theft rule

The Federal Trade Commission (FTC) has announced it will delay enforcement of its new identity theft protection rule until May 1, 2009. It was originally to take effect on November 1, 2008. The Red Flag rule applies to any business that extends credit to consumers and keeps sensitive personal information on file.

The Red Flag rule was developed pursuant to the Fair and Accurate Credit Transaction act (FACT) of 2003. Under the rule, financial institutions and creditors with covered accounts must have identity theft prevention programs

to identify, protect and respond to patterns, practices or specific activities that could indicate identity theft. "Creditors" under the rule include any party that defers payment for goods or services. This would likely include dealers that extend credit to purchasers, through weekly or monthly payment plans.

However, merely accepting credit cards as a form of payment does not make an entity a "creditor" under the rule. Despite FTC outreach efforts designed to explain the requirements to the many different types of entities that must comply, the agency

miscalculated the extent of the rule's reach to small businesses that sometimes act as "creditors" by virtue of maintaining customer payment programs.

Many retail and wholesale groups expressed surprise over the rule's reach. The FTC delay in enforcement will enable these businesses sufficient time to establish and implement appropriate identity theft prevention programs. The Petroleum Marketers Association of America (PMAA) is developing a Red Flag Compliance Kit that will assist petroleum marketers



who must comply with the FTC requirements by May 1, 2009.



# N.G.A. approves the addition of manufacturer/service suppliers to the N.G.A. Board of Directors

The National Grocers Association (N.G.A.) has announced that its Board of Directors approved an amendment to the current bylaws and approved four positions on its Board of Directors to Manufacturer/Service Suppliers.

This is a first for N.G.A. and was done in recognizing the valuable and important role which suppliers play in the independent retailer and wholesaler grocery industry. These four new Board of Directors members will have full voting rights and privileges as do the retailer, wholesaler and state association members. The addition of the manufacturer/service supplier members to the N.G.A. Board will ensure that representatives from all sectors of the food industry can collaborate and provide constructive input to others in the group on relevant issues, interact with key members of the food industry, enhance business relationships with other segments in the industry and address legislative and regulatory issues that impact the industry and consumers.

The N.G.A. Executive Committee is currently making their nominations for the four positions. Nominations

will go to the Board of Directors and associate membership prior to 2009 N.G.A. Annual Convention and Supermarket Synergy Showcase in Las Vegas, NV, February 3-6, 2009.

"N.G.A. is poised to take a big leap forward, and we will continue to deliver real value to our membership, and ultimately the consumer. Adding these new positions to the N.G.A. Board of Directors will enable us to benefit from our suppliers' understanding of this industry, with its many challenges and opportunities. These leaders' knowledge and experience will be invaluable to the N.G.A. as we move into the future" said Mike Jackson, N.G.A. Chairman and President and COO of SUPERVALU.

"This is a perfect opportunity to create an atmosphere of added collaboration, communication and information for our retailers and wholesalers; we have compatible goals and can be much more profitable working together as partners on many projects. We are very excited about the enhancements of service and synergies that exist in

our industry and applaud the N.G.A. Board of Directors on their decision," said Tom Zaucha, President and CEO of N.G.A.

N.G.A. is the national trade association representing the retail and wholesale grocers that comprise the independent sector of the food distribution industry. An independent retailer is a privately owned or controlled food retail company operating a variety of formats. Most independent operators are serviced by wholesale distributors, while others may be partially or fully self-distributing. Some are publicly traded but with controlling shares held by the family and others are employee owned. Independents are the true "entrepreneurs" of the grocery industry and dedicated to their customers, associates, and communities. N.G.A. members include retail and wholesale grocers, state grocers associations, as well as manufacturers and service suppliers. For more information about N.G.A. and the independent sector of the industry, see the N.G.A. website: [www.NationalGrocers.org](http://www.NationalGrocers.org).

## NewsNOTES

### Consumers still budgeting for chocolate, cigarettes, alcohol

Despite the poor economy, consumers are indulging in "sin stocks" like chocolate, cigarettes and alcohol, according to Mintel, the global market research company with U.S. headquarters in Chicago. Historically, these categories have performed well during economic recession.

"People might be cutting back or switching to store brands, but they definitely aren't giving up their small daily indulgences," Marcia Mogelonsky, senior analyst at Mintel, said in a statement. "Because people are being so cautious with their spending, they feel they are entitled to small rewards and they won't give them up easily."

Mintel predicts that innovative, dark and premium chocolates will help drive 4% annual sales increases each year for the next six years, and that the cigarette and tobacco market will grow 28% through 2011. It also finds that Americans are not drinking less, they're just drinking at home instead of bars and restaurants. Mintel projects that the market for at-home alcohol will reach \$77.8 billion in 2008, a 32% increase from 2003.

### Consumers Embrace Coupons

Nearly all (97%) of primary shoppers report that they use coupons at supermarkets, according to research from the Promotion Marketing Association's Coupon Council. Likewise, 89% of the overall population report that they use coupons when shopping for grocery, household and health care items at supermarkets. Coupon users report an average of 7% savings on their grocery bill with coupons. "Consumers love coupons — they are a great way to economize, stretch the grocery budget and try new products for less than retail price," says Charles Brown, co-chair of the PMA Coupon Council, in a statement. — *Supermarket News*

### Food stamp usage on the rise

A study by the U.S. Department of Agriculture reported that almost a million more people participated in the government's food stamp program between April and July, going to 28.08 million in April to 29.05 million in July. According to the *Washington Post*, the figure is said to be the highest since November 2005, when Hurricanes Rita and Katrina drove the number to 29.8 million.

## WIC News

### Opportunity for bakeries, bread companies and grocers

Whole grain breads and, possibly, corn or other whole grain tortillas will be offered to participants in the USDA Special Supplemental Nutrition Program for Women, Infants and Children (WIC) for the first time beginning in mid-2009. The bread must be whole wheat or whole grain with loaf size an important consideration. Sixteen ounces per month will be provided for pregnant and breastfeeding women; children will receive 32 ounces per month.

This presents substantial economic opportunities for bakeries, bread companies, and grocers. More than eight million participants receive WIC benefits each month nationally, with a federal investment of over \$5 billion in 2006. Michigan WIC

serves approximately 250,000 participants per month, of which about 140,000 are children and 40,000 are breastfeeding and pregnant women.

If your bakery already does or could produce a 16 ounce loaf of whole wheat or whole grain bread, or corn or other whole grain tortillas, or if you know of a bakery that does so, Michigan WIC would like to hear from you. Please contact Pat Hammerschmidt, Michigan WIC project consultant, at [hammersph@gmail.com](mailto:hammersph@gmail.com). To learn more about WIC visit the USDA website at <http://www.fns.usda.gov/wic/>. To learn more about the new food packages you can visit the WIC Works System website at [http://www.nal.usda.gov/wicworks/Learning\\_Center/Food\\_Packages.html](http://www.nal.usda.gov/wicworks/Learning_Center/Food_Packages.html)

## MI Lottery rolls out new sales rules

Despite legislative concerns, on January 31, the Michigan Lottery will implement its new sales plan, requiring lottery retailers to offer both drawing and instant games. The Bureau will also require retailers to attain a minimum of \$1,000 per week in total lottery sales to ensure the retailer and the Lottery program can profit from the business relationship.

M. Scott Bowen, commissioner for the Michigan Lottery, noted that retailers offering both lottery programs had average weekly sales of \$1,909 during the last fiscal year, while those retailers offering only the instant tickets had weekly sales averages of just \$213. Mr. Bowen noted that it costs the Lottery Bureau \$110 per week to support each retailer.

# Bella Vino debuts in Farmington Hills, Michigan

By Michele MacWilliams

Exactly ten years ago, this publication included a feature article about the newly renovated Farmington Hills store called Mug & Jug. Owned and operated by the Jamil brothers, (who also own the Mug & Jug in Berkley) the 4,400 square-foot Farmington Hills facility had been gutted and completely remodeled. The end result was striking from the floor up. Brand new refrigerated cases lined the walls and stainless steel wire shelving gave the store a clean, open appearance.

Now, ten years later, the Jamil brothers (Ronnie, Nathan and Wasim) have again transformed their Farmington Hills store, this time renaming it Bella Vino (beautiful wine).

Located on 12 Mile Road between Middlebelt and Orchard Lake roads, the project took six months and they kept the store open throughout the process. "Our customers understood and they really didn't seem to mind much," said Ronnie. "They were excited to see the transformation."

First a wall came down, between the original Mug & Jug and a storefront next door. This expansion gave them 25 percent more floor space and allowed the Jamil brothers to increase their offerings to include a limited-seating restaurant and kitchen within the confines of their store. Called Bella Vita (beautiful life) the restaurant's menu includes Mediterranean-inspired dishes, broasted chicken, specialty hand-tossed pizzas, ribs, seafood and other hot foods. Grab-and-

go coolers hold ready-made sandwiches and salads. They also make made-to-order salads fresh daily and now have an extensive menu of catered items.

Wasim's wife, Ann, is Bella Vita's chef. She specializes in Mediterranean salads including tabbouleh, hummus, eggplant and Greek feta. In addition, the catering menu lists a host of popular pastas including lasagna, mostaccioli and spaghetti. Entrees include St. Louis ribs, beef tenderloin, Mediterranean Salmon and more.

"All our food is prepared in our kitchen daily, using fresh ingredients," says Ronnie, who stresses that Bella Vita has worked at developing a menu that provides high quality and great tasting food at affordable prices.

But food is really secondary at Bella Vino, where the selection of wine, beer and spirits is the real story. New shelving has been installed to hold the thousands of wines on hand.

Ceiling-high shelving for wine and spirits is accessed by a rolling ladder and makes the most of Bella Vino's square footage. An end-cap display holds Riedel wine glasses, openers and carafes, making the store a one-stop wine and gift shop.

Cakebread, Jordan, Caymus, Silver Oak, Opus One and Rudd are just a few of the premium wine labels you'll find in Bella Vino's temperature-controlled wine cellar. However, there are also many less expensive, everyday drinking wines to choose from as well.

"We work hard at offering our customers both a wide selection and great prices," says Ronnie. All



(l to r) The Jamil brothers, Ronnie, Nathan and Wasim in front of their wine cellar.



Bella Vino 750 ml bottles of wine are always discounted 20 percent off of regular retail prices.

The beer connoisseur will feel like a kid in a candy shop when they lay eyes on Bella Vino's beer selection. There is truly something for everyone - from the popular domestic beers, to beers from around the world. Many local microbreweries are represented on Bella Vino's shelves as well.

The Jamil brothers held a grand re-opening celebration on Friday, October 24, which included a ribbon-cutting ceremony; a fabulous Bella Vita catered buffet; and gifts for attendees.

"It was really something," says Ronnie. "All the city officials and many Chamber of Commerce members came out for the event. It makes us feel good to know that Farmington Hills appreciates the time, effort and money that we have invested in Bella Vino," he adds.

For the Jamil brothers, transforming their store has been a labor of love. It is only fitting then, that they would rename it Bella Vino, with a restaurant called Bella Vita. "Beautiful wine" - is what the Jamil brothers have brought to their store. "Beautiful life" - is what their store has given back to them.





# Add a little jingle to your holiday sales

... with Michigan Lottery holiday instants. Make sure you're stocked and ready for the biggest instant ticket sales period of the year. Let customers know holiday instants are the perfect gift to slip under the tree for everyone on their list. And with fun holiday themes and the chance to win up to \$500,000, they'll want to treat themselves to the chance for a little extra jingle, too!



# Q & A with Michigan Senator Cameron S. Brown

**Cameron S Brown**  
Michigan Senator  
R-Fawn River Township

**16th District (Branch, Hillsdale, Lenawee & St. Joseph counties)**

**Senate committees:**

- Capitol Committee;
  - Chair of the Homeland Security and Emerging Technologies Committee
  - Vice-chair of the Campaign and Election Oversight Committee
  - Vice-chair of the Energy Policy and Public Utilities Committee
- Appropriations Committee:
  - Chair of the Agriculture Subcommittee
  - Vice-chair of the K-12/School Aid/ Education Subcommittee
  - Vice-chair of the History, Arts and Libraries Subcommittee
  - Capital Outlay Subcommittee

future energy needs and promote the usage of renewable energies without excessively burdening electric customers.

**Q: Has the resolution you introduced urging Congress to revitalize the economy of states with high unemployment had a national effect?**

**A:** Upon researching the concept behind this resolution, I spoke to several members of Michigan's congressional delegation, in addition to numerous respected business leaders from across the state. It is my hope that Congress will consider this proposal to provide additional assistance to states like Michigan that have been most severely impacted by economic woes.

**Q: What do you believe to be the main issues that you have dealt with in the past six years as state senator and the previous six years as state representative?**

**A:** The state's economic struggles have dominated my tenure in the Michigan House and Senate. Advancing legislation that promotes job creation and retention has been my top priority. As a member of the Appropriations Committee in both chambers, I have been responsible for balancing budgets during these times of falling government revenues.

By Kathy Blake

Now serving his second term, Senator Cameron S. Brown, R-Fawn River Twp., was first elected to the Michigan Senate in November 2002. Since coming to office, Senator Brown has introduced 28 bills which are now public acts. Prior to his Senate seat, he served two terms in the Michigan House of Representatives.

**Q: As chair of the Homeland Security and Emerging Technologies Committee and vice chair of the Energy Policy Committee, what issues are on the forefront?**

**A:** The Homeland Security and Emerging Technologies Committee is one of the first of its kind on the state level anywhere in the nation. The committee has focused on a wide range of homeland security issues, including the development of new, more secure Michigan driver's license that will be suitable for travel across our international borders with Canada.

The most substantial issue facing the Energy Policy and Public Utilities Committee in 2007 was a long-term energy plan for the state. Committee members grappled with the best way to meet Michigan's

including St. Joseph County, is one of the most heavily irrigated areas east of the Mississippi River. Meanwhile, as the home of Monsanto and Pioneer, Constantine, Michigan is known as the "Seed Corn Capital of the World." Branch County is home to one of the largest gladiola farms in the nation, Great Lakes Glads.

**Q: What is your philosophy and goals as a State Senator?**

**A:** The mission statement that hangs in my office summarizes my philosophy as a Senator. It reads; "The Mission of Michigan's 16th District State Senate office is to be an effective advocate for the constituents of Branch, Hillsdale, Lenawee and St. Joseph Counties providing prompt assistance in a manner worthy of their confidence and trust." I strive to be an effective representative and advocate of the people of the 16th District on a daily basis. Second to that is promoting the value of citizenship and encouraging young people to vote and participate in community life.

**Q: Where did you grow up? Why did you decide to get involved in politics?**

**A:** I grew up in northern Virginia, spending summers and vacations at the home of my great grandparents in Sturgis, where I now live. My father was involved in politics as a county attorney and spent his entire career as a public servant. As a result, the importance of public service was instilled in me and my siblings from a young age. My brother Jeffrey has been active in each of my campaigns for office. He has also worked on campaigns for other Republican candidates around Michigan and across the country.

*Senator Brown is the sixth generation family member to live in St. Joseph County. He and his wife*



*Helen live in the farmhouse built by his great-great grandparents. Senator Brown attended T.C. Williams High School in Alexandria, Virginia. The school was made famous by the Walt Disney movie Remember the Titans. Senator Brown was senior class vice president the year portrayed in the Disney film.*

*He received his undergraduate training at the College of William and Mary and the University of Missouri - Kansas City, where he earned a bachelor's degree in history. He has a master's of public administration from Western Michigan University.*

*Before election to the Michigan Legislature, Senator Brown served ten years on the St. Joseph County Board of Commissioners and was elected board chairman three times. While on the County commission, he helped establish 9-1-1 service for the first time and established one of the first comprehensive county investment policies following the financial crisis of the late 1980s.*

*He also served five years on the Sturgis City Commission from 1981 to 1986, where he successfully fought a proposed landfill to be sited adjacent to a contaminated site.*

*Senator Brown was previously employed as vice-president of marketing for Freeman Manufacturing Co., an orthopedic soft goods manufacturer, located in Sturgis. He was with the company for 18 years.*



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93rd Annual

# AFPD Trade Dinner & Ball

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## GOLD

### SPONSOR—\$7,000

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- 7 company images for media presentation
- Corporate signage at the dinner
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- \$800 for each additional table

## SILVER

### SPONSOR—\$4,000

- One table of 10 for dinner (Preferential seating)
- 4 company images for media presentation
- Corporate signage at the dinner
- Half-price ad of your choice in the Food and Petroleum Report
- Use of 1 company product at dinner
- \$900 for each additional table

## BRONZE

### SPONSOR—\$2,500

- One table of 10 for dinner
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- Corporate signage at the dinner
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Information online at [afpdonline.org](http://afpdonline.org)  
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**1-800-666-6233**

# AFPD keeps working hard for you!

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

## Ohio Update

### Pat Tiberi dinner

A number of AFPD members attended a dinner honoring Congressman Pat Tiberi (Ohio-R) held in Columbus, Ohio. John Kasich, Pat Tiberi's predecessor as Congressman in the very same district, was the keynote speaker. He presented his views on the future of Ohio with the catch phrase "Recharge Ohio." He outlined a plan to keep and attract businesses, jobs, students, and retirees in Ohio. Ohio needs to "recharge" and make the state an attractive destination.

### Department of Taxation meeting

AFPD staff and lobbyists met with Ohio Department of Taxation Excise and Motor Fuel Tax and Commercial Activity Tax Division representatives to discuss the severe impact of the application of the CAT tax upon our member retailers. AFPD also requested clarification and rulings on how the CAT tax is listed and applied on fuel invoices and fuel price notification documents. AFPD presented various methods by which our members are invoiced for fuel, and asked for rulings on their compliance with Ohio CAT tax law. AFPD expects a response to its concerns in the near future.

### Member meetings

AFPD vice presidents met with Ohio members to obtain information and gather invoices, supply agreements, and price notification documents for review by the Ohio Department of Taxation.

### Ohio Lottery

AFPD contacted the marketing department of the Lottery Commission to discuss joint programs.

### Rep. Batchelder meeting

AFPD staff and board members attended a meeting in Medina, Ohio conducted by Ohio Petroleum Marketers and Convenience Association (OPMCA) with guest speaker Rep. Bill Batchelder. Subjects discussed were the Ohio Commercial Activities Tax, the possibility of the reduction or elimination of the gasoline shrinkage percentage and other state issues that affect Ohio small businesses.

## Michigan Update

### MDEQ meeting

AFPD met with Michigan DEQ-Underground Storage Tank management to discuss proposed fees increases, which AFPD opposes. Further discussions took place regarding the upcoming training of gas station owners/employees as required by the Energy Act of 2005.

### Sen. Garcia meeting

AFPD met with Michigan Senator Valde Garcia to define the issues relating to the use of Operational Memos by the Michigan DEQ, which present problems hindering the clean-up efforts of gasoline retailers.

### Michigan Lottery discussions

AFPD met with the Commissioner of the Michigan Lottery, Scott Bowen. Also discussed was the new online machine equipment being installed at all lottery agent sites by supplier, G-Tech. We also discussed the mandatory agent and employee training being conducted by the Lottery Commission to prepare agents for the new lottery hardware.

### "Open supply" gasoline law

AFPD held a discussion with Ralph Bombadier, Executive Director of the New York Petroleum and Repair Association, regarding his ability to get an "open supply" gasoline law passed in New York and signed by the governor.

### MDEQ presentation

AFPD represented its members at an all-day presentation by the Michigan Department of Environmental Quality. The primary topic was the need of the DEQ to increase fees upon the regulated community to meet their objectives. The regulated community expressed its concern about increasing fees in these difficult economic times. Business leaders proposed a meeting of the DEQ, the Governor's office, the regulated community, the legislature, and representatives of environmental groups. AFPD felt consensus was needed as to the priority, handling and funding of environmental issues. Funds earmarked and collected for environmental cleanup should be used for cleanup, and not redirected to satisfy General Fund shortfalls.

### Limiting tobacco bills to offending location only

A Michigan House Committee passed and sent to the Michigan House floor SB 883 and SB 883. The legislation imposes fines for knowingly possessing gray market, counterfeit, or untaxed cigarettes. However, any person possessing in excess of \$5,000 in illegal cigarettes would have their Sales Tax License suspended at the offending location for at least three days. AFPD testified to limit any Sales Tax License suspension to only the offending location – not all locations operating under one license – and also to require that the bill be amended to include a "knowing" violation.

### Establishment of a Detroit Food Policy Council

AFPD staff attended a listening session regarding the establishment, structure and function of a Detroit Food Policy Council. This event, sponsored by the Detroit Black Community Food Security Network, was held to develop proposed recommendations to the Detroit City Council for public review and comment.

### AFPD Southeast Michigan Regional Meeting

Jerry Wojtola, from the Michigan Department of Agriculture, was the featured speaker at AFPD's last regional meeting. He discussed the new COOL (Country of Origin Labeling) regulations. He recommended our members ask their suppliers to provide the required labeling on items they sell. He also warned about contaminated products arriving from foreign sources, and said the Department of Agriculture was being vigilant about these unacceptable products. He also provided information on how to handle product recalls.

### Petroleum education

AFPD attended the MPA (Michigan Petroleum Association) Educational Seminar, trade show and legislative reception. Refiners, jobber/distributors, and retailers held joint roundtable discussions in an attempt to educate all parties about the adverse factors affecting our industry. We discussed below-cost selling, Michigan Business Tax, compliance issues, business expansion, tobacco taxes, MUSTFA Fund and the present credit crisis.

### RJR Tobacco meeting

AFPD executives met with RJR tobacco representatives. RJR will help support our grass-roots efforts to educate and influence state legislators regarding the adverse effects of increasing tobacco taxes at the retail level and is committed to helping AFPD members write letters and visit legislators to express their opinion about certain legislation.

### Reverse vending legislation hearings

Throughout November and in lame duck sessions in December, AFPD executives represented members before the Senate on SB1391, SB1392, SB1393, SB1394 - bills dealing with penalties for redeeming containers that do not include a deposit, and to amend the criminal code to include this offense. In addition, AFPD testified before the House Great Lakes & Environment Committee members urging them to vote no on House Bills 5147, 6440, 6441, 6442, 6443, 6444 & 6460, the companion bills. In addition to testifying, on behalf of its members at the House Great Lakes & Environment Committee Hearing, AFPD also made stops at almost EVERY office of Michigan's House of Representatives to drop off letters stating AFPD's position on these House Bills. AFPD also attended lengthy workgroup sessions to assist with the language for these bills. Please see page 4 for more information on this issue and for current updates, go to [www.AFPDonline.org](http://www.AFPDonline.org).



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## AFPD Membership **PROGRAMS**

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



### Office Supply Program

AFPD has joined with Staples to offer deep discounts on supplies that you buy regularly. Called the Staples Business Advantage Program, AFPD members will receive reduced prices on paper products, office supplies, furniture, business machines, janitorial supplies and other items you purchase for your store or company. These prices are not available to the general public in Staples retail stores, through Staples catalogs or on Staples.com. They are only available to AFPD members. Plus, you receive free next-day delivery on orders of \$50 or more on all in-stock items. For more information, call Dan Reeves at 1-800-666-6233.

## AFPD Coupon Redemption Program

*Save money and time by letting the professionals handle your coupons*

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

You simply package and mail your coupons to the AFPD office and receive a check from us within five to six weeks! AFPD Coupon Specialist Harley Davis will make sure that you get your money.

There is absolutely no charge for this service as long as you are a member of AFPD. The AFPD Coupon Redemption Program has been a valuable membership benefit in Michigan for over 25 years. All our grocery and petroleum dealers who use our coupon redemption program realize how quick and easy it is to accept coupons and get manufacturer redemption.

If you are interested, please give Harley a call at 1-800-666-6233. He will explain how simple it is to accept and redeem coupons at your location(s).



## Interested in an AFPD membership?

☐ **Yes! Please send me information on membership.**

Your Name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Type of Business: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Sponsor: \_\_\_\_\_

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Farmington Hills, MI 48334

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

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



**Sweet Potato Pie,**  
*Continued from front page.*

Down Home Cook'n has three purposes: to provide revenue for the programs of New Creations Community Outreach, to create employment opportunities for men and women in transition from prison and to make some really great-tasting pies.

The products produced by Down Home Cook'n are made with premium ingredients and are a delicious taste of the South!

Joe Williams, CEO of New Creations, says that Down Home Cook'n currently employs four people, but he believes that once Detroiters get a taste of his company's pies, the business could easily grow to employ up to 100.

"I was a career criminal between the ages of 15 and 28, and I have not forgotten the people that I left behind who were caught up in that lifestyle," Williams says. "I received a lot of help along the way, and it's my way of giving back. A lot of us who have been involved in crime understand the damage we've done to society, and some of us have a strong desire to repair that damage. I've been on a mission for over 25 years to repair

the damage my contemporaries and I caused the community."

Williams received an undergraduate degree at William Tyndale College and a graduate degree at Wayne State University and is engaged in continuing his repair work through NCCO and its Down Home Cook'n affiliate.

AFPD is helping facilitate the distribution of Down Home Cook'n products and is asking its members to

carry their pies. Dan Reeves, AFPD Executive Vice President of Food & Beverage, is spearheading this effort and he will be more than happy to work with you to get Down Home Cook'n products into your store. Contact Dan at 1-800-666-6233.

New Creations Community Outreach is helping to transform urban communities - one life at a time. Now, AFPD members can help New Creations - one pie at a time!

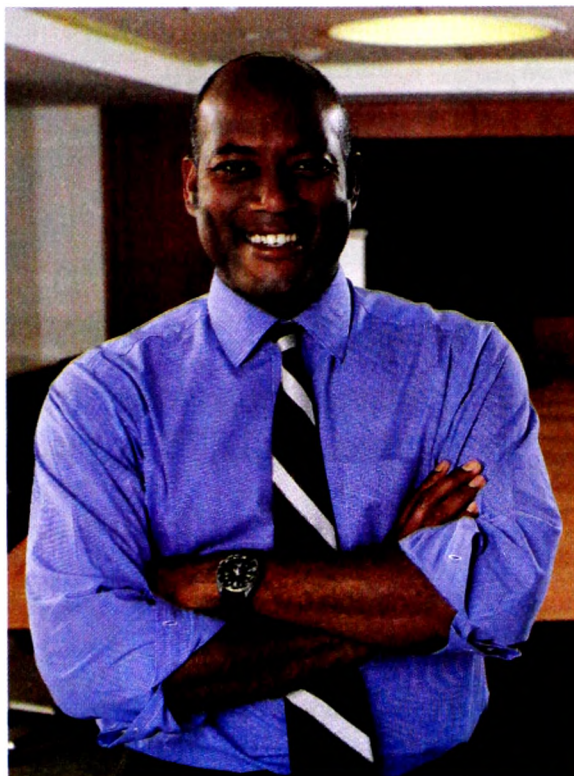
**AFPD Foundation  
Scholarship applications  
available soon!**

Attention high school senior and college scholars...on January 1, 2009, the AFPD Foundation Scholarship Application becomes available online.

Each year AFPD awards at least 23 scholarships to deserving students. Scholarships are open to high school seniors, college freshman, sophomores and juniors who are employees, the dependent children of full-time employees, customers or the dependent children of customers of AFPD member companies.

At least 10 merit, 10 minority merit and 3 financial need merit scholarships will be awarded, with at least three of these scholarships awarded to customers or children of customers.

A selection committee, which has no connection with AFPD, will evaluate the applications and select the winners. Scholarships, for \$1,500 each, will be distributed to winning students during the AFPD Foundation Golf Outing on July 15, 2009. For additional information, please go to AFPD's website, [www.AFPDonline.org](http://www.AFPDonline.org).



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# AFPD assists in launching fresh food initiative to bring grocery choices to more Detroiters

A coalition co-chaired by AFPD President Jane Shallal and staffed by Detroit Economic Growth Corporation (DEGC), has earned a \$500,000 grant to help develop supermarkets in underserved neighborhoods of Detroit.

A study released in October by the Detroit Fresh Food Access Initiative found that Detroiters spend nearly \$1 billion on groceries every year, but they spend over \$200 million of that outside of Detroit. One reason – an earlier study found that more than half the population who live in Detroit say that they have to travel twice as far to shop at a full-line grocery store in the city.

“What we have in Detroit is either feast or famine,” said George W. Jackson, CEO of the DEGC. “There are neighborhoods in Detroit that have excellent stores that serve shoppers well with plenty of fresh items, but there are other areas of the city where residents lack access to a supermarket and often head for the suburbs to get groceries to fill their refrigerators.”

Using industry calculations the Detroit Fresh Food Access Initiative projects that Detroit could support between 600,000 and one million square feet of retail grocery store space, which is the equivalent of more than a dozen supermarkets at the national average size of 47,500 sq. ft. In practice, the unmet need would likely be served by a mix of typical supermarkets and smaller full-line grocers.

The report found grocery store scarcity is worst in a large section of northwest Detroit and a smaller section of northern Detroit, east of I-75, although there are pockets of scarcity in other parts of the city as well.

**The Initiative report contains four recommendations to give those Detroiters more choices:**

- Create a specific grocery store business attraction and retention program to encourage more stores and improvements in existing stores.
- Support better workforce training for grocery employees and help store owners develop stronger small business skills.

- Encourage innovative community outreach and marketing programs to build better relationships with neighborhoods and more customers.

- Improve the overall climate for retail grocers through changes in state laws, regulations and consumer education programs.

The \$500,000 grant from The

Kresge Foundation will be used to launch one of the recommendations of the report – the business attraction and expansion program. The DEGC will manage the program. “From our experience in other areas, and the expertise of our partners, we know the kinds of tools we need to encourage grocers to open stores in underserved areas or expand

the size and selections in existing stores,” said Olga Savic Stella, vice president for business development at DEGC and a co-chair of the Fresh Food Initiative. “This grant will help us fund the staff and technical assistance needed to work with

**Fresh Food Initiative,**  
*Continued on next page.*



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**LIQUOR STORE FOR SALE**—Located in E. Jackson, MI on I-94, exit 145. Over 1 million dollar sales. Asking \$650,000 firm. Business only option to buy building. No Sunday, call John at (517) 764-3850.

**FOR SALE**—Used store equipment counters, saws, grinder, etc. Call Chuck or Keith at (989) 872-2191.

**STATION FOR SALE**—Located on the east side of Columbus, OH. Retail gas service and convenience store business with C-1/C-2 liquor license and real estate. Serious and confidential inquiries only. Please call (614) 523-2947.

**FOR SALE**—Oakland County Shell gas station, 3/4 acre of property, high traffic area, off freeway exit. Convenience store, car wash, gasoline and diesel sales. Serious inquiries only. Contact Joe H (810) 229-5929, C (248) 854-1856

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

**SLUSH MACHINE FOR SALE**—Taylor brand slush machine for sale, model #349 with 4 flavored beverage cylinders that feature automatic defrost and power saver. Can provide you with start-up supplies such as plastic cups, lids and straws. Asking \$9,999.00 firm. Please call Jay or John at (586) 757-2130.

**NEED EXTRA DRY STORAGE?**—Family owned Westside Cold Storage for dry or freezer space. Located at 3340 Trumbull Ave., Detroit, MI. Accessible Monday - Friday 7:00am to 3:00pm. Reasonable rates, easy unloading/pickup and protected by Guardian Alarm. Call (313) 961-4783.

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

**FOR SALE**—4 acre commercial lot, more available, level, vacant. Roscommon County, MI. Possible supermarket location in the center of town. \$295,000 please call (989) 389-1428.

**FOR SALE**—5 plus acres with 25,000 sq. ft. retail and storage building with phone, electric and natural gas. In the center of town. \$495,000 please call (989) 389-1428.

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

**STATION FOR SALE**—Great location (N/W Columbus, OH): Retail gasoline station with convenience store and auto repair. Serious and confidential inquiries only please. Call (614) 580-8505.

**PALLETS WANTED**—Detroit Storage Co. Free pickup. Call (313) 491-1500.

**KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS**—Low discount pricing to all AFPD members. New installs, remodels, inspections, recharging and testing. Also servicing auto paint booths and gas stations. All brands: Ansul, Pyrochem, Banner, Guard. Servicing southeastern Michigan 24/7. Call Alan Ross at GALLAGHER FIRE EQUIPMENT—800-452-1540.

## Lottery rings in the New Year



By M. Scott Bowen  
MI Lottery Commissioner

The New Year is just around the corner and with it comes the Lottery's new holiday Instant ticket line up. Along with the Millionaire Raffle, the Lottery's new holiday Instant tickets are a thoughtful and inexpensive way that your customers can win some cold, hard, cash to keep their friends and family warm during a long Michigan winter.

As mentioned last month, the Lottery's Millionaire Raffle is back for the sixth time. Raffle tickets went on sale November 10 and with a price point of \$20 per ticket and only 600,000 tickets sold, they are again a hot-selling item. The Millionaire Raffle will offer six grand prizes of \$1 million each; 12 prizes of \$100,000 each; 2,000 prizes of \$500 each, and 4,000 prizes of \$100 each. The Millionaire Raffle drawing will be conducted on or after January 5, 2009—what a great way to start the New Year!

In addition to the Millionaire Raffle, remember to inform your customers that the 12 Days of Cash Instant ticket includes 12 second-chance drawings for \$50,000 each. To enter, players must submit one, non-winning 12 Days of Cash ticket either by mail or

online at Player City, the Lottery's VIP internet club ([www.playercity.net](http://www.playercity.net)). Entries will not be destroyed after each drawing and will be eligible for all subsequent drawings. Be sure to check out Game Line for drawing dates and entry deadlines.

### Terminal Conversion:

Many of you already have your new terminals and are immediately noticing a big difference in your daily Lottery transactions. Along with the ease and convenience you are experiencing as a retailer, your players are noticing a difference as well. In addition to the quiet-touch screens and quicker transactions, the printing is done on thermal paper so it is much sharper and easier to read. Each Lottery retailer will have a self-checker which will allow players to scan their tickets themselves, and each terminal will have a screen that players can view. It will display their transaction as well as current jackpots, winning numbers, and other Lottery messages.

Terminal installations should be completed by the end of January and the "go live" date will be in mid-April. As mentioned previously in this column, the conversion to the new system is a very detailed and lengthy process. However, given our progress to date, activities have been very smooth and we hope things will continue in that same fashion.

### Super Raffle Commissions:

Congratulations to the lucky retailers who sold the two, \$2 million Super Raffle tickets in the November 5 drawing. Bella Vino (formerly Mug & Jug Party Shop) in Farmington Hills and the Bridge Lake Market in Clarkston will each receive a \$5,000 bonus!

### First Retailer Advisory Panel:

I'd like to thank the retailers who participated in our first advisory

panel: Rakan (Rocky) Shango of Troy Cheese in Troy; Martin & Peter Abdo of the Cheerful Dollar 2 in Pontiac; Eddie Elias of Stardust / Buscemi in Warren and Sterling Liquor in Sterling Heights; Nazar (Nick) Matti of Bee Bee's Liquor in Warren; Steve Yaldo, of McGraw-Livernois; and Arkan (Dominic) Seto of Riverside Liquor in Detroit. 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.

The invitation to participate remains open as similar retailer forums will be scheduled in other areas of the state. 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 over \$740 million. Since its inception in 1972, the Lottery has contributed more than \$15 billion to education in Michigan.*

*For additional information, please visit [www.michigan.gov/lottery](http://www.michigan.gov/lottery).*

### Fresh Food Initiative,

*Continued from previous page.*

grocers and to begin to develop a financing program specifically for the grocery industry. We can have a big impact."

Jane Shallal, president of the Associated Food and Petroleum Dealers, one of the Initiative co-chairs, said, "Independent grocers have served Detroiters well in many

areas of the city. Now that we have a clearer picture of where the gaps are, we see those as growth opportunities. We hope that this initiative will assist supermarket owners who operate or plan to operate in these underserved communities with the infrastructure costs and credit needs not provided by conventional financing."

Warren Disch, regional vice president of SUPERVALU and co-chair of the initiative said, "We can

work to increase quality and quantity of food choices in Detroit."

The Detroit Fresh Food Access Initiative is the product of a task force that included representatives from food industry and other associations, independent retailers, national retail grocery chains and wholesalers, financial institutions, government, universities and colleges, research organizations and private foundations.

# AFPD welcomes its new COO

In mid December, AFPD welcomed the newest addition to its staff, Auday Arabo. Mr. Arabo has taken on the newly created position of Chief Operating Officer. Reporting directly to President Jane Shallal, his responsibilities are to oversee all AFPD events, including trade shows, the AFPD Annual Dinner and Foundation Golf Outing. He will also be involved in membership program development for AFPD members.

"Auday is particularly well suited for our organization," said Shallal. "He comes with a wealth of knowledge in respect to the retail industry and also in running a trade association. We are fortunate to have someone of his expertise," she added.

"I am excited about the new challenges that await and look forward to working with Jane Shallal and the AFPD Board of Directors and staff," said Auday. "Most of all, I look forward to meeting the AFPD members, to serving them and working to make their lives easier during these difficult economic times," he added.

Auday Arabo, at the age of 32, has amassed a wealth of experience and knowledge. He has been able to showcase his talents as a coalition builder, problem solver and strong

and successful leader.

Auday's first career was in the retail grocery business. At the age of 10, he began accompanying his father and grandfather to work, and over the years he was able to learn the retail business from every angle.

Auday attended San Diego State University where he graduated Magna Cum Laude in Political Science. At that point, Auday's interest in politics began. He was offered the position of Legislative Correspondent in Washington D.C. for Congressman Brian Bilbray. He spent 8 months working in the Capitol, learning the ropes and understanding the issues, as well as how they affect people and how they can be resolved.

Auday realized that he could be more effective by furthering his education. He returned to San Diego and attended the California Western School of Law on a scholarship.

Having passed the California Bar Exam, Auday's first job as an attorney was prosecuting criminal cases for the San Diego County



District Attorney's Office. Auday handled a number of assignments in the District Attorney's Office, including Drug Court and handled Prop. 36, domestic violence and felony drug (HIDTA) calendars. He also worked briefly with renown DNA expert, now Superior Court Judge, George "Woody" Clarke in

the District Attorney's DNA Project. Auday was then given a unique chance to re-direct his career, this time becoming the President and CEO of Neighborhood Market Association (previously known as California Independent Grocers & Convenience Stores). His success in that position culminated by creating the largest independent grocers association on the West Coast, growing the organization from 234 members to over 2,000.

Auday was a candidate for the bitterly contested and expensive California State Assembly, 78th Assembly District and was endorsed by the California Medical Association and many other prominent business-oriented organizations. As a first time political candidate, he was able to raise over \$640,000 and was endorsed by the California Small Business Association and local and state firefighters, peace officers and public safety organizations. Auday speaks English, Arabic, Chaldean and Spanish. He is happily married to his wife Alivia Kassab Arabo who is also an attorney licensed in the State of Michigan and they are expecting their first child in early January 2009.

## Auday Arabo: Highlights

### *Auday has received the following accolades:*

- San Diego Metropolitan Magazine's "San Diego's Smartest Young Professionals: The 2006 Top 40 under Forty."
- San Diego La Raza Lawyer Bar Association Presidents Award, 2006.
- Neighborhood Market Association Lion's Den Award, Hall of Fame, 2006-2007.
- Charlie Joiner Foundation Winning Spirit Award, 2007.

### *Throughout his career, Auday has remained committed to the community and has volunteered countless hours to the following Boards and Organizations:*

- San Diego County Crime Commission, Chairman
- San Diego County Crime Stoppers, Board Member
- National Latino Peace Officers Association, San Diego County Chapter, Board Member and South State Government Affairs Secretary - NLPOA
- S.D. District Attorney's Office Citizen Advisory Board, Board Member
- FBI Citizens Academy Graduate 2005
- City of San Diego Small Business Advisory Board, Board Member
- Economic Development and Tourism Support (EDTS) TOT Panel Review Process for the City of San Diego, Board Member
- Retail Advisory Board to the California State Lottery
- State of California Women, Infant & Children Grocery (WIC) Advisory Board
- State of California EDD Small Business Advisory Board
- San Diego County Food Safety Advisory Council
- San Diego La Raza Lawyers Bar Association, Board Member (2004-06), Member
- Latino-American Political Association of San Diego, Member
- Mexican American Business and Professional Association, Member
- International Rescue Committee, Refugee Microenterprise Loan Committee, Board Member
- San Diego County Bar Association Member in Good Standing



# Market Fresh put a happy face on autumn

Market Fresh, the produce market and specialty food store on Southfield Road in Beverly Hills, Michigan, celebrated autumn with a unique pumpkin promotion. Customers were given

the opportunity to have a caricature artist draw their likeness on a pumpkin, free of charge! On the two weekends prior to Halloween, customers chose their pumpkin from the large display outside the

store, then a caricature artist "personalized" the pumpkin by drawing their image on it with a permanent marker. The drawings were free. However, customers paid \$5.99 for their pumpkin.

In addition to the caricatures of Market Fresh customers, the artists also immortalized some of the Detroit Red Wings and local celebrities. These pumpkins were on display in the store, and then given to the children's ward of Beaumont Hospital for their Halloween celebration.

"Some of the Detroit Red Wing players donated autographed pucks to go with their pumpkin caricatures, so the kids at Beaumont received a lasting treasure to take home after Halloween," said Johnny Karmo, Market Fresh owner. "We did something similar a



Johnny Karmo with the caricature pumpkins inside Market Fresh



(front to back) Diane Karmo of Market Fresh, Joann Young from Beaumont's Pediatric Ward, and Laith Karmo and Al Jarbo from Market Fresh with the caricature pumpkins in the Children's Garden at Beaumont Hospital.

few years ago, and the kids really got a kick out of it," he added.

The caricature pumpkins were part of Market Fresh's Autumn Celebration, which also included free Market Fresh made sausages cooked on an outdoor grill.

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# AFPD members provide turkeys for 27,600 Thanksgiving meals



On Friday, November 21, the Associated Food & Petroleum Dealers (AFPD) provided 2,460 families in the Metro Detroit area with turkeys for their Thanksgiving dinners, which equals approximately 31,680 meals (at 12 servings per turkey). In addition, Faygo Beverages donated a six pack of soda to go with each bird. This was the 28th year that the AFPD provided needy families with turkeys for the holidays. Since 1980, the AFPD program has donated over 46,000 turkeys for a total of approximately 555,000 meals.

"Many retailers and other local businesses have given generous donations for the program. This is one way we work together with the community to provide local needy families with a holiday meal," says Jane

Shallal, AFPD president. "Our retailers were very generous in providing donations for this turkey drive and we sincerely appreciate all their support." Turkeys were pre-packaged with the help of National Honor Society students from Kettering High School in Detroit.

Spartan Stores delivered the turkeys, which AFPD purchased from Spartan at a substantial discount, to the MoTown Snack Foods warehouse on Lynden in Detroit, which became "Turkey Central" for two days.

Turkey recipients were those chosen by representatives of 66 local churches and civic organizations. Most of these groups picked up the turkeys at MoTown Snack Foods. Other groups received their turkeys directly via delivery by the MoTown truck, which made stops at five locations around the Metro Detroit area.



Detroit's Kettering High School National Honor Society students assisted AFPD's Turkey Drive on Thursday, November 20, by stuffing turkeys into bags so that they were ready to hand out.



Pamula Woodside of DTE Energy and AFPD's Dan Reeves, Ed Weglarz and Tony Deluca in the MoTown warehouse.



AFPD was assisted by the Eastern Michigan University women of Sigma Sigma Sigma!



Jim Peffley of MoTown Snack Foods



Jim O'Shea and Christine Fair of MoTown Snack Foods and Forrest Bryson of Faygo Beverages at Southfield Human Services, the second stop of the AFPD Turkey Drive. MoTown Snack Foods provided its warehouse where Spartan turkeys were delivered and distributed to needy organizations. O'Shea also personally drove the turkey delivery truck, which dropped off turkeys to organizations around the Metro Detroit area. Faygo Beverages donated a six pack of their soda to go along with each bird.

## A Huge Thanks to our AFPD Turkey Drive Committee and Volunteers!

Eddie Bahoura, Pontiac Save-A-Lot – Turkey Drive Co-Chair  
Harley Davis, AFPD– Turkey Drive Co-Chair

### From DTE Energy:

- Pamula Woodside
- Yolanda Green
- Debra Wilkerson
- Jeannine Howard
- Michael Haughey
- Gregory Garland
- Regina Lloyd

### From Sigma Sigma Sigma at EMU:

- Kaleigh Zebari
- Sarah Rush
- Brittany Jones
- Lori Buza-Smith
- Leigh Staebler
- Ann Riggs
- Amanda Luthanen
- Lauren Gress
- Shayna Rosenstein
- Brittany Hernandez
- Chriselle Alexander
- Kari Hartmann
- Michelle Trampel

### From Faygo Beverages:

- Al Chittaro
- Orlando Woods
- Forest Bryson

### AFPD Turkey Drive Committee and volunteers:

- Alaa Naimi, Thrifty Scot Supermarket
- Brian S. Yaldoo, Park Place Liquor
- Chip Gerlach, Interstate Brands Corporation
- Chris Zebari, New Hudson Food Market
- Terry Farida, Value Center Market
- Harley Davis, AFPD
- Dr. Jacob Mansour
- Jim Garmo, Kuzana Enterprises
- John Denha, 8 Mile Foodland
- Mark Karmo, Falcon Management Group
- Rocky Husaynu, Professional Insurance Planners
- Sonya Kory, Huntington Bank
- Toby Zeer, Security Express

### Additional volunteers:

- Sam Kjellstrom
- Brittany Haio
- Kaseigh Zebari
- Alexander Yaldoo
- Bushra Mansour
- Tiffany Haio
- Jonathan Garmo
- The National Honor Society students from Kettering High School

A special thanks to Trooper Walter W. Crider of the Michigan State Police, who provided a police escort for our turkeys!



## A special thanks to...

MoTown Snacks, Spartan Stores, Faygo Beverages, Value Center Market and Interstate Brands-Wonder Bread Hostess.

We couldn't do it without the support from all donating businesses!





# TURKEYS



## AFPD BAGGED 2300 TURKEYS DURING THE 28TH ANNUAL TURKEY DRIVE, NOVEMBER 21, 2008



Chip Gerlich with his "Wonder Van." Turkey recipients also received a loaf of bread.



AFPD Chairman Chris Zebari with daughter Kaleigh.



The AFPD Turkey Drive received a police escort!



Brian Yaldao came ready to brave the cold!



Dr. Jacob and Mrs. Bushra Mansour helped with the arrangements.



Sam Kjellstrom and Al Chittaro



While some volunteers drove around Detroit to pass out turkeys, others stayed back at the MoTown Snacks warehouse to load turkeys into the vehicles of representatives of over 40 organizations that assist the needy.



DTE Energy volunteers were a big help in the warehouse! (l to r) Debra Wilkerson, Regina Lloyd, Yolanda Green, Gregory Garland, Jeannine Howard and Michael Haughey



The line up at Southfield Human Services





# SUPPORT THESE AFPD SUPPLIER MEMBERS

## ASSOCIATES:

AMR - Association Management  
Resources (734) 971-0000  
Judeh & Associates (313) 277-1986

## AUTHORIZED LIQUOR AGENTS:

General Wine & Liquor (313) 867-0521  
National Wine & Spirits 1-888-697-6424  
1-888-642-4697  
J. Lewis Cooper Co. 1-888-440-0200

## BAKERIES:

Ackroyd's Scotch Bakery (313) 532-1181  
Great Lakes Baking Co. (313) 865-6360  
Interstate Brands/  
Wonder Bread/Hostess (248) 588-3954

## BANKS/FINANCIAL SERVICES

ATM of America (248) 932-5400  
ATM of Michigan (248) 427-9830  
Bank of Michigan (248) 865-1300  
Comerica Bank (313) 222-4908  
Community South Bank (616) 885-1063  
DTI Systems - Quick Capital (586) 286-5070  
Huntington Bank (248) 626-3970  
IPP of America (973) 830-1918  
Legal Collections (248) 982-2029  
Level One Bank (734) 737-1115  
Lis, McEvilly & Associates, P.C. (734) 266-8120  
MoneyGram (517) 292-1434  
(614) 876-7172  
Peoples State Bank (248) 548-2900  
Speedy ATM (614) 226-2027  
TSG Group, LLC (614) 523-2947  
UHY-US (248) 355-1040

## BEVERAGES:

7UP / American Bottling (313) 937-3500  
Absopure Water Co. 1-800-334-1064  
Anheuser-Busch Co. 1-800-414-2283  
B & B Beer Distributing Co. (616) 458-1177  
Bacardi Imports, Inc. (734) 459-2764  
Brown-Foman Beverage Co. (734) 433-9989  
Cana Wine Distributors (248) 669-9463  
Central Distributors (734) 946-6200  
Coca-Cola Bottlers of MI  
Auburn Hills (248) 373-2653  
Belleville (734) 397-2700  
Metro Detroit (313) 868-2008  
Port Huron (810) 982-8501  
Coca-Cola Bottling - Cleveland (216) 690-2653  
Dan Henry Distributing (517) 393-7700  
Diageo 1-800-462-6504  
Distilled Spirits Council of the US (202) 628-3544  
E & J Gallo Winery (248) 647-0010  
Eastown Distributors (313) 867-6900  
Fan-T Corp. 1-877-278-2807  
Faygo Beverages, Inc. (313) 925-1600  
Future Brands (248) 471-2280  
Galaxy Wine (734) 425-2990  
General Wine & Liquor Co. (313) 867-0521  
Great Lakes Beverage (313) 865-3900  
Henry A. Fox Sales Co. 1-800-762-8730  
Hubert Distributors, Inc. (248) 858-2340  
Intrastate Distributors (313) 892-3000  
J. Lewis Cooper Co. (313) 278-5400  
Jones Soda (269) 217-4176  
Kent Beverage Co. Inc. (616) 241-5022  
Liquor Group (248) 449-2987  
McCormick Distilling Co. (586) 296-4845  
MGL Select (734) 524-0100  
Mike's Hard Lemonade (248) 344-9951  
Miller Brewing Company (847) 264-3800  
National Wine & Spirits 1-888-697-6424  
1-888-642-4697

New England Coffee Co. (717) 733-4036  
Old Orchard Brands (616) 887-1745  
On Go Energy Shot 1-877-LIV-ONGO  
Paramount Coffee (517) 853-2443  
Pepsi-Cola Bottling Group  
- Detroit 1-800-368-9945  
- Howell 1-800-878-8239  
- Pontiac (248) 334-3512  
Pernod Ricard USA (248) 601-0172  
Pettipren, Inc. (586) 468-1402  
Premium Brands of MI (Red Bull) 1-877-727-0077  
Shaw-Ross International Importers (313) 873-7677  
Skyy Spirits (248) 709-2007  
Tri-County Beverage (313) 584-7100  
United Beverage Group (404) 942-3636  
Verndale Products (313) 834-4190  
Wine Dimensions (734) 216-1828

## BROKERS/REPRESENTATIVES:

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

## CANDY & TOBACCO:

Altira Corp. Services (513) 831-5510  
Nat Sherman (201) 735-9000  
R J Reynolds (336) 741-5000

## CAR WASH:

Car Wash Technologies (724) 742-9000

## CATERING/HALLS:

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

## DAIRY PRODUCTS:

Buth-Joppe's Ice Cream (616) 456-1610  
Country Fresh/Melody Farms 1-800-748-0480  
Dairymens 1-800-944-2301  
Edy's Grand Ice Cream (734) 656-1034  
Frosty Products (734) 454-0900  
H. Meyer Dairy (513) 948-8811  
Pars Ice Cream Co. (313) 366-3620  
Prairie Farms Dairy Co. (248) 399-6300  
Williams Cheese Co. (989) 697-4492

## EGGS & POULTRY:

Linwood Egg Company (248) 524-9550  
Weeks Food Corp. (586) 727-3535

## ENVIRONMENTAL & ENGINEERING:

Environmental Services of Ohio 1-800-798-2594  
Flynn Environmental, Inc. (330) 499-1000  
Huron Consultants (248) 546-7250  
Oscar W. Larson Co. (248) 620-0070  
PM Environmental (517) 485-3333

## FRESH PRODUCE:

Aunt Mid Produce Co. (313) 841-7911

## FUEL SUPPLIERS:

Central Ohio Petroleum  
Marketers, Inc. (614) 889-1860  
Certified Oil Company (614) 421-7500  
Countywide Petroleum (440) 237-4448  
Gilligan Oil Co. of Columbus, Inc. 1-800-355-9342  
Girola, Inc. (216) 241-3428

## ICE PRODUCTS:

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

## INSURANCE:

AAA Michigan 1-800-AAA-MICH  
Advanced Insurance Marketers (517) 694-0723

Al Bourdeau Insurance Services (248) 855-6690  
Avizent (614) 793-8000  
BCBS of Michigan 1-800-666-6233  
CBIZ Benefits & Insurance  
Services (614) 793-7770  
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  
North Pointe Insurance (248) 358-1171  
Rocky Husaynu & Associates (248) 851-2227  
Underground Storage Tank Insurance (Lyndall  
Associates, Inc.) (440) 247-3750

## INVENTORY SERVICES:

PICSI/Action Goh's. 1-888-303-8482

## MANUFACTURERS:

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  
Williams Cheese Co. (989) 697-4492

## MEAT PRODUCERS/PACKERS:

C. Roy & Sons (810) 387-3975  
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  
Michigan Chronicle (313) 963-5522  
Suburban News—Southfield (248) 945-4900  
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  
Kar Nut Products Company (248) 588-1903  
Molown Snacks (Jays, Cape Cod) (313) 931-3205  
Up North Jerky Outlets (248) 577-1474

## PROMOTION/ADVERTISING:

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  
C-Biz Solutions 1-877-271-3730  
Scada Systems (313) 240-9400

## SERVICES:

AAA Michigan 1-800-AAA-MICH  
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  
Central Alarm Signal (313) 864-8900  
Clear Rate Communications (734) 427-4411  
Cummins Bridgeway Power (248) 573-1515  
Detroit Warehouse Co. (313) 491-1500  
DTE Energy 1-800-477-4747  
Financial & Marketing Ent. (586) 783-3260  
Gadaleto, Ramsby & Assoc. 1-800-263-3784

Great Lakes Data Systems (248) 356-4100  
GTech Corporation (517) 272-3302  
Kansmacker (248) 249-6666  
Karoub Associates (517) 482-5000  
Legal Collections (248) 982-2029  
Lincoln Financial Advisors (248) 948-5124  
Lis, McEvilly & Associates, P.C. (734) 266-8120  
Marcoin/EK Williams & Co. (614) 837-7928  
Marketplace Solutions (248) 255-2475  
Mekani, Orow, Mekani, Shallal,  
Hakim & Hindo P.C. (248) 223-9830  
Metro Media Associates (248) 625-0070  
Platinum Wireless (619) 654-4040  
POS Systems Group Inc. 1-877-271-3730  
Rainbow Tuxedo (248) 477-6610  
Secure Checks (248) 548-3020  
Shimoun, Yaldo & Associates, P.C. (248) 851-7900  
Southfield Funeral Home (248) 569-8080  
Staples (1-800-693-9900)  
UHY-US (248) 355-1040

## STORE SUPPLIES/EQUIPMENT SERVICES:

Beimont Paper & Bag Supply (313) 491-6550  
Culinary Products (989) 754-2457  
EMS, Inc. 1-877-666-9938  
Hobart Corporation (734) 697-3070  
JAYD Tags (248) 730-2403  
Leach Food Equipment Dist. (616) 538-1470  
Mo Banners (248) 688-5000  
MSI/Bocar (248) 399-2050  
Oscar W. Larson Co. (248) 620-0070  
Superior Petroleum Equipment (614) 539-1200  
Taylor Freezer (734) 525-2535  
TOMRA Michigan 1-800-610-4866  
Wayne Service Group (614) 330-3733  
Wiegand Mack Sales & Service (313) 806-3257

## WHOLESALE/FOOD DISTRIBUTORS:

Broaster Sales (989) 427-5858  
Brownwood Acres (231) 599-3101  
Capital Distributors 1-800-447-8180  
Central Foods Wholesale (313) 862-5000  
Chef Foods (248) 789-5319  
D&B Grocers Wholesale (734) 513-1715  
Derby Pizza (248) 650-4451  
Dough & Spice, Inc. (586) 756-6100  
EBY-Brown, Co. 1-800-532-9276  
Great North Foods (989) 356-2281  
Hacienda Mexican Foods (313) 842-8823  
Hispanic Foods Wholesale (313) 894-2100  
H.T. Hackney-Columbus (614) 751-5100  
H.T. Hackney-Grand Rapids 1-800-874-5550  
International Wholesale (248) 353-8800  
Interstate Brands/  
Wonder Bread/Hostess (313) 868-5600  
Jerusalem Foods (313) 846-1701  
Karr Foodservice Distributors (313) 272-6400  
Krispy Crunchy Chicken (248) 821-1721  
Liberty USA (412) 461-2700  
Liberty Wholesale (586) 755-3629  
Lipari Foods (586) 447-3500  
MGL Select (734) 524-0100  
Nash Finch (989) 777-1891  
Nat Sherman (201) 735-9000  
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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