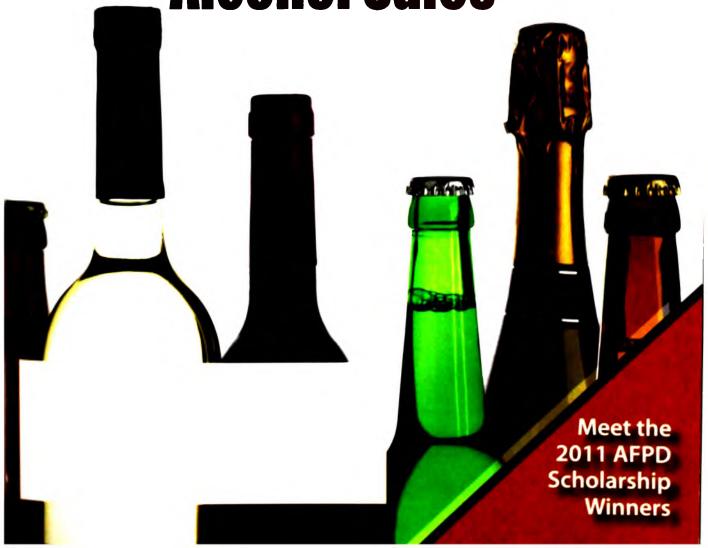
# AFPD Bottom Line

SOCIATED FOOD & PETROLEUM DEALERS Working to Improve Your Bottom Line VOL. 22, NO. 8 AUGUST 2011

# How Game-Changing Rules May Impact Your Alcohol Sales



# SQUARE DEA





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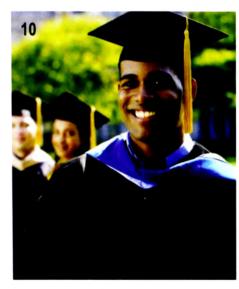


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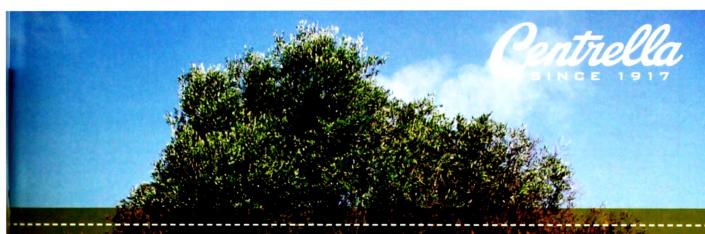
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# Pay less, more profits. The strength and power of Central Grocers.

Central Grocers, Inc. is a member's owned grocery wholesaler that was formed in 1917. Operating as a cooperative, Central Grocers, Inc., a \$1.8 billion company in 2010, supplies and services over 400 independent grocery retailers in the Illinois, Indiana, Wisconsin, Iowa, and Michigan area.



#### Chairman's Message



#### James **HOOKS** AFPD Chairman

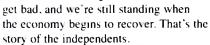
# It's Time to Tell Your Story

Be Part of the Change

hey keep telling us the economy is bouncing back, but many places in Michigan and Ohio - and particularly in Detroit—are still waiting for their rebound. However, there is something AFPD members can do right now to actually take advantage of the economic climate: We can tell our story.

The fact is that big chain stores like Farmer Jack and others have come and

gone. They come in like a lion when there's money to be made, and go out like a lamb when the going gets too tough. What's the independent retailer's story? We were here from the beginning. The great states of Michigan and Ohio were built on the shoulders of independent retailers. We stay here when things



So, how to take advantage of this? Well, your story needs to be told. You need to find ways of pointing out to customers that your store is committed to their neighborhood and community. That you are tuned in to their needs and constantly looking for ways to save them money and serve them better. That you stick by them and fight to keep your business open even when the times are tough-even when it might be easier to close up shop and relocate somewhere more lucrative. Thousands and thousands of people have left Michigan in search of a better business climate. Where are the independent retailers? Same place they've always been. Digging deep and hanging tough.

What are some of the ways to get your story out? You can include something in

your circular or in an e-newsletter. You can put up signage or a banner in your store or run ads in the local papers that specifically promote your commitment to the community you serve. If you have a Facebook page, you can talk about it there. You can contact editors of local, city, or even state newspapers and business journals and see if they will do a human-interest story on your business.

> "doing". Get involved in your neighborhood projects, teams, and activities. The local scene is the arena where independents can really shine. Are you participating in ARISE Detroit on August 6th? ARISE Detroit is a broad-based coalition of community groups trying

to tackle issues that trouble our communities, such as illiteracy, high school dropout rates, crime and youth violence, drug abuse, neighborhood blight, and unemployment. "It is our belief that everyone can play a role and render service, thereby having a greater impact on solving these chronic problems," says Luther Keith, executive director of ARISE Detroit. "Our goal is to unite the entire community nonprofit organizations, churches, schools, the business community and the media in an unprecedented call to action." AFPD is urging all members in the Detroit area to get involved.

Just to be clear: The point is not to be citical of the big chains. We independents aren't afraid of competition. The point is to do everything you can to put a spotlight on your entrepreneurial spirit and to make sure people know who the heartbeat of their community really is.

# Another way focuses

# less on "talk" and more on

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# Ohio

#### **Ohio Budget Signed**

Governor John Kasich signed Ohio's historical budget into law just hours before the June 30th deadline, calling it "the one they



said couldn't be done." The nearly \$56 billion bill privatizes some state prisons, overhauls Medicaid, eliminates Ohio's estate tax in 2013, bans most abortions

in public hospitals, and ties teachers' pay more closely to student achievement.

#### **BWC Medications Approved**

The Ohio Bureau of Workers' Compensation (BWC) board of directors has released the agency's first ever formulary of medi-

# Michigan

#### Michigan Loses Seat in U.S. Congress

Based on the recent U.S. Census, Michigan loses a Congressional seat. New bills propose that Congressman Gary Peters and Congressman Sander Levin, both from Oakland County, will face each other in a democratic primary. Over the objection of Congressman Sander Levin, the bills passed on party line votes and now move to the Governor for signature.

# Arabo Expresses AFPD's Opposition to Royal Oak Kroger

A revised plan for a new Kroger Co. store near downtown Royal Oak is a sign that Kroger is listening to the local development controversy, but it may not be enough to satisfy opponents, said President and CEO Auday Arabo of the Associated Food & Petroleum Dealers. "I'm glad they finally made some concessions and listened, because Kroger traditionally has been arrogant in their approach to development plans and local approvals," Arabo said. "Everybody wants development, but we tell our members to be careful with wishing for that," he continued. "Bigger, badder marketing tools from a nonlocal retailer are not best for your community. The city's population hasn't grown, and it's not like more people from outside the city are going to come into the downtown because of a Kroger."

#### **AFPD Teams Up with Detroit 300**

AFPD President & CEO Auday Arabo appeared on WJR's Big Story with Lloyd Jackson last week to announce AFPD's commitment to donate water, ice, fruits, and other snack items to the Detroit 300 crew on days of searches. The Detroit 300 is a conglomerate of citizens, civic groups, organizations, and businesses that have banded together to fight crime in Detroit's neighborhoods. Its focus is to help communities eradicate crime by policing targeted areas. The Detroit 300, co-founded by Raphael B. Johnson (national TV personality for the Maury Show and community activist), Angelo B. Henderson (Pulitzer Prize winner, radio personality, and minister), and Malik Shabazz (25 year community activist), was born out of the Detroit community's frustration with perpetual neighborhood crimes ranging from burglary to murder.

## Federal

#### Federal Reserve Limits Debit Swipe Fees to 21 Cents

The Federal Reserve issued its final swipe fee rule, capping swipe fees at 21 cents plus 0.05 percent of the transaction costs. The rule also permits one cent for certain fraud prevention costs. Banks have until October 1, 2011 to compty. The final rule does give consumers a choice in how they pay for goods, and retailers will be able to provide incentives to reward customers for selecting lower-cost options.

#### **Tell Them You Welcome SNAP**

SNAP (Supplemental Nutrition Assistance Program) signs, posters, and decals are now available from AFPD's website in both English and Spanish. The advertising materials include:

- Do's and Don'ts for Cashiers, including Penalties for Violation
- Using SNAP Benefits –
   What SNAP Can and Cannot Buy
- We Welcome SNAP Benefits decal
- We Welcome SNAP Benefits poster

#### FDA's Cigarette Warning Labels

The U.S. Food and Drug Administration (FDA) has unveiled the nine graphic health warnings designed to help prevent children from smoking, encourage adults who do smoke to quit, and ensure every American understands the dangers of smoking. The warnings are required to be placed on all cigarette packs, cartons, and ads no later than September 2012, along with the phone number 1-800-QUIT-NOW. The FDA says these warnings are expected to have "a significant public health impact by decreasing the number of smokers."



# For more information, call Auday Arabo, AFPD OHIO president & CEO, at (800) 666-6233.

# **AFPD Accepting Nominations** for 2012 Board of Directors

It is time to exercise your right to help choose the AFPD's board of directors for 2012. The election results will be tallied on Tuesday. December 6, 2011. Any voting member of AFPD may be nominated to serve on the board of directors. To be eligible, you must be a member in good standing for no less than the prior 12 months, and you must be nominated in writing on or before September 30, 2011. All nominations require support of 10 additional members in good standing or a majority vote by the nominating committee.

This year the following positions are up for election:

- One (1) Petroleum Director Position (either Michigan or Ohio).
- Two (2) Retailer Director Positions (either Michigan or Ohio)
- One (1) Supplier Director Position (either Michigan or Ohio).

AFPD urges members to nominate candidates who will devote their time to represent the food, beverage, and petroleum industries with professionalism and integrity. Please send your nominations on or before September 30, 2011, with supporting signatures, to the AFPD Nominating Committee, 30415 West Thirteen Mile Road, Farmington Hills, Michigan 48334.



# AFPD

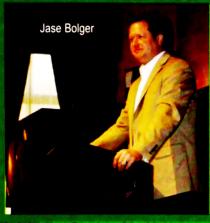
# Joseph D. Sarafa 3rd Annual Scholarship Luncheon

Detroit Athletic Club • July 26, 2011

This year, the AFPD Foundation awarded 25 academic scholarships of \$1,500 each to extraordinary and deserving students from the state of Michigan, who are attending an accredited college or university. Since its inception, the AFPD Foundation and AFPD, Inc. has distributed more than \$1,000,000 in scholarships to the employees and fam-

ily members of AFPD member businesses and their customers.

At the 3rd Annual Joseph D.
Sarafa Scholarship Luncheon,
recipients had
the opportunity to meet and
network with the
generous donors.
In remarks made



to the students and their families, Speaker of the Michigan House of Representatives Jase Bolger said, "There are no guarantees in life, but that lack of guarantee translates into opportunity. If you lived somewhere other than the United States, your future would already be decided for you.

"You will face many forks in the road," he continued, "and each decision you make will impact your life. But each fork is an opportunity to become anything you want to become."

Bolger concluded his remarks by urging the students to "become leaders in your own way." He said students should not only ask how they can make the most of the scholarship by improving themselves, but also, they must eventually repay all that they have received from others and ask: "What can I do for my community?"

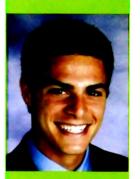
AFPD President and CEO Auday Arabo echoed Bolger's sentiments. "You've been called to lead," he told the students. "Your future depends on how you answer that call."



## Meet the Scholar

# Ahtasham Ahmed Sponsored by Blue Cross Blue Shield of Michigan

Ahtasham is a freshman at the University of Michigal studying biochemistry. He graduated from Cass Technical High School as the salutatorian of his class. He was a member of the National Honor Society, captain of the varsity soccer team, and an ambassador to the New York University Pre-college Summer Program. He was the secretary of UNICEF and treasurer for the Diverse Students Association. He volunteered at the Boys and Girls Club, Veteran's Center, Rosedale Recycles, and participated in the annual March of Dimes walk for the past two years. Last summer, he volunteered at the Hamtramck Public Library Summer Reading Program for youth.



# Michael Atchoo

Sponsored by U.S. Ice In Memory of Food Abbo

Michael is a sophmore at Stanford University studying biomechanical engineering. He currently runs on the Stanford cross-country, indoor track, and outdoor track teams. He graduated from Troy High School where he was a member of the National Honor Society and secretary of student government. He also volunteered his time as an English tutor and was a member of the Leadership Troy program.



## Shannon Azzo

Sponsored by Absopure Water Co.

Shannon is a graduate of Walled Lake Central High School and will attend Wayne State University to study pharmacy. During her high school career, she was on the honor roll every semester and president of the Interact Club for two years. Interact is a Rolary-sponsored community/international service club for high school students. During the two years she was president, she organized two community service projects per month in addition to one international service project per year.



# **Courtney Barnes**

Sponsored by Kar's Nuts

Courtney is currently attending Montcalm Community College studying nursing. She puts herself through school by working at a grocery stol in her home town. She will receive her associate fin the spring of 2012 and move on to Ferris State University's BSN program.



# Meet the Scholars Sara Box

Sponsored by DTE Energy

Sara is a sophomore at Eastern Michigan University studying criminal justice. Last year, she was involved in Circle K and an acapella music group on campus. Sara hopes to transfer to American University in Washington, D.C. and eventually work in government. She graduated from Whitmore Lake High School where she was the secretary of Key Club, and a member of drama club, newspaper, S.A.D.D. varsity volleyball, varsity track, and varsity softball. Sara was a member of the National Honor Society at her high school



#### Jessica Garon Sponsored by Suburban Collection Showplace

Jessica is a freshman at the University of Michigan in the College of Literature Science & the Arts. She graduated from Novi High School where she was a member of Interact Club, wind ensemble, and marching band. She played for the junior varsity soccer team and has participated in three Relay for Life teams. Jessica volunteered at her local church as a kindergarten Catechism teacher, teaching a class for three years.



## **Blake Bufford**

Sponsored by The Michael H. Denha Family

Blake is a sophomore at Morehouse College majoring in biology. In his freshman year, he accumulated a 3 60 GPA. Blake runs on Morehouse's cross country and track & field teams, and helped both teams win S.I.A.C. conference championships. Blake volunteered for the Walk for Breast Cancer in Atlanta. Ga., and Copa Latina de Atlanta.



#### Marcena Gorgaes Sponsored by The Michael J. George Charity

Marcena is a sophomore studying pre-pharmacy at Wayne State University. She graduated as valedictorian from Cousino Senior High School. She is currently involved with the National Society of Collegiate Scholars, Cancer Awareness Association, and Chaldean American Student Association. Marcena has also been awarded Who's Who in English, Advanced Placement Scholar with Honor, and Channel 7-WXYZ Brightest and Best.



# **Scott Burdick**

Sponsored by Lincoln Financial Advisors

Scott is a freshman at the University of Alabama studying business and computer science. He graduated from Pioneer High School in Ann Arbor where he was a member of the rowing team. Spanish Club, and National Honor Society. He volunteers with Natural Area Preservation, Ann Arbor Public Schools, and the St. Francis of Assisi Pansh.



# Emma Hagan

Sponsored by Faygo Beverages In Memory of Delthea Bryson

Emma is a freshman at Eastern Michigan University this fall, studying elementary education. She graduated from Walled Lake Western High School summa cum laude, winning her school's English and yearbook awards. She was a member of the National Honor Society, SADD Club. Environmental and Community Outreach Club, Spanish Club, and yearbook. She played soccer for two years and continuously volunteered for a vanety of organizations in her community. Emma especially enjoyed tutoring first and second graders and volunteering in a kindergarten class.



#### Zachariah Deitrich Sponsored by Peter J. Bellanca Memorial Scholarship

Zachanah is a junior at Spring Arbor University studying worship arts leadership. He graduated from Marshall High School where he was a marching and symphonic band section leader for two years. He participated in theatre newspaper track and field cross country and the National Honor Society. Zachanah currently does freelance website design and computer repairs. He also volunteers at Minges Hills Church of God.



#### Vetone Ivezaj Sponsored by Robert A. Ficano Hope Foundation

Vetone is a junior at Georgetown University completing a double major in environmental biology and political economy. She graduated from Rochester Adams High School where she was president of the National Honor Society vice-president of Key Club, and committee chairperson of Youth in Government. She volunteered for Habitat for Humanity and St Joseph Mercy Oakland Hospital. She is a member of the women's lightweight rowing team at Georgetown University, the College Academic Council Executive Committee, and the Peer Advisor Program.



## Meet the Scholars

# Megan Kalasho

Sponsored by Chaldean American Ladies of Charity

Megan is a sophomore at the University of Michigan studying biomedical engineering. She is involved in the Chaldean American Student Association at the University, which provides her with the opportunity to serve the Chaldean community as well as the greater Ann Arbor community. Megan was a member of the Women In Science and Engineering Residency Program as a freshman and, as a returning sophomore, she will serve the community as a mentor. During the summer, she regularly volunteers at St. George Chaldean Catholic Church as a lector



## Lauren Messer

Sponsored by Blue Cross Blue Shie of Michigan

Lauren is a freshman at Hope College studying biology. She attended Gull Lake H School where she was captain of the varsit softball and golf teams. She was a member the National Honor Society and participated in Volunteens, the school's volunteer group Lauren was named a Distinguished Acade Scholar, and volunteered in the Big Brothers Big Sisters of America program.



### Cosette Kathawa

Sponsored by Aziz H. Shallal Memorial Scholarship

Cosette is a freshman at the University of Michigan studying neuroscience, Spanish, and Arabic. She graduated from Marian High School where she was treasurer of the Model United Nations Club Cosette was a member of the National Honor Society, Spanish Honor Society, Journalism Club, and English Literary Society She played soccer, volunteered with Summer in the City Detroit, and worked as a volunteer tutor at the Bloomfield Township Public Library.



# Morgan Messing

Sponsored by National Wine & Spirit

Morgan is a freshman at Michigan State
University pursuing dentistry. She graduated as valedictorian from Bad Axe High School where she participated in band, art, plays, and musicals; took ballet, tap, and jazz dance classes; played on the basketball, soccer, and cross country teams; was a member of National Honor Society; and served as president of her high school's student country.



# Maria Konja

Sponsored by Blue Cross Blue Shield of Michigan

Maria is a freshman at the University of Michigan studying chemistry and medical research. Maria is a graduate of Carlson High School where she was actively involved in the National Honor Society. Interact Club, Students Against Destructive Decisions, and Pep Club. She has also been a part of the volleyball, varsity dance, and varsity tennis teams. Maria has volunteered at a local hospital and a children's summer school program. In addition, Maria tutors two students.



# Alyssa Najor

Sponsored by National Wine & Spir

Alyssa is a freshman at Saint Thomas Aquinas College studying history and focusing on a pre-law curriculum. She graduated from Lahser High School where she was on the softball team, served as a peer mentor, was active in Reinstitution of Art in Detroit, and served as president of the Diversity Club. Over the last four years she has been a volunteer coach to a young girls softball team. Alyssa is fluent in sign language



# Christopher Lillie

Sponsored by Lipari Foods

Chris is a sophomore at the University of Notre Dame. While at Rochester Adams High, he was valedictorian and won 100 varsity wrestling matches. At Notre Dame, he is in the Engineering Scholars Program and studying mechanical engineering. Chris is also part of the Army ROTC program and participates in its community outreach program.



## Matthew Nona

Sponsored by Michael Hermiz Hes Memorial Scholarship

Matt is a freshman at the University of Detroit Mercy studying biology with plans to become a dentist. He graduated from Brother Rice High School where he was a member of the National Honor Society. Matthas volunteered with St. Thomas Chaldean Church, along with the Eastern Catholic Re-Evangelization Center.



## Meet the Scholars

#### Veronica O'Brien

Sponsored by Sherwood Food Distributors

Veronica is a freshman at Le Cordon Bleu Culinary School in Chicago, studying pastry arts. In high school, she was very involved in her studies, as well as dance, theater, and community service. Veronica hopes to obtain her associate's degree for pastry arts and is considering a bachelor's degree in culinary management



#### William Reeves Sponsored by Lee & Maxine Peck Foundation

William is a freshman at University of Pennsylvania. School of Engineering, and is interested in bioengineering and pre-med studies. William graduated from Grosse Pointe South High School where he was one of the captains of the varsity football team during his junior and senior year. He is an A.P. Scholar with Distinction and a National Achievement Finalist William was a member of the varsity track team for three years and enjoys writing



### Ian Waters

Sponsored by Frank G. Arcori Foundation

lan is a sophomore at the University of Michigan (U of M.) studying cell and molecular biology. He is very interested in lab research and participated in Undergraduate Research Opportunities Program (UROP) dunng his freshman year, working in a cancer prevention lab Being selected for a UROP Summer Research Fellowship allowed him to continue work in the lab this summer, building upon the research he conducted during the school year Ian is on the water polo team at U of M and plays violin and piano with a band called Daniel Kim and the Blueberry Incident



#### **Domonique Weston** Sponsored by Pepsi Beverages Com-

Domonique is a freshman at the University of Michigan

She graduated from Cass Technical High School where she was the captain of the varsity tennis team, a member of the National Honor Society and the People to People Ambassador Program. Domonique achieved a position on the principal's list for the past three years



### Lauren Wilson Sponsored by Nestle DSD

Lauren is a sophomore at Michigan State University studying packaging engineering. She graduated from Troy Athens High School where she served as a captain. of the varsity basketball and lacrosse teams. Lauren was a member of the Physics and Environmental Club She volunteered and participated in a small group with Kensington Church

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# 1 Sept 1





# Meet the Scholars

## **Matthew DelBrocco**

Sponsored by Liberty USA

Matthew is a senior at Case Western Reserve University studying computer programming. He is a member of the Gamma Sigma Alpha Greek Academic Honor Society, La Dolce Vita Italian Club, Chess Club, and Kung Fu Club. Matthew has achieved positions on both the Dean's Honors List and the Dean's High Honors List. He holds a second-degree black belt in Shorin-Ryu Karate and is currently an award finalist for Who's Who Among Students in American Universities.

# Mitchell Hobbs

Sponsored by AFPD Foundation

Mitchell is a junior at Capital University majoring in biology with a concentration in dentistry. He is very involved in Alpha Phi Omega and the Life Sciences Organization, two community service groups that hold activities to raise awareness of health and environmental concerns on campus Mitchell is a member of the Campus Hearing Board, the National Biological Honors Society, and the Chemistry Club.

# **Purva Patel**

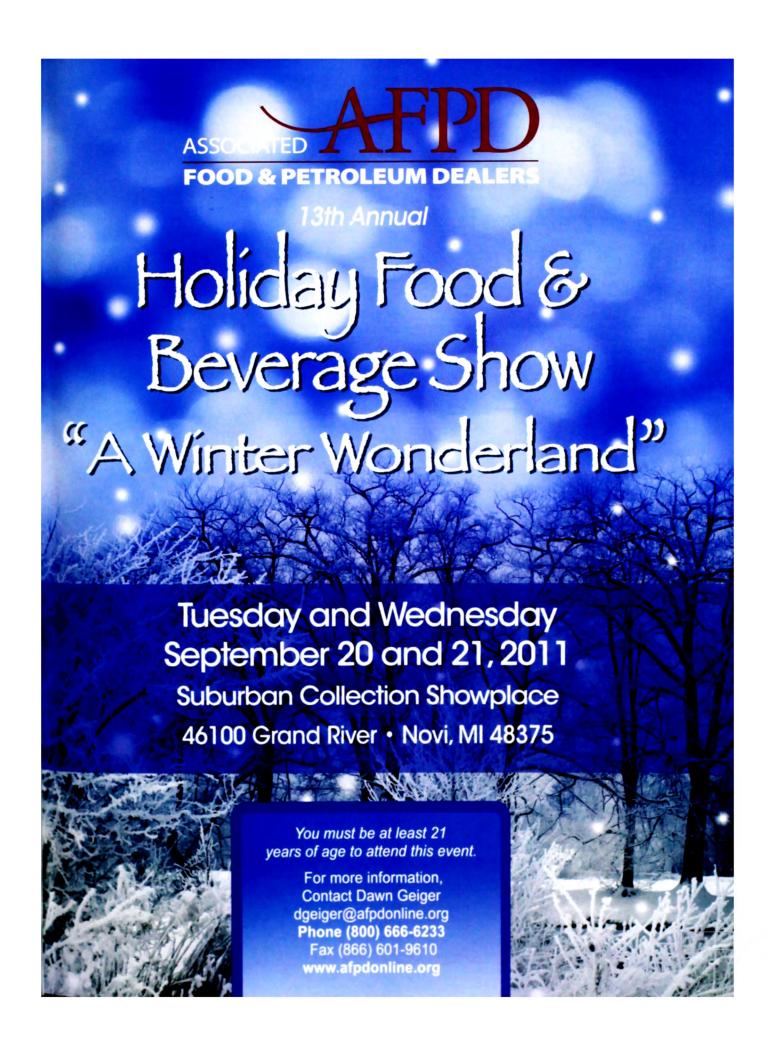
Sponsored by Dairymens

Purva is a freshman at the University of Akron studying medicine. She graduated from Brecksville-Broadview Heights High School where she was a member of the National Hone Society for two years. Purva was captain of the Science Olympiad team for two years and led them to state finals both years. She interned at the Cleveland Clinic in the department of radiation oncology.

## **Heather Roberts**

Sponsored by Anthony E. Procaccini, Jr. Memorial Scholarship

Heather is a senior at Gannon University studying physical therapy. She has been a member of the Alpha Sigma Tau Social Sorority and the Phi Eta Sigma Honors Fraternity for two years, and the Lambda Sigma Honors Fraternity for one year. Heather has achieved a position on the dean's list for the past two years.





Ed WEGLARZ
Executive Vice President, Petroleum

# Commercializing Rest Areas: Not Good for Businesses

he American Association of State Highway and Transportation Officials (AASHTO) recently asked the U.S. Department of Transportation (DOT) to disregard federal law and draft regulations that would allow commercial development of rest areas along interstate highways.

A move like this would seriously jeopardize thousands of businesses located at interstate highway interchanges.

AASHTO argues that commercialization would raise money for state treasuries, sorely in need of funds, at no cost to the motorist. However, a university study found 50 percent fewer businesses along interstates and toll roads where commercial rest areas were

grandfathered before the existing federal law was enacted. Buyers patronizing commercial rest areas will not spend money at similar businesses located at interchanges, thereby reducing the number of jobs at these businesses and reducing tax revenue.

This results in higher prices for motorists. Comparing prices for fuel and convenience store items charged on the Illinois Tollway system, the Ohio Turnpike, and the Pennsylvania Turnpike with prices charged for identical products at interstate

highway interchange businesses is always an eye-opener. Tollway and turnpike retail prices are significantly higher. The concession agreements to manage these operations have all been made with just a few large, multi-national corporations that are already in the concessions business. Little if any opportunity exists for the local, little guy.

Federal agencies do not have the authority to grant a waiver of federal law, yet AASHTO wants DOT to circumvent the legislative process. There are more than 14,000 gas stations, 60,000 restaurants, and more than 11,000 convenience stores located at interstate interchanges. Commercialized rest areas would effectively kill off the ability of these businesses to compete by diluting the marketplace with more convenient, on-highway access.

Development of commercialized rest areas also requires significant resources to acquire land, increase parking, comply with environmental standards, and re-engineer exit and entry lanes to handle the increased traffic.

Legislation to make these changes has not been introduced in the present legislative sessions, but budget shortfalls don't preempt any scheme that could appear to help increase state revenue. AFPD will continue to monitor this issue and oppose any proposal that will interfere with our members' ability to compete. Please inform us if and when you hear any local information on this issue.



"Commercialized rest areas kill off the ability of area businesses to compete by diluting the marketplace with more convenient, on-highway access."



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#### Paul **CONDINO** AFPD Vice President, Government Relations

# 2012 Farm Bill: More Than Just the Farm

very four years. Congress is called upon to re-authorize the programs, expenditures, and regulations governing food producers. distributors, retailers, and every day Americans who simply want to consume fresh, nutritious, and wholesome foods. While many think the reauthorization is all about the "farm", the 2012 Farm Bill is important to retailers and their customers alike. In fact, to the poor in America, re-authorization of the Farm Bill will probably be the most vital legislation enacted by the federal government this session.

The Farm Bill authorizes the nation's Supplemental Nutrition Assistance Programs, also known as food stamps. With one out of every six Americans facing hunger as a reality (as concluded by the Center for Faith-Based and Neighborhood Partnerships, U.S. Department of Agriculture), a fair and equitable 2012 Farm Bill is of critical importance.

AFPD has joined with anti-hunger activists, both locally and nationally, in advocating for better access to healthy and wholesome foods by amending the Farm Bill to allow the distribution of food stamps twice a month. Currently,

food stamp benefits are distributed only once at the beginning of each month. This leads to a boom-or-bust cycle at retail stores, making it difficult for food retailers to maintain the required inventory of fresh food and produce - as well as appropriate staffing levels - throughout the month. The evidence-based research suggests that food stamp distribution twice monthly is a win-win, meeting the nutritional demands of the indigent, while assisting retailers in offering fresh fruits, vegetables, and dairy products all month long.

Michigan attempted to change the law to help retailers in stocking the freshest of foods throughout the month by legalizing the distribution of food stamps twice monthly. However, the 2008 Farm Bill pre-empted the enactment of this law and stripped away the authority of Michgan and other states to be flexible in meeting the nutritional needs of their hungry.

AFPD responded by organizing a public-private partnership with the Michigan Department of Human Services aimed at staggering the dates food stamps are issued throughout the course of the month. Individual AFPD members and suppliers gave generously to match state funds from their own pockets and worked to raise the thousands of dol-

> Stamp Distribution Initiative. They did so because they believe in the absolute necessity in providing food stamp recipients and their families

with the freshest of food products, day in and day out. AFPD retailers believe that advocating for necessary policy changes to the Farm

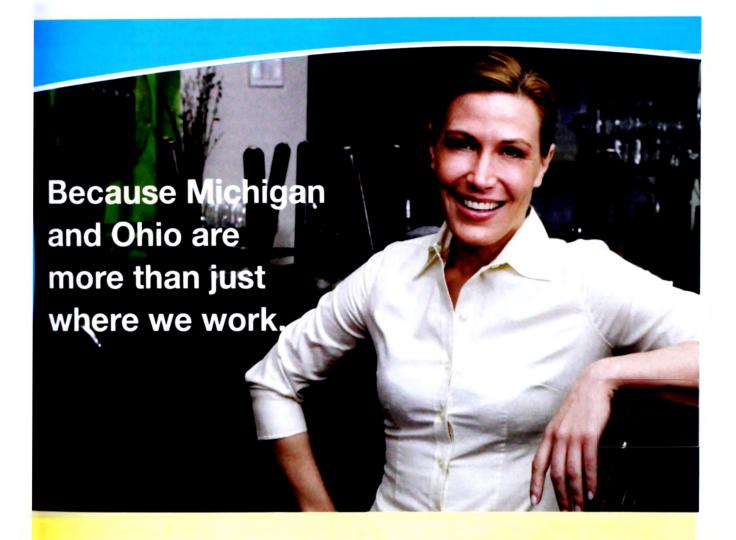
Bill is critical to all Americans. And in fact, the research supports this belief.

The Detroit Fresh Food Initiative Task Force, co-chaired by former AFPD President Jane Shallal, researched and made recommendations in 2008 that addressed the role of food retail outlets in providing access to fresh foods. Among their suggestions were efforts at improving food access alternatives like urban gardening, farmers markets, and neighborhood vegetable carts. However, the most significant recommendation made by the Detroit Fresh Food Initiative, was:

Food stamps should be distributed more evenly throughout the month to lessen the uneven impact on urban grocery stores created by the current distribution system. (Detroit Fresh Food Initiative, 2008 Report of Task Force Findings, p. 14)

Today, AFPD continues to take a leadership position in advancing vital changes to the Farm Bill. President and CEO Auday Arabo, along with the AFPD board, has identified amending the 2012 Farm Bill as the organization's top federal priority. In May, the government relations team attended the U.S. Senate Committee on Agriculture, Nutrition and Forestry field hearing and presented written testimony strongly urging the committee – chaired by U.S. Senator Debbie Stabenow (D-Mich) to adopt amendments allowing the distribution of food stamps twice monthly.

AFPD is leading the charge to improve access to fresh and healthy foods for all beneficiaries of food assistance programs. We have only begun our work, but we will continue to utilize our political voice in helping to create a 2012 Farm Bill that is both fair and just for all Americans.



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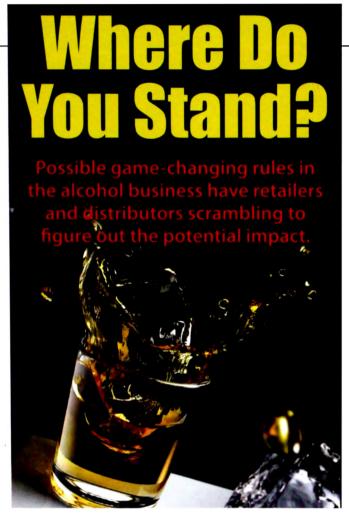
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#### By Carla Kalogeridis

With a new leader of the powerful Michigan Liquor Control Commission (MLCC) and a conservative governor and legislature potentially looking to open up Michigan markets, the stage is set for dramatic changes in the way liquor, beer, and wine are distributed and sold in Michigan.

Most AFPD members are familiar with the three-tier system of selling alcohol, which has been in place in Michigan since prohibition. MLCC has enormous power when it comes to regulating and controlling liquor in the state, including the licensing of manufacturers, distributors, and retailers. Basically, the Michigan government is the initial buyer of all hard liquor consumed in the state. The state marks up the price 65 percent and adds several taxes. It also dictates the minimum markup retailers must sell the product for; thus, it fixes the minimum profit each retailer will receive for each sale. Manufacturers enter into exclusive contracts with wholesale distributors who have a regional monopoly on the manufacturer's product. (The state does not dictate beer and wine prices at this time.)

James Bellanca, Jr., AFPD's general counsel for the last 30 years with Bellanca, Beattle and DeLisle, says since Governor Snyder has taken office, there is serious talk about changing the three-tier system and letting the marketplace dictate price. "MLCC is an agency primarily responsible to itself." Bellanca explains, "and with the changing of its leadership to reflect Governor Snyder's and the legislature's more conservative ideas,

MLCC may instigate some dramatic changes such as less regulation and eliminating retail price fixing by the state."

As Bellanca sees it, there are two likely scenarios of change: (1) the government might stop fixing the retail price of liquor—inclusive of the minimum mark up in place—to open up the market or (2) the government might eliminate the three-tier system to allow freer flow of alcohol into Michigan.

The big question: What does this all mean for AFPD members? Bellanca points out that the state's price minimum mark-up policies have allowed the small retailer to compete on equal footing with the big box stores. Opponents of this system say it is archaic and most certainly forces Michigan residents to pay more for liquor than consumers in most other states. "It's possible the gov-

ernment might set a minimum or floor price at cost or even below cost without the minimum mark up," says Bellanca. "In that case, some high-end retailers will have the opportunity to charge more for liquor, knowing that their customers will pay the premium in exchange for better service and convenience. However, the big box stores could use this to sell liquor at cost as a loss leader, and that would most likely hurt the average retailer."



James Bellanca, Jr.

A more likely scenario, says Bellanca, is that the new MLCC

leadership could push for elimination of the three-tier system. "This would be compatible with the more conservative approach of deregulation, smaller government, opening up access, and letting the marketplace dictate the scope of competition," he says.

Can the MLCC make such sweeping changes on its own? The jury is out on that question, too. In the past, the MLCC has operated fairly autonomously and has often been able to make policy without the state legislature's approval. "In recent years, the legislature has tried more often to intervene to meet its own agenda with some limited success." Bellanca says.

"The immediate challenge is for each AFPD retailer and member to figure out where they stand on the three-tier system and the price-fixing policy," Bellanca says, "because any proposed changes in policy will be followed by a public comment period. Members need to determine how the possible changes would affect them and what ideas they support or oppose. If you wait until the public review period to start thinking about these things, it will be too late."

#### **Limits on Licenses**

Another area of interest for AFPD members concerns licensing. Currently, there is a limit on the number of liquor licenses available in each Michigan community. Bellanca says the governor may want to let the market determine how many licenses there should be, or who should be eligible for licensing. Many smaller stores and gas stations, for example, have been excluded from the sale of alcohol because they can't maintain pre-determined

minimum levels of inventory. Bellanca suggests that, "The conservative might consider that to be interference with business. If a retailer wants to sell a product, why should they be required to stock more of that product or other products than their customer base can sustain?"

#### **Predictions on the New** MLCC Leadership

So who are the individuals who will be shaping the new course of the MLCC? Governor Snyder recently appointed



**Andrew J. Deloney** 

Andrew J. Deloney as MLCC chair, serving a four-year term expiring June 12, 2015. AFPD and its members are interested to see how Deloney will inter-

act with the organization because outgoing chair Nida Samona had an excellent relationship with AFPD.

"Andy's knowledge and expertise of the food and beverage industry and in a variety of public policy areas will be a tremendous asset in the work of the Liquor Control Commission," Snyder says. Interestingly, Deloney most recently served as vice president of public affairs for the Michigan Restaurant Association. a position he held since 2003. Before that, he was the assistant state director for Michigan's arm of the National Federation of Independent Business. Deloney also previously served as a legislative assistant in the Michigan House of Representatives.

The second appointee is Teri Quimby. who Governor Snyder named MLCC commissioner, replacing Patrick M. Gagliardi. The governor says that Quimby's expertise will be instrumental in the work done by the commission."

Quimby most recently worked as a self-employed attorney and certified civil mediator. Before that, she served as the deputy director and senior legal counsel for the Michigan House of Representatives Republican Policy Office, where her duties included managing business issues with the commerce committee and serving as the legal resource for environmental and energy related legislative programs. Her appointment is also for a fouryear term.

In general, AFPD members are expect-



**Teri Quimby** 

ing good things from the new MLCC leadership. "Andy Deloney comes to this position with a knowledge of the spirits industry and that gives him an advantage." says George Zrinyi, division manager for Michigan Beam Global Spirits & Wine. "I believe him to be a fair and neutral leader who wants the industry to grow. He's aware the licensees are the commission's customers and wants to streamline their processes while enforcing the laws. Ruling in favor of fair business practices will be good for everyone in the state."

Paul Quasarano, vice president of Eastown Distributors, a company that distributes beer and craft beer, anticipates improvements in the licensing process. "I believe that the system will become more efficient and customer friendly to improve the business climate in Michigan." he predicts.

Gene Mezo, sales manager for American Badass Beer Co., believes AFPD members will see more enforcement of both old and new regulations at the retail level. "All of us in the industry need to practice safe and legal sales," he points out. "Enforcement of the regulations is a deterrent to those who think they can operate outside the rules.

Bellanca says the best thing retailers can do at this point is to stay in touch with AFPD. "If you want to know what's going on and how it will impact your business. make sure you read AFPD's weekly Top Shelf e-newsletter, Bottom Line magazine, and other communications from AFPD." he advises "Things are going to progress soon, and based on Governor Snyder's hands-on approach, change may come faster than we are accustomed to."

> Carla Kalogeridis (carlak@arion-media.com) is editor of AFPD Bottom Line.

## **Arabo Represents Voice of Retailer** on Liquor Advisory Committee

Auday Arabo, president and CEO of AFPD, has been appointed by Governor Rick Snyder to serve on a new Liquor Control Advisory Rules Committee. The committee, comprised of 10 individuals, will assist in reviewing rules and making specific recommendations regarding the control and sale of liquor in the state of Michigan.

"Some of the rules regarding the manufacturing, distribution, and sale of liquor and related licensing need to be updated to support additional business growth and job creation," says Steve Hilfinger, Michigan's chief regulatory officer and director of the Office of Regulatory Reinvention (ORR). "We hope to form this committee as a collaborative panel of representatives from various stakeholders to create a more efficient and effective liquor regulatory system in Michigan."

The Advisory Committee will function for 120 days (beginning early August) unless the ORR decides to extend its activities. Governor Snyder created the ORR to increase the efficiency and effectiveness of Michigan's government. The ORR will work with various state departments to amend

duplicative, obsolete, unnecessary, or unduly restrictive rules. The goal, says Governor Snyder, is a regulatory environment that is simple, fair, efficient, transparent, and conducive to business growth and job creation.



"I am looking forward to serving on this committee," says Arabo, "not only because of my knowledge of the issues facing the alcohol marketplace, but also because it will allow me to provide the AFPD member perspective to those who are making the future decisions on how liquor will be controlled and sold in Michigan."

# Beer in Mind

Does offering high-end beer make sense for your store?

#### By Steve Holtz

Growth in craft-beer sales in convenience stores is giving retailers ample reason to add a high-end beer set, if they haven't already, highlighting craft beers and imports. "The beer business tends to have familiar cycles that ebb and flow, and craft beers as a segment are currently performing well," Manny Zayas, vice president, convenience store channel for Anheuser-Busch Inc., St. Louis, told *CSP Daily News*. "It's important that retailers make changes based on these numbers, but carefully analyze and review sales trends [and] know their clientele." Jim Koch, founder and chairman of Boston Beer Co., told the paper, "People are looking for value and value doesn't necessarily mean the cheapest thing on the shelf. Value means something that is worth what you pay for it."

With that in mind, CSP cornered a handful of beer suppliers to get their suggestions on developing a highend beer set. One common theme: Don't overdo it.

• Steve Ward, vice president of national accounts for Heineken USA, White Plains, N.Y.

"Data shows that over the last five years, more than half the volume and share gains have been driven by just five craft brands. Thus, flavor, variety and style are now becoming more important to consumers than strong brands. Retailers should be aware of the dangers of devoting too much of their resources to a large number of small SKUs. This may cause crowding out of large brands in craft and imports that actually represent the bulk of the business and the growth.

"In the limited-space environment of a c-store, it's vital that retailers ensure adequate pack-out of the

biggest selling SKUs in all key segments of the beer category. While it is important to provide variety, long-term growth will come from retaining brands that have staying power and that will contribute to your business year after year."

• Scott Waters, vice president convenience channel for Crown Imports LLC, Irvine, Calif.

"You've got to know your market. You've got to have the right ones. You can't just go in there and throw 15 or 20 [brands] in there. Get the right three or four, absolutely expand that part of the business, but you can't carry 15. That customer doesn't expect to find 15 different microbrews in a convenience store. We still have Bubba there."

"[Consumer who buy craft beers] are looking for authenticity. And that's a manufactured product without too much marketing."

• Jim Koch, founder and chairman of the Boston Beer Co., Boston

"First, there is no average c-store. There are c-stores that have a whole door of craft beers in New England, in particular. In Waco, Texas, you can barely put Sam Adams on the shelf.

"Start with six-packs, and move down the brand chain, the brand ladder. Start with Sam Adams. If you can't sell Sam Adams Boston Lager and Seasonal, you probably don't have craft-beer drinkers in your store. Then add Blue Moon. If that does well, then go down to the next brand. It may be a local [brew], it may be Sierra Nevada, it may be Fat Tire, and so on. At some point, you've met your consumers' needs. The extremes

Please see BEER, page 24

"People are looking for value and value doesn't necessarily mean the cheapest thing on the shelf. Value means something that is worth what you pay for it."

# SHATTER TRADITION

Finally, a flavored vodka worthy of being called a flavored vodka.



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BEER, Continued from page 22 are the c-stores that can't sell Sam Adams Boston Lager and Seasonal; the other is filling two or three shelves with those six or seven brands.

"As to warm packs on the floor, it depends on the market. The high-craft-share markets on the coasts, yes. You don't want warm beer for an unknown beer, though."

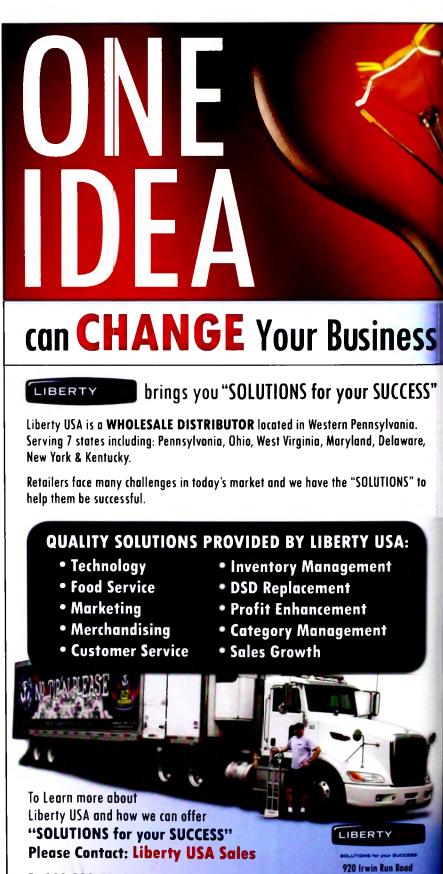
• Larry Munshower, convenience channel manager, North American Breweries, Rochester, N.Y.

"In most convenience beer sets, there are plenty of slow-movers that can be eliminated in favor of high-dollar-ring crafts. This channel is the bread and butter for their domestic premium and sub-premium brands." Retailers need to weed out what Munshower calls the "space holders" that crowd out potential new entrants.

• Tenth and Blake insights team, highend-brand managers for MillerCoors, Chicago

"Craft and import space has increased in c-stores over time. The number of brands retailers carry has increased significantly over time. Retailers need to understand the consumers they are attempting to bring in and offer products that meet the needs of these consumers."

Steve Holtz is the news director for CSP Magazine. Reprinted with permission from CSP Information Group, Inc.



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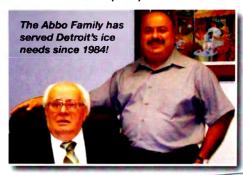
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Vanessa
DENHA-GARMO
Founder—Denha Media and Communications

# In the Business of Listening

ometimes the most effective way to communicate is to say nothing at all. That's right—don't speak. Instead, listen to what others are saying about your business, the industry, and what they want.

I know it's not easy to do when your mind is occupied with messages you need to convey to others. You need to tell employees what products need to be ordered or what changes you are making at the business. You need to tell customers what you are promoting or why the store operates as it does. However, when you actually stop talking and start listening to what others have to say, you begin to learn new things.

None of us lives long enough to learn everything from personal experience. We must learn from the mistakes and successes of other people.

Next time you're at work, ask your employees what they think about your business. Ask them what new things they have learned about the industry. Talk to the sales people

A recent study showed that, to a large degree, effective leadership is effective listening.

How you listen to your employees may define how you lead them.

who come into your store and – instead of listening to a sales pitch or rushing to complete the order for the week – ask them questions and then just listen to what they have to say.

Research has found that by listening effectively, you will get more information from the people you manage; you will increase others' trust in you; you will reduce conflict; you will better understand how to motivate others; and you will inspire a higher level of commitment in the people you manage.

A recent study showed that, to a large degree, effective leadership is effective listening. How you listen to your employees may define how you lead them. When you are listening, you are communicating, because you are conveying an important message to the person talking: they are being heard.

The person talking will know you are listening by your responses, which need not be lengthy. Sometimes a succinct and brief response is all that's needed. Effective listening means you are appropriately responding to the information. The most skilled communicators match their responses to the situation.

Think about being a coach with employees. Coaching is a form of employee training and development. Managers coach in order to build employees' knowledge and skills. This enables you as the manager or boss to demonstrate your leadership skills.

In order to effectively coach, you must first listen to the employee to discover their skill-set and how well they understand their job duties. Whether you have five employees or more than 50, take time out every week to listen to what they have to say about their jobs. You need to understand what they don't understand. You need to know what they don't know.

Later, jot down what they told you and begin to think about how you can coach them throughout the week. Listening is how you learn more so you can eventually coach others and lead the team in the right direction.

Remember, being a good listener is about being a good leader.

Vanessa Denha-Garmo is founder of Denha Media and Communications — AFPD's public relations company.

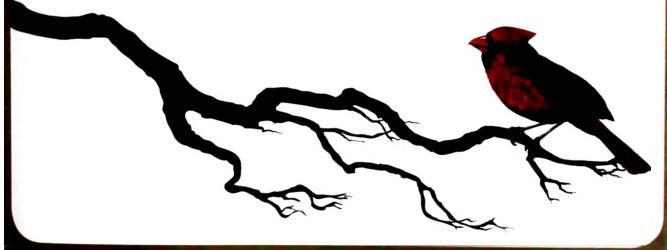
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M. Scott BOWEN Michigan Lottery Commissioner

# **Ultimate 50/50 Raffle Returns**

n August 15, the Lottery is bringing back the popular Ultimate 50/50 Raffle, and this time there are more chances to win. Tickets will be available through September 28, and on September 29 one raffle winner will walk away with a huge prize. The Lottery's Ultimate 50/50 Raffle will operate like a standard 50/50 raffle. For every dollar wagered, half goes into the jackpot Single wagers are \$5, five wagers cost \$20, 15 wagers cost \$50, and 40 wagers cost \$100.

Like other raffles, unique seven-digit numbers will be printed on players' tickets starting with 0000001. The jackpot will be updated each day on Club Keno monitors. Altura displays, and michiganlottery.com.

Five bonus drawings will give players additional opportunities to win \$25,000, 50/50 Raffle tickets will be automatically entered into the bonus drawings as soon as they are purchased, and winning raffle numbers will be posted on the Lottery's website. The winners of the bonus prize are still eligible for the final raffle drawing in September.

Raffle tickets will be available at all Michigan Lottery retailers. The retailer that sells the winning raffle ticket will receive a \$5,000 bonus commission, regardless of the jackpot size.

#### **Second Chance Contests**

To enter these great second chance contests and participate in other Lottery activities, join the Player's Club for free at www.michiganlottery.com.

- The \$5 Harley-Davidson ticket launched on May 9 features a second chance contest to win a Harley-Davidson prize pack or a Harley-Davidson Fat Boy motorcycle. In each of four drawings through August 31, one winner will win a Fat Boy motorcycle and 285 winners will receive a prize pack of Harley-Davidson branded merchandise. Each non-winning ticket entry also provides access to a bonus Harley-Davidson interactive game where more entries can be earned.
- Tax Free Cash is a \$20 game launched June 13 featuring one instant-win tax free prize of \$500,000 and a



second chance contest for a second \$500,000 prize. To enter the contest, players submit non-winning Tax Free Cash tickets on the Player's Club website until December 2. On December 7, five finalists will be selected to appear on the January 2012 episode of the "Make Me Rich!" game show, where one of the finalists will win \$500,000 – tax free!

• Red Hot & Blue 7s features a second chance contest worth

\$270,000. Players must submit their non-winning Red Hot and Blue 7s tickets online by August 12 to be eligible. On August 17, five finalists will participate in the grand prize drawing at the 2011 Arts, Beats and Eats Festival in Royal Oak. One winner will receive the \$270,000 grand prize.

- Non-winning **Single Double Triple Play Bingo tickets** can be entered for a chance to win \$500 worth of instant tickets. By playing the online Bingo game, players can earn entries and instantly win free tickets.
- Instant Replay is one of the most popular second chance contests on Player's Club. By entering non-winning instant tickets, Lottery players can win \$1 million on the "Make Me Rich!" game show. Every \$10 worth of instant tickets earns players one entry into the contest. On August 14, one finalist will be selected to join two previously selected finalists to appear on the fall episode of "Make Me Rich!"

New instant tickets scheduled to go on sale August 8 include Cash Vault (\$1); Sapphire Blue Wild Time (\$2); Lucky Red 7s (\$2); and Sky's The Limit (\$5). Fat \$50's (\$1); Bonus Number Bingo (\$2); Kings & Queens (\$2); and \$1,000,000 Diamonds (\$20) go on sale August 29. The release date for these tickets is subject to change.

Always activate instant game tickets before putting them on sale to ensure winning tickets can be redeemed by players.

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# Joseph PALAMARA Associate. Karoub Associates

# What Was Done Before Summer Recess

he Michigan Legislature is only in session one day during July, as they take a bit of a breather from a whirlwind first six months of the new term. They will resume a normal legislative calendar after Labor Day. Some of the issues that have received attention from the House and Senate are highlighted below, as are some actions and appointments by Governor Rick Snyder.

Liquor Tax Cut Passes Senate. Now on House Floor Senate Bill 331 (SB 331), the legislation that "levels the playing field" on taxes paid to the state on spirits, has unanimously passed the Senate (38-0) and now awaits action on the House floor after successfully being recommended for

approval by the House Regulatory Reform Committee.

On-premise licensees (bars and restaurants) currently pay 12 percent of the retail selling price of spirits in liquor taxes to the state. Off-premise (SDD) licensees presently pay a higher rate of 13.85 percent of the retail selling price on spirits. SB 331 reduces the off-premise tax by 1.85 percent to equal the same tax rate that on-premise licensees pay. This tax rate variation amounts to about \$14 million to the state of Michigan.

We have been in discussions with legislative leaders for quite some time on this issue, and a remaining aspect that has yet to be resolved is the date the bill would become effective. Some current members of the Legislature want to mitigate the budgetary impact this measure would have on the state. We continue to work on behalf of SDD licensees on this tax cut, with fairness and equality, two of our most salient points in advocating for its passage.

Tax Plan Signed by Governor Snyder. With the stroke of Governor Snyder's pen, the much-disliked Michigan Business Tax (MBT) became history – and has been replaced



Senate Bill 331 (SB 331), the legislation that "levels the playing field" on taxes paid to the state on spirits, has unanimously passed the Senate and now awaits action on the House floor.

by a 6 percent Corporate Income Tax (CIT). Just 12 weeks after Governor Snyder proposed the new business tax, an amended version of House Bill 4361 squeaked through the Senate. The changes were quickly concurred on by the House.

Besides replacing the MBT, the bill removes the pension income tax exemption for those under the age of 67 and freezes the income tax rate at 4.35 percent until 2013. The measure also restores an Earned Income Tax Credit (EITC) at 6 percent of the federal EITC and adds buy-back provisions for those with existing Brownfield credits that

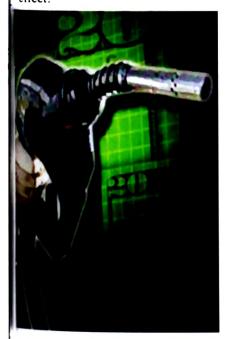
represent 90 percent of the credit value.

The tax plan does not impact the FY 2011 budget, but will mean \$154 million for the General Fund for a net impact of \$511.6 million. The School Aid Fund will lose \$689.9 million for a net \$548.3 million loss. The combined net impact of the tax plan is a loss of \$36.7 million. In total, the plan represents roughly a \$1.67 billion tax credit to business and an additional \$1.48 billion in income tax liability for citizens in the first complete fiscal year. A \$1 million appropriation to the Department of Treasury for implementation of the tax will make the new law referendum proof.

Deloney is new MLCC Chair; Quimby Also Appointed. Andy Deloney is the new chair of the Michigan Liquor Control Commission (MLCC), replacing Nida Samona whose term expired in June. Deloney, who has been vice president of public affairs for the Michigan Restaurant Association, will serve a term expiring June 12, 2015. Governor Snyder also appointed Brighton attorney Teri Quimby to fill the term of former MLCC Commissioner Pat Gagliardi, whose term also expired in June.

# Prepare for the September 1 Increase in Michigan's Prepaid Gasoline Sales Tax

Effective September 1, 2011, the new prepaid gasoline sales tax rate in Michigan will be 21.30 cents per gallon. The Michigan Department of Treasury is required to determine the prepaid sales tax rate every three months, unless the change in the statewide average retail price of a gallon of self-serve, unleaded, regular gasoline has been less than 10 percent since the establishment of the rate of the prepayment then in effect.



Be sure to check your supplier invoices and notify your accountant of this change when calculating the actual amount of sales tax due the state. A convenient chart providing total Michigan sales tax applicable to retail gasoline sales at various price levels is available from AFPD. Contact Ed Weglarz (866) 666-6233 or eweglarz@voyager.net for a copy.



# All Natural Premium Blends







#### New premium mixes designed for discriminating consumers

• Healthier, all natural snacks with nutritional value



#### Deliciously addictive, instinctively good snacking blends

Cherries, Cranberries, Blueberries,
 Dark Chocolate, Premium Pecans



# Clean packaging, natural branding that delivers a healthy message to consumers

• No trans fats, no cholesterol



Unpriced packaging allows for optimum profit margins



A new premium brand from Kar's Nuts
Ask your route sales representative for details!



# **Security is a Global Initiative**

Security has become a global initiative and PCI compliance as a business best-practice is critical to success. According to David Wallace Group Manager, Data Security Standards Compliance, Chase Paymentech, "The hardest part isn't achieving PCI compliance – it's maintaining it." When it comes to maintaining PCI compliance in your business, sound security practices are key—regardless of which side of the globe your payments are processed on Sound security practices also ease the implementation of new requirements.

The first step to establish an effective cardholder data security program is to examine the use of cardholder data in your business environment. The Payment Brands' rules and regulations do not require merchants to retain any cardholder data, and eliminating the cardholder data alleviates the need for most PCI compliance-driven initiatives and reduces liability in the event of a data breach. In fact, many companies use third-party services for cardholder data storage and access to compliant payment applications to help reduce their PCI compliance requirements.

The good news from a global perspective is the PCI Data Security Standards (PCI DSS) are accepted by all Payment Brands globally. As a result, Visa's regional programs are becoming more aligned each year, allowing the flexibility required to meet the needs of individual geographic markets. Individual Payment Brands' cardholder data security program requirements are also showing signs of greater alignment between brands.

Ultimately, PCI requirements will evolve to meet emerging threats to the payment system. The Payment Brands' data security programs will likely vary from brand-to-brand and region-to-region. Merchants that view security as a necessity will benefit from a reduction in the scope, cost, complexity, and implementation time required to both achieve and maintain PCI compliance. For more information on security and PCI compliance, contact Account Executive Jim Olson at (866) 428-4966, James.Olson@ChasePaymentech.com or visit www.chasepaymentech.com/datasecurity.





AFPD Bottom Line www.AFPDonline.org



# **Choose the Program Designed Specifically for You**

We have designed a payment processing program with you in mind. A preferred provider for the Associated Food and Petroleum Dealers (AFPD), Chase Paymentech offers customized solutions that meet the needs of petroleum dealers, grocers, c-stores and retailers.

#### Benefits include:

- Service Industry expertise specific to petroleum dealers and grocers
- Savings Lower cost of payment acceptance with competitive Visa and MasterCard rates
- Stability Backed by the strength of JPMorgan Chase
- Security Payment Card Industry (PCI) Compliant applications

"Chase Paymentech has helped my business become PCI compliant along with saving me money on my processing costs. I feel confident that I am getting the best service at the lowest cost."

- Holly Schlusler, Owner, Henry's General Store

Make the right call! Call us today for a free statement analysis at 1.866.428.4966.

A Proud Supporter





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Dennis BERG Interim Director, Ohio Lottery Commission

# Win a Stack with Our Sample Pack

ave you told customers about Bundle Play? The current package deal, which costs \$6, provides customers with a nice selection of Ohio Lottery games at a discount. The bundle includes an auto-pick selection of a \$1 Classic Lotto wager, a \$1 Mega Millions wager with Megaplier, a \$1 Powerball wager with Power Play, a \$1 Rolling Cash 5 wager, a \$0.50 Pick 3 wager, and a \$0.50 Pick 4 wager. For retailers, it's easy to process at the touch of the Bundle Play button on your gaming terminal.

For customers, it's a great way to test the waters and try a new game. The promotional opportunity is ongoing, and from time to time, the Bundle Play offer may be changed.

Tell your Rolling Cash 5 and Pick 4 customers to take advantage of another offer during the month of August. A \$5, single-ticket purchase of Rolling Cash 5 automati-

For retailers, it's easy to process at the touch of the Bundle Play button on your gaming terminal. For customers, it's a great way to test the waters and try a new game.

cally entitles customers to a free \$0.50 Pick 4 wager. The promotion is available for tickets purchased directly from licensed Ohio Lottery retailers, as well as any Ohio Lottery ticket vending machine. The promotion closes at 2:28 a.m. on September 1.

#### **Upcoming Games**

Like a well-aimed dart, the Ohio Lottery is scheduled to release \$2 EZPLAY Bullseye Bucks on August 14. Bullseye Bucks has a top prize of \$20,000 and overall odds of 1 in 4.83. Enjoy this latest EZPLAY Game selection.

Ohio Lottery retailers can look forward to the August 26 release of four new instant games, including \$3 Ruby Red Slingo, with a \$30,000 top prize and 66 percent payout; \$1 Spooky Cash, with a \$2,000 top prize and 61 percent payout; and \$2 Strike it Rich, with a \$15,000 top prize and 65 percent payout. The Ohio Lottery is also bringing back the popular \$5 instant game, Wheel of Fortune, named after the popular TV game show series. The Ohio Lottery's instant game offers a \$100,000 top prize and 70 percent payout. That's not all—non-winning tickets double as an entry for a chance to go to Hollywood to play a non-broadcast, lottery players-only version of Wheel of Fortune with Vanna White and Pat Sajak. Visit www.ohiolottery.com for details.

#### Working with Your Sales Representative

The Lottery recently trained staff on how to make the most of Ohio Lottery merchandising at your stores. The presentation by Jeff Sinacori, vice president of retailer development for Scientific Games, and a former top retailer with the New York Lottery, made a powerful impact. Expect your sales representative or chain account representative to provide additional suggestions and review of your store operations. Lottery games are among the freshest and newest product for many licensed Lottery operators. It's a unique and frequently purchased item during a customer visit. It's a traffic builder and it can also be a game changer.



Bruce D. **STEVENSON** Superintendent, Ohio Division of Liquor Control, Ohio Department of Commerce

# In-Store Advertising Can Enhance Your Business

n-store advertising and displays are effective ways to get customers to consider a new brand while they're already in your store. And Ohio's regulations for in-store advertising of alcoholic beverages encourage retailers, manufacturers, suppliers, and wholesalers to work together.

Retailers can accept many different kinds of advertising materials and items that will be a hit with customers.

- Visually interesting items, such as signs, banners, posters, placards, and illuminated devices for display on the interior of your establishment can be accepted with no cost limit per item. Brand advertisements on the exterior of the building are prohibited.
- Trinkets like bottle or can openers, key chains, calendars, matches, coasters, and menu cards with a cost limit of \$3 per item can be accepted.

- Items like glassware and other containers with a brand name or logo can be accepted at no charge as long as the total value is less than \$25.
- "Utilitarian display enhancers" such as grills, patio furniture, coolers, or bicycles - whether brand identified or not - costing less than \$200 can be supplied for use in special displays, but must be returned when the display is taken down.
- Temporary display racks and price boards with a cost limit of \$300 can be provided at no charge by a supplier only.

You can use these advertising materials and other items to enhance your business. For more information, see Ohio Administrative Code section 4301:1-1-43 If you need guidance, please contact me at webliqr@com.state.oh.us or call (614) 644-2472, Follow the Division of Liquor Control on Twitter at "ohioliquor."



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> OHIO MEMBERS Larry Wesssner (614) 306-1375 lwessner@moneygram.com

# Central Grocers: Members Have Same Buying Power as the Big Guys

Central Grocers, Inc. is a company with remarkable staying power. They've been serving the Chicago area for 93 years, buoyed by a pretty straightforward formula for success: Offer the lowest cost of goods of any wholesaler to their retail members.

But the benefits to members go well beyond that.

New Business Development Director Ken Koester said that each member of the retail cooperative, or co-op, gets equal treatment.

"We have an eclectic mix of members, mostly higher volume stores that purchase three to five million dollars of goods from us per year," he explained. "But we service smaller stores, too."

Not all co-ops will treat their members of vastly different sizes the same, and often the little guys don't enjoy the same benefits. "Our advantage is that each member pays the same

price. Sometimes, smaller members are penalized with higher service fees," Koester said. "We keep it the same for big guys and little guys." Small independents who join Central Grocers find themselves with the same buying power as the big-box giants against whom they sometimes compete.

"When you can buy truck-load quantities of products, you can aggregate the volume for everybody. It makes the price the same for everybody (in the co-op)," he said. Even more important is that enjoying the truckload cost for goods makes it possible for small independent members to gain equal footing against their much bigger competitors.

Although they have nearly a century of history and tremendous size – more than \$1.8 billion in revenues in fiscal 2010 – don't confuse Central Grocers with a stodgy dinosaur, plodding along in the 21st century

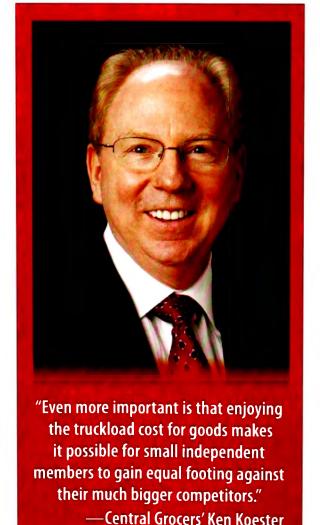
"We have a very entrepreneurial attitude in the company." Koester said. "We make decisions very quickly and put them into execution just as quickly." The company is owned by its members, and its board of directors is made up of co-op members. "Everything the board decides directly affects them," he said. "They gotta eat their own cooking."

Beyond the low-cost goods, Koester said that members enjoy the additional benefit of the profits being returned as dividends, in proportion to the amount of goods they buy.

These are challenging times, however, and Central Grocers is not immune. "One thing we find is that many people are not familiar with co-ops and their advantages. Lots of store owners have signed contracts with their current supplier," he said. "We have no contracts. You either want to be with us or not. We don't hold anybody hostage. If we have to tie them in, there must be something that's not good in our offering."

Koester said he sees a lot of second-generation family-run businesses, where the kids are not as gung ho as the parents, who built up the business originally. Sometimes they aren't prepared for the hard work, or aren't as analytical as they should be in evaluating their business, and therefore don't explore the possible benefits of a co-op. Some are hesitant to change suppliers because, as Koester said, "long term relationships are hard to break, but that is the challenge."

Central Grocers has only been with AFPD for six months, but welcomes the chance to get to know the membership base. As for the value of being part of AFPD? "They are very active in the community, with legislation, their various programs, and—most importantly—their big membership base of supermarkets and c-stores," he said. "If they weren't doing a good job, there wouldn't be thousands of members."





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Hamtramck
Glory Foods Supermarket
Highland Park

**Grand Price** 

Huron Foods Imperial Supermarket

**Greenfield Market** 

**Harper Food Center** 

Indian Village Marketplace
Joe Shallal
Joy Thrifty Scot Supermarket
Krown Supermarket
Lance's Hometown
Majestic Market

Mazen Foods
Metro Food Center
Metro Foodland
Mike's Fresh Market - Gratiot, Detroit

Mike's Fresh Market - Livernois, Detroit More Food 4 Less

New Merchant Food Center New Pick & Save Market New Super Fair Foods O'Briens Supermarket

Palace Supermarket Park Street Market Parkway Foods

Pontiac Food Land Sak N Save

Save A Lot - Conner, Detroit Save A Lot - Fenkell, Detroit Save A Lot - Grand River, Detroit

Save A Lot - Gratiot, Detroit Save A Lot - Ecorse

Save A Lot - Ferndale Save A Lot - Jackson

Save A Lot - Madison Heights

Save A Lot - Plymouth Save A Lot - Pontiac

Save A Lot - Roseville

Save A Lot - Southfield Save A Lot - Schaefer

Save A Lot - S. Schaefer

Save A Lot - Telex Save A Lot - Warren

Save A Lot - Ypsilanti

Savon Foods

Save-Plus Super Store

Seven Star Food

Shopper's Market - Centerline Shopper's Market - Warren Thrifty Scot Supermarket University Foods
US Quality Supermarket
Value Center Market - Clinton Twp.
Value Center Market - Livonia
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Value Save -- Livernois

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Kap's Retail <sup>\$500</sup>
Universal Wholesale
Weeks Food Corporation
Piquette Market\$300

DONATIONS RECEIVED AS OF PRINTING OF THIS ISSUE

### YOUR FOOD ASSISTANCE **BENEFITS ARE GOING TO CHANGE**





#### WHY

This change will help grocery stores offer you more fresh fruits, vegetables, meats and dairy products all month long. It will also help reduce long checkout lines at the beginning of the month.

#### **FAP Benefit Issuance Dates January 2011** through November 2011 and Ongoing

As outlined in the table below, each food assistance case holder, except those whose ID numbers end in 0, will begin to receive their benefits on a different day of the month beginning in January. The change will be based on the last digit (digit in table) of the case identification number. For example, those whose ID number ends in 4 will receive benefits on Jan. 7, Feb. 8, March 9, April 10 and on the 11th day of every month beginning in May 2011.

If you have questions about this schedule, please call 877-390-3327

LAST DIGIT OF YOUR CASE ID #	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
0	3	3	3	3	3	3	3	3	3	3	3	3
1	4	5	5	5	5	5	5	5	5	5	5	5
2	5	6	7	7	7	7	7	7	7	7	7	7
3	6	7	8	9	9	9	9	9	9	9	9	9
4	7	8	9	10	11	11	11	11	11	11	11	11
5	8	9	10	11	12	13	13	13	13	13	13	13
6	9	10	11	12	13	14	15	15	15	15	15	15
7	10	11	12	13	14	15	16	17	17	17	17	17
8	11	12	13	14	15	16	17	18	19	19	19	19
9	11	12	13	14	15	16	17	18	19	20	21	21



For more information, Contact
Dawn Geiger
dgeiger@afpdonline.org
Phone (800) 666-6233 • Fax (866) 601-9610
www.afpdonline.org

# What Hazards Do Your Employees Face on the Job?

An effective way to identify employees' exposures to job-related injuries is by conducting a job safety analysis (JSA) for common tasks performed in your business' operations.

Developing JSAs involves a three-step process, beginning with breaking down a common task or process into its component steps. With these specific steps identified, you can determine the hazards associated with each step and identify ways to perform the task more safely.



A good opportunity to conduct a JSA is when new jobs are created or new job functions are assigned to existing employees. Other scenarios that pose a high priority for JSAs include:

- Tasks that carry a potential for severe injuries if an accident occurred;
- Job functions where there is a history of disabling injuries (either within your business or in your industry);
- Tasks that cause a high frequency of accidents.

JSAs should be reviewed at least annually, but more frequently if changes to tasks, equipment, or processes have been implemented. When developing a JSA, it is important to focus on a specific job task, not an individual employee. For example, an auto repair shop would create a JSA for changing a tire, not for the position of auto mechanic.

Look for potential hazards produced by the work itself and the environment. Ask yourself "What could trigger the hazard?" or "What outcome would occur if an accident happened?" Examples of hazards include:

- Contact with machine parts or toxic chemicals;
- Inhalation of airborne chemicals:
- Extreme heat or cold;
- Slips, trips, and falls;
- Physical strains due to lifting or pulling:
- Excessive vibration or noise.

When developing solutions to mitigate a job hazard, consider whether there is a new way to perform the task. Can the physical conditions that create the hazard be changed? Can the work procedure or process be changed? Can the frequency of that task be reduced?

OSHA's Hierarchy of Controls should be followed when creating solutions. The first priority would be to engineer the hazard out of the work process. For example, can a less harmful material be used? Can you add guarding to a machine? If that is not possible, the second option would be to use administrative controls such as job rotation, new work rules, or training

to reduce employees' exposure to the hazard. Only as a last resort should safety equipment or personal protective equipment such as gloves, hats, or safety glasses be used.

If done right, JSAs are an effective way to help identify hazards before a workplace injury occurs. The end result is that employees are safer and employers incur fewer workplace injuries and enjoy the added benefit of lower workers' compensation costs.

For more information on job

safety analyses, call Shawn Combs, group safety account executive for Careworks, at (877) 360-3608, ext. 2364.



# DPD Ready to Deploy Secondary Employment in Uniform Program

After months of preparation, it is with great pleasure that we introduce the Detroit Police Department's Secondary Employment in Uniform Program to qualifying business and community entities within the city of Detroit. This program has been established to provide the use of off-duty, sworn police officers to work in a law enforcement capacity for qualified private employers or organizations located in the city of Detroit, as established by city ordinance.

The Detroit Police Department is always seeking ways to enhance the safety of its citizens and visitors, and this program is another opportunity to do just that. The Secondary Employment in Uniform Program will be managed by the Detroit Police Department and will make additional law enforcement resources available for hire to the community where entities see a need or have a desire to receive above baseline services. The services of the Secondary Employment in Uniform Program will be tailored

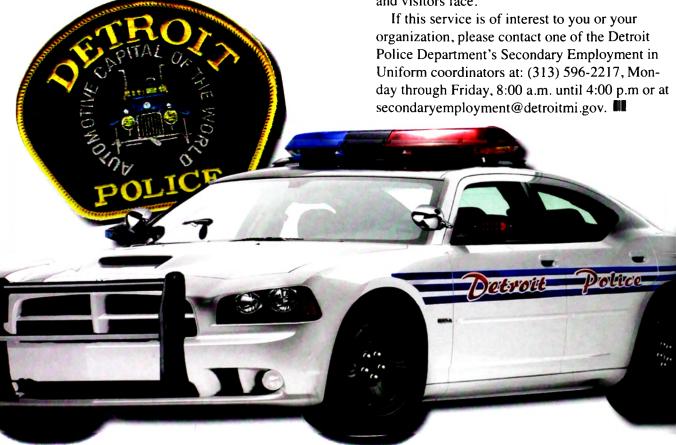
specifically to the needs of the customer ranging from, but not limited to, crowd control, security, and limited directed patrol activities.

"Detroit Police Department members are highly trained, familiar with the city, its demographics, crime "hot-spots", venues, and establishments," stated Chief of Police Ralph L. Godbee, Jr. "The hiring of off-duty police



Detroit Police Chief Ralph Godbee

officers through the Secondary Employment in Uniform Program provides a higher degree of visible uniformed presence within the community and will assist businesses and community organizations in addressing the reality of crime as well as some of the fear and perceptions of crime that our citizens and visitors face.



AFPD Bottom Line www.AFPDonline.org

#### **Healthy Living**

#### **National Prevention Strategy Casts Broad Net to Improve Health**

he Obama administration is enlisting the elp of public and private partners in improvng the health and wellness of Americans.

The National Prevention Strategy focuses in disease prevention rather than treatment of illness as one way to further the Affordble Care Act's goals of lowering costs, mproving quality of care, and expanding iccess. The initiative calls for the cooperaion of everyone, from the government down o employers and individuals, in helping to reate a healthier nation.

The initiative, created by the National 'revention, Health Promotion, and Public lealth Council, offers recommendations icross four broad strategic areas:

- 1. Creating healthy and safe communities. Encouraging physical activity and pollution reduction with policies such as ride-share incentives or workplace flexibilty.
- 2. Expanding preventive services in clinical and community settings. Expanding efforts like diabetes prevention programs to underserved groups.
- 3. Empowering people to make healthy choices. Encouraging programs to make healthy options the easy and affordable choice.
- 4. Eliminating health disparities.

Training and hiring qualified staff from underrepresented racial and ethnic minority groups, or people with disabilities.

To achieve these goals, the strategy has chosen seven areas of focus:

- Healthy eating
- Active living
- Mental and emotional well-being
- Reproductive and sexual health
- Tobacco-free living
- Preventing drug abuse and excessive alcohol use
- Injury and violence-free living

The administration is working on efforts that support the goals, including the Let's Move! initiative targeting obesity, the Neighborhood Revitalization Initiative to transform distressed neighborhoods, and an executive order to ramp up federal hiring of people with disabilities.



#### Choosing health coverage for small business isn't "just business." It's personal.

When you have a small business, your employees are like family. You want the best for them and they expect the best from you. Especially for health coverage. Which is why Blue Cross Blue Shield of Michigan offers so many different health plan options for small business. Plans that many small businesses in Michigan are raving about... and ultimately choosing.

#### Simply Blue<sup>™</sup>

Simply Blue<sup>SM</sup>: A brand new PPO from Blue Cross Blue Shield of Michigan with comprehensive benefits at a competitive price.

#### Healthy Blue Living™

Healthy Blue Living<sup>SM</sup>: A revolutionary HMO with lower copays and lower deductibles that rewards you for being healthy.

#### With the right health coverage,

your business can grow.

When your employees are healthy, your business can thrive. Plus, with first-rate coverage that's affordable, you'll be able to retain and attract top talent. Now that's how a business grows.

Learn more today. Call 248-671-9600 for more information regarding benefits and rates on Blues plans available to AFPD dealers.





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		CONSTRUCTION & BUILDING		GROCERY WHOLESALERS & DIS	<u>STRIBUTORS</u>
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American Communications of Ohio ATM of America	(614) 855-7790 (248) 932-5400	Avedian Development	(248) 766-2543	Capital Sales Company	(248) 542-440
Elite Bank Card ATM's	(248) 594-3322	Creative Brick Paving & Landscaping	(248) 230-1600	Cateraid, Inc	(517) 546-821
	(2 (0) 00 ( 0022	DKI Demolition & General Construction	(248) 538-9910	Central Grocers	(815) 553-885
BAKERIES		DKI Demonition a General Construction	(246) 336-3310	Central Wholesale Food & Beverage	(313) 834-8800
Ackroyd's Scottish Bakery	(313) 532-1181	CREDIT CARD PROCESSING		D&B Grocers Wholesale	. (734) 513-171
Great Lakes Baking Co	(313) 865-6360	AFPD Chase Paymentech	1 966 429 4066	Fun Energy Foods	. (269) 934-700
Hearth Ovens Bakers by Masons Bakery Hostess Brands	(313) 636-0401 (248) 588-3954	First Data Independent Sales	1-877-519-6006	General Wholesale	(248) 355-090
Michigan Baking Co - Hearth Oven Bakers	(313) 875-7246	Merchant Processing	1-866-366-3300	George Enterprises, Inc	. (248) 851-699
-	,	Next Day Funding, LLC	(517) 214-4611	Great North Foods	(989) 356-228
BANKING, INVESTING & CONSUL	TING	Hext Day I unding, EEG	(517) 214-4011	Jerusalem Foods	(313) 846-170
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Flagstar Bank	1-800-945-7700	•	1-877-666-3226	SUPERVALU	(937) 374-7609
Huntington Bank Louis J. Peters · Financing Debt Negotiation Turnarour	(248) 626-3970	Bull Dog Wholesale H.T. Hackney-Grand Rapids	1-800-874-5550		
Cours a Felers - Fillanding Debt Hegonator Formatour	D (300) 200 3342	S Abraham & Sons	(616) 453-6358	HOTELS, CONVENTION CENTER	S &
BEER DISTRIBUTORS & SUPPLIE	RS	United Custom Distribution	(248) 356-7300	BANQUET HALLS	
Eastown Distributors	(313) 867-6900	Who's Your Daddy Distributor	(248) 743-1003	A & M Hospitality Services	(586) 757-6001
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		Nambon (ii ledi)	(313) 134-1333	Shenandoah Country Club	(248) 683-6363
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Walton business management Solutions	(240) 320-2343	Culinary Products	(989) 754-2457		
BUSINESS COMMUNICATIONS		,	,,	ICE PRODUCTS	
AFPD *Comcast	(248) 343-9348	FOOD RESCUE		Arctic Glacier, Inc	1-800-327-2920
Clear Rate Communications	(248) 556-4537	Forgotten Harvest	(248) 967-1500	Home City Ice	1-800-759-4411
CAR WASH CHEMICALS		Gleaners Community Food Bank	(313) 923-3535	U.S. Ice Corp	(313) 862-3344
National Automotive Chemical	(740) 439-4699			INSURANCE SERVICES: COMMEI	DCIAI
	, ,	FRANCHISING OPPORTUNITIES			
CELLULAR PHONES & SERVICE	S	Buscemi Enterprises, Inc.	(586) 296-5560	AFPD North Pointe Insurance	
AFPD Sprint Communications	(248) 943-3998	Kasapis Brothers/Ram's Horn Restaurants	(248) 350-3430	AFPD **CareWorks1-800-83	37-3200 ext. 7188
CHECK CASHING SYSTEMS		Tubby's Sub Shops, Inc	1-800-497-6640	AFPD **Cox Specialty Markets (North (Underground Storage Tanks)	
Secure Check Cashing	(248) 548-3020	GASOLINE WHOLESALERS		Beechtree Insurance	(734) 452-9199
CHICKEN SUPPLIERS		AFPD Obie Oil, Inc	(937) 275-9966	Benchmark Financial Ltd	(248) 642-0700
Knspy Krunchy Chicken	(248) 821-1721	The Anderson's Inc. (E-85)	(419) 891-6491	Bencivenga Insurance (Agent John Bencivenga	a) (248) 931-1000
Taylor Freezer	(734) 525-2535	Beck Suppliers, Inc	(419) 332-5527	GLP Insurance Services	(248) 848-0200
ALUDA CHACKA & CANDY		Central Ohio Petroleum Marketers	(614) 889-1860	Great Northern Insurance Agency	(248) 856-9000
CHIPS, SNACKS & CANDY		Certified Oil	(614) 421-7500	Hedman Anglin Bara & Associates Agency	(614) 486-7300
AFPD Kar's Nut Products Company		CFX Management	(937) 426-6670	Primeone Insurance	(248) 536-0791
Better Made Snack Foods	(313) 925-4774 1-800-359-5914	Countywide Petroleum/Citgo Petroleum	(440) 237-4448	State Farm Insurance (Agent Dawn Shaouni)	(248) 879-8901
Ento Lay Inc		Gilligan Oil Co. of Columbus, Inc.	1-800-355-9342	· •	
Frito-Lay, Inc Motown Snacks Days Cape Cod Yorks Archivary Stella D		-		USTI/Lyndall Insurance	(440) 247-3750
Frito-Lay, Inc Motown Snacks (Jays Cape Cod Toms Archivary Stella D T & J Brokers (beef Jerky)		High Pointe Oil Company Reliable Oil Equipment	(248) 474-0900 (937) 665-1200	USTI/Lyndall Insurance	(440) 247-3750

# SUPPORT THESE AFPD SUPPLIER MEMBERS

-AFPID *BCBS of Michigan	1.800.666.6222	AFPD 'Prairie Farms Dairy Co	(248) 300_6300	Cool Curtains	1-800-854-5719	
Community Care Associates	(313) 961-3100	AFPD "Dairymens		TGX Solutions	(248) 210-3768	
Sadaleto, Ramsby & Assoc	1-800-263-3784	·		REVERSE VENDING MACHIN	ES/DECYCLING	
ro Care Plus. Inc	(313) 267-0300	AFPD **H. Meyer Dairy		Kansmacker	(517) 374-8807	
cooky Husaynu & Associates	(248) 851-2227	AFPD **Modern Foods	1-800-748-0480	TOMRA Michigan	1-800-610-4866	
VENTORY SERVICES				SECURITY, SURVEILLANCE	& MORE	
ICS Inventory	1-888-303-8482	MISCELLANEOUS		Brink's, Inc	(313) 496-3556	
arget inventory	(586) 718-4695	Mike Dorian Ford	(586) 732-4100	Central Alarm Signal	(313) 864-8900	
		Pyramid Sunglass Company	1-800-833-3996	MIST Innovations	(313) 974-6786	
GAL SERVICES		SureGrip Floor Safety Solution	(850) 264-8537	SHELF TAGS		
AFPD *Bellanca, Beattie, DeLisle .	(313) 882-1100			JAYD Tags	(248) 730-2403	
AFPD "Pepple & Waggoner, Ltd	(216) 520-0088	MOBILE MARKETING VIA CEL	L PHONE			
ne Abro Law Firm	(248) 723-4545	AFPD Mousetrap Group	(248) 547-2800	SODA POP, WATER, JUICES OTHER BEVERAGES	&	
enha & Associates	(248) 265-4100	MONEY ORDEROMEN TO	NOTED!	AFPD Arizona Beverages	(313) 541-8961	
ias & Elias PC	(248) 865-8400	MONEY ORDERS/MONEY TRA BILL PAYMENT	NSFER/	AFIPD Nestle Waters Supermarket Program		
sher & Phillips, LLP	(858) 597-9611			Til It ) Nestie Waters Supermark		
ertz Schram PC	(248) 335-5000	ATPI) MoneyGram International	MI (517) 292-1434 OH (614) 878-7172	AFPD Hansen's Beverage (Mons	iter Energy)	
ppaya Law, PC	(248) 626-6800	Eurekal (bill payment)	1-877-374-0009	300	(313) 575-6874	
ecskes, Gadd & Silver, PC	(734) 354-8600	Softgate Systems	(973) 830-1918	-AFPD *Intrastate Distributors (A	riZona) (313) 892-300	
ch Attorneys & Counselors	(586) 493-4427	doligate dystems	(3/3) 030-13/0	AFPD "Buckeye Distributing (A	riZona) (440) 526-6668	
ne, Alton & Horst	(614) 228-6885	OFFICE SUPPLIES & PRODUC	TS	AFPD "RL Lipton Distributing (A	riZona) (216) 475-4150	
eltani, Orow, Mekani, Shallal & Hindo, PC	(248) 223-9830			7UP Bottling Group	(313) 937-3500	
ullivan, Ward, Asher & Patton, PC	(248) 746-0700	AFPD LB Office Products		Absopure Water Co	1-800-334-1064	
ne Liquor Lawyers OTTERY	(248) 433-1200	PAYROLL PROCESSING & HUN		Be Metro	im Hills (248) 373-2653 elleville (734) 397-2700 Detroit (313) 868-2008	
Tech Corporation	(517) 272-3302				t Huron (810) 982-8501	
ichigan Lottery	(517) 335-5648	Total HR Services, LLC	(248) 601-2850	Coca-Cola Refreshments - Cleveland Faygo Beverages Inc	(216) 690-2653 (313) 925-1600	
hia Lottery	1-800-589-6446	DIZZA CURRI IERO		Garden Foods	(313) 584-2800	
•	. 555 555 5715	PIZZA SUPPLIERS		Grandad's Sweet Tea	(313) 320-4446	
OYALTY CARDS/DISCOUNT CA		Hunt Brothers Pizza	(615) 259-2629		Detroit 1-800-368-9945 Howell 1-800-878-8239 Pontiac (248) 334-3512	
TT Rewardrai	1-800-3//-6099	POINT OF SALE			GITTAC (240) 334-3312	
MAGAZINE & TRADE PUBLICAT	TIONS	BMC - Business Machines Specialist	(517) 485-1732	<b>TOBACCO COMPANIES &amp; PR</b>	ODUCTS	
haldean News	(248) 932-3100	Caretek   Security Credit Card Point of Sale and	nare') 1-866-593-6100	Altria Client Services	(513) 831-5510	
haldean Detroit Times	(248) 865-2890			Beamer Co. (Hookah's & supplies) Capitol Cigars	(248) 592-1210 (248) 255-8747	
etroil Free Press	(313) 222-6400	PRINTING, PUBLISHING & SIG	NAGE	Nat Sherman	(201) 735-9000	
elroit News	(313) 222-2000	International Outdoor	(248) 489-8989	R J Reynolds	(336) 741-0727	
lichigan Chronicle	(313) 963-5522	Michigan Logos	(517) 337-2267	Snappy Cigs (electronic cigarettes) Westside Vapor	(248) 747-5130 (614) 402-0754	
•	(313) 303-3322	Walt Kempski Graphics	(586) 775-7528		. ,	
MEAT & DELI DISTRIBUTORS				WASTE DISPOSAL & RECYCL		
& A United Meal	(313) 867-3937	PRODUCE DISTRIBUTORS		National Management Systems Smart Way Recycling	(586) 771-0700 (248) 789-7190	
to Z Portion Control Meats	(419) 358-2926	AFIN) *Ace Produce		- · · · - , · · , - · · · · · · · ·	(270) 703-7130	
Roy & Sons	(810) 387-3975	Heeren Brothers Produce	(616) 452-2101 (313) 568-0557	WINE & SPIRITS COMPANIES		
ary Fresh Foods	(313) 295-6300	Tom Macen & Son, Inc	(313) 300-033/	Beam Globa	(248) 471-2280	
ipan Foods	(586) 447-3500	DEAL ESTATE		Brown-Forman Beverage Company	(248) 393-1340	
equette Market	(313) 875-5531	REAL ESTATE Centro Properties Group	(248) 476-6672	Diageo Ghost Vodka	1-800-462-6504 (616) 835-4108	
Sherwood Foods Distributors	(313) 659-7300	Judeh Tax Appeal Team	(313) 277-1986		(0.0) 033-100	
Weeks Food Corp	(586) 727-3535	Lighthouse Real Estate	(248) 210-8229	WINE & SPIRITS DISTRIBUTOR	RS	
Wolvenne Packing Company	(313) 259-7500	Signature Associates - Angela Arcon	(248) 359-3838	Great Lakes Wine & Spirits Heaven Hill Distillenes	(313) 867-0521 1-800-348-1783	



Heaven Hill Distillenes National Wine & Spirits

1-888-697-6424 1-888-642-4697

#### **Calendar**



-September 20 & 21, 2011-

## AFPD's 13th Annual Holiday Food & Beverage Show

Suburban Collection Showplace

-October 20, 2011-

### AFPD's 5th Annual Ohio Food & Petroleum Trade Show

Franklin County Veterans Memorial, Columbus, OH

-October 21, 2011-

#### **AFPD's Southern Region Trade Dinner**

Villa Milano, Columbus OH

-November 18th, 2011-

31st Annual AFPD Foundation Turkey Drive

Detroit, MI

-November 21, 2011-

**AFPD 2nd Annual Ohio Turkey Drive** 

Columbus, OH

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# Can you be fined for selling tobacco to a 25 yr. old?

YES. Under new FDA regulations you may be fined if you neglect to card someone under 27 years old.

#### **FDA Tobacco Enforcement Underway!**

Retailers are receiving violation letters!

"... you or one of your employees sold a package of cigarettes to a minor on December 2, 2010 ..."

to verify by means of photographic identification that the minor was not 27 years of age or older."

(excerpts from an actual FDA warning letter)

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