

AFPD Bottom Line

ASSOCIATED FOOD & PETROLEUM DEALERS *Working to Improve Your Bottom Line* VOL. 22, NO.1 JANUARY 2011

REWARDS



INCENTIVES



LOYALTY PROGRAMS

What's Right for Retailers?

Latest on Gift Card Compliance

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Customers

2011 LEGISLATOR DIRECTORY

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AFPD Bottom Line

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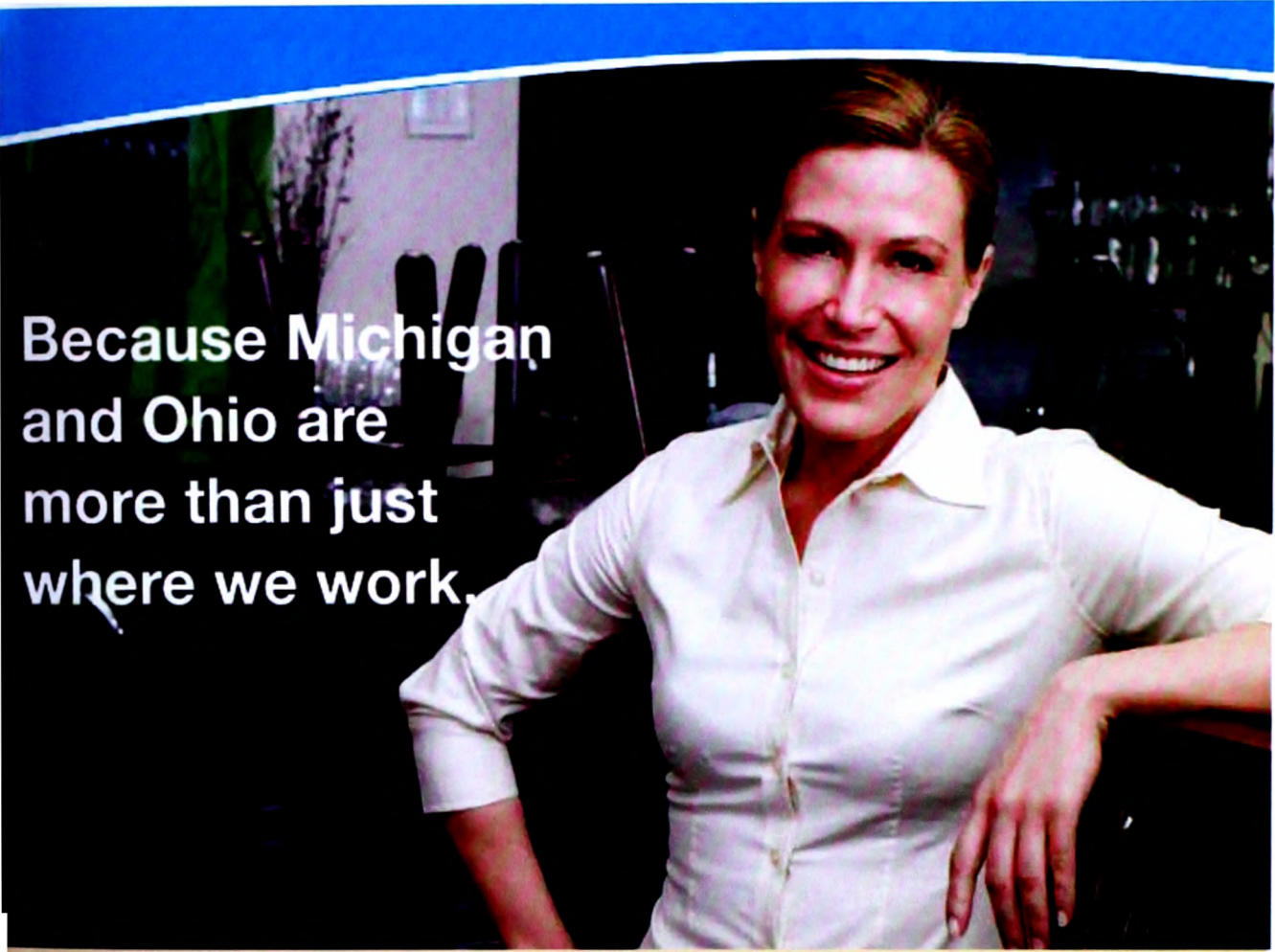
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Auday P. ARABO
AFPD President/CEO

President's Message

Respect, Loyalty, Integrity

In 2010 AFPD celebrated its 100th anniversary. What a year it was, with spectacular events and momentous legislative achievements, and a changing of the guard. We now have new laws on the books that will allow Michigan retailers to be a part of spirits, wine, and beer tastings at their business. Michigan retailers can also sell alcohol on Christmas Eve and Christmas Day, as well as on Sunday morning from 7 am to noon.

Instant coupons for spirits and stronger bootlegging laws are also on the books for 2011. Once again, we defeated the catering bill. We were able to work collectively and raise enough money to partner with the State of Michigan to change the distribution dates for Food Assistance Payments. Michigan is the first state in the country to do this.

We held our own in Ohio as well and have planted seeds for some big legislative changes in 2011. AFPD protected the savings on workers' compensation and passed the new law that enables you to advertise gas at a lower price for cash than credit. Federally, the new restrictions on credit card companies as well as your savings from those changes will take shape in 2011. New members of the Michigan, Ohio, and federal legislatures come to power along with new governors in both states. We have them all listed in the back of this magazine for your review.

This year, the AFPD staff will work even more aggressively to make sure your interests are not only heard, but also served. We have stronger money-saving programs for our members than at any other time in our history, and that is why we have picked up more than 1,100 new AFPD members in the last two years!

We must learn from AFPD's storied history so we do not make the mistakes of the past. We must step on the shoulders of

those who laid the foundation for a strong and vibrant AFPD. AFPD has been fortunate to have some great men and women of character who have served on the board of directors. One such man, Tony Munaco, AFD chairman from 1981 to 1982, passed away on December 12, 2010.

I never had the honor to meet this man, but the service I attended at St. Andrew's Catholic Church told me enough information that I felt the loss personally. Tony was described as a man of respect, loyalty, and integrity. Hearing about him and seeing the hundreds of people that packed the church service showcased why Tony was such a great AFD chairman.

He loved to serve others and help people. The priest mentioned that it is very sad that people of Tony's generation, the generation of working longer hours and doing whatever one must to provide for loved ones, is a thing of the past. Today's generation does not work as hard and wants everything instantly. He challenged everyone to live more like Tony lived. Respect, loyalty, and integrity. These characteristics describe most of the owners of the independent markets, gas stations, and other businesses AFPD represents.

Always take pride in being an independent business owner because you are special. You are not controlled by publicly trading dollars on the stock market, but you take orders from your own sense of right and wrong. These are the places where a Tony Munaco, a Frank Arcori, a Jerry Yono, an Edward Acho, and other honest and hard-working men and women come from. Their marching orders are to provide for their loved ones and leave this earth a better place. May God rest your soul, Tony. You will be missed by the AFPD family, but it is up to all of us to remember to live by your sacred code of respect, loyalty and integrity. ■■■■

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WE DID IT!!



AFPD graciously thanks these companies for their generous support in meeting our goal in the Food Stamp Distribution Initiative

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 Food Town Supermarket
 Gigante Prince Valley
 Glory Foods Supermarket
 8 Mile, Detroit
 Glory Foods Supermarket
 Outer Drive, Detroit
 Glory Foods Supermarket
 Telegraph, Detroit
 Glory Foods Supermarket
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 Greenfield Market
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 Majestic Market
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 More Food 4 Less
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 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
 Value Center Market - Warren
 Value Fresh Market - Warren
 Value Save -- Livernois
 Vegas Food Center

SUPPLIERS:

AFPD Foundation	\$25,000
SuperValu	\$15,000
Save A Lot Corporate	\$10,000
Affiliated Foods Midwest	\$5,000
Country Fresh	\$5,000
D & B Grocers Wholesale	\$5,000
DairyFresh	\$5,000
Prairie Farms Dairy Co.	\$5,000
Sherwood Food Distributors	\$5,000
Wolverine Packing Company	\$3,000
Everfresh - Sundance	\$2,500
Faygo Beverages	\$2,500
PepsiCo	\$2,500
Trade Source, Inc	\$2,000
Value Wholesale	\$2,000
American Paper & Supply	\$1,000
HMR Distributors	\$1,000
Intrastate Distributors	\$1,000
Kap's Wholesale Food Service	\$1,000
Mason's Bakery	\$1,000
Metropolitan Baking Co.	\$1,000
Tradewell Distributors	\$1,000
Kap's Retail	\$500
Universal Wholesale	\$500
Weeks Food Corporation	\$500
Piquette Market	\$300

DONATIONS RECEIVED AS OF PRINTING OF THIS ISSUE

Michigan Updates

MUSTFA Limited to Two-Year Extension

Michigan passed legislation to extend the Michigan Underground Storage Tank Fee of 0.875 cents per gallon of refined petroleum products for two years, sunsetting on 12-31-12.



Originally, a five-year extension was proposed. AFPD opposed the five-year extension because we want the issue of the MUSTFA Fund revenue being redirected to the General Fund addressed. A two-year extension will allow AFPD to discuss this issue with the new legislature.

On-Line Spirit Ordering from MLCC

Effective March 1, 2011, the Michigan Liquor Control Commission (MLCC) will require all retail licensees who purchased \$10,000 or more in distilled spirits in the most recent calendar year to use the on-line ordering system to order their distilled spirits. MLCC will not authorize any exceptions to this requirement. Smaller retail licensees (those with less than \$10,000 in distilled spirit purchases) have until July 1, 2011 to phase in their use of the on-line ordering system, although licensees currently participating in on-line Lottery games may be required to comply earlier.



Ohio Updates

Take the Ohio Lottery Survey

The Ohio Lottery has recently developed an online survey asking lottery agents for input on various issues. AFPD has been involved in bringing many issues to the Ohio Lottery's attention: agent commissions (which have not been increased since the mid-1990s); the cost of employee training; lottery activity taking up too much counter space; and other costs of doing business. We strongly recommend you complete the survey and make the Ohio Lottery aware of your concerns as a business person and Ohio Lottery Sales Agent.

Workers' Comp Group Rated Program

Just a reminder to send in your paperwork to CareWorks Consultants for the 2011 Group Rated Program. AFPD, working with CareWorks, has made tremendous progress on issues such as workplace safety and new administrative requirements from the Ohio Bureau of Workers' Compensation. Questions? Please contact Ron Milburn at tel. (614) 496-8937 or rmlcm@yahoo.com.

Former AFD Chairman, Anthony J. Munaco (1929-2010)

Anthony J. Munaco, Jr., a well-respected businessman who served as Associated Food Dealers (AFD) chairman from 1981-1982, passed away on December 12, 2010 at age 81. Munaco is the beloved husband of Frances (Viviano), loving father of Dr. Anthony (Dr. Nancy), Carl (Josephine Marie), Frank (Bridget), William (Elizabeth), Salvatore (Josephine Ninfa), and Petrina (Marc) Blancke, proud grandfather of 19, and great-grandfather of two. He is the dear brother of Rosalie (the late Joseph) Prano, Pauline (Sam) LoChirco, and Salvatore (Theresa). In addition to serving AFD, Munaco was a member of the Knights of Columbus and Italian American Delegates. Donations may be made in his name to the Capuchin Soup Kitchen at 1820 Mt. Elliott Street, Detroit, MI 48207. Mr. Munaco will be fondly missed by the AFPD family.



AFPD Selects Denha Media and Communications as New PR Firm

Auday Arabo, president and CEO of the Associated Food & Petroleum Dealers (AFPD), has named Denha Media and Communications (www.denhamedia.com) the association's new public relations firm. Denha Media and Communications is a strategic communications agency providing a variety of services, including public relations, marketing, writing, consulting, research as well as work shops. Denha Media and Communication is founded by Vanessa Denha Garmo, an award-winning journalist, author, and professional speaker. Garmo spent nearly nine years at WJR 760 AM as a general street reporter, news anchor, as well as health reporter. She continues to serve as producer and host of the weekly Public Service Announcement show on 96.3 WDVD and 93.1 DOUG FM called *It's Your Community*.

Garmo is the co-founder and editor in chief of the *Chaldean News*. As press secretary to Wayne County Executive Robert Ficano, Garmo served as the main spokesperson for Wayne County, handled media relations, speech writing, as well as long-term/short-term public relations and marketing strategies for seven years. ■■■



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Ohio Bureau of Workers' Compensation
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Dublin, OH 43016
800.837.3200, ext. 7188
FAX 888.837.3288
www.careworksconsultants.com
info@ccitpa.com

TEMPORARY AUTHORIZATION TO REVIEW INFORMATION

FROM: Policy Number
Company:
DBA:
Address

is to certify that CAREWORKS CONSULTANTS INC. (ID NO. 150-80) and the Buckeye WC Alliance / Associated Food & Petroleum Dealers, Inc. (57000, 2011/2012, Code 11/26) including its agents or representatives identified to you herein has been retained to review and perform studies on certain workers' compensation matters on our behalf.

limited letter of authority provides access to the following types of information relating to our account:

- (1) Risk files
- (2) Claim files
- (3) Merit-rated or non-merit rated experiences
- (4) Other associated data

authorization does NOT include the authority to:

- (1) Review protest letters
- (2) File protest letters
- (3) File form *Application for Handicap Reimbursement* (CHP-4);
- (4) Notice of Appeal (I-12) or
Application for Permanent Partial Reconsideration (IC-88);
- (5) File self-insurance applications
- (6) Represent the employer at hearings
- (7) Pursue other similar actions on behalf of the employer

Understand that this authorization is limited and temporary in nature and will expire on February 28, 2011 or automatically nine months from the date received by the Employer Services or Self-Insured Department, whichever is appropriate. In either case, length of authorization will not exceed nine months.

Telephone Number	Fax Number		E-mail Address
Print Name	Title	Signature	Date

Completion of the Temporary Authorization (AC-3) allows a third-party administrator (TPA) limited authority to view an employer's payroll and loss experience. By signing (form AC-3), the employer grants permission to the Ohio Bureau of Workers' Compensation (BWC) to release information to the employer's authorized representative(s). The Temporary Authorization allows a third-party representative to view an employer's information regarding payroll, claims and experience modification.

Attention Private Employer Group-Rating Prospects:

- Employer may complete the AC-3 for as many TPA or group rating sponsors as they feel are necessary to obtain quotes for a group-rating program.
- Group sponsors must notify all current group members who have made application for the next group-rating year if they will not be accepted. The deadline for this notification is December 1st of each year.
- All potential group rating prospects must have:
 - Active BWC coverage status as of the application deadline;
 - Active coverage from the application deadline through the group-rating year;
 - No outstanding balances;
 - Operations similar in nature to the other members of their group.
- Any changes to a group member's policy will affect the group policy. Changes can result in either debits or credits to each of the members.

Note:

For complete information on rules for group rating, see Rules 4123-17-61 through 4123-17-68 of the Ohio Administrative Code or your third-party administrator (TPA).

All group-rating applicants are subject to review by BWC Employer Programs Unit.

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Michigan 2010 Turkey Drive



AFPD and its members provided 2,762 families in the metro-Detroit area and 300 families in the Lansing area with free turkeys for their Thanksgiving dinners, a total of approximately 33,600 meals (at 10 to 12 servings per turkey). Families also received a 2-liter bottle of soda from Faygo Beverages and bags of chips from Tom's Potato Chips. This was the 30th consecutive year that AFPD has provided needy families in Michigan with turkeys for the holidays.



TOP ROW: Orlando Woods (Faygo), Jim O'Shea (Motown Snack Foods), Gerlach (Interstate Bands/Wonder Bread/Hostess), Tom Keenoy, Marsha K (Diageo), Jim O'Shea, Jr. (Motown Snack Foods), Auday Arabo (AFPD), Lutz (AFPD), Al Chittaro (Faygo), Gary Davis (Prairie Farms), Forest B (Faygo). Bottom ROW: Dave Orlando (Prairie Farms), Chris Zebari (Lipari F), Sonya Kory (Huntington Bank), Brian Yaladoo (Hills Fine Wine & Spirits).



Ohio 2010 Turkey Drive



For the first time ever, AFPD and its members extended their annual Turkey Drive to Ohio, providing 300 families in the Columbus area with free turkeys for their Thanksgiving dinners, which equals approximately 3,300 meals (at 10 to 12 servings per turkey). Families received a 2-liter bottle of soda from Faygo Beverages and bags of chips from Tom's Potato Chips.



AFPD warmly thanks these sponsors who provided goods and services to our 2010 Michigan Turkey Drive



Your generosity is truly appreciated and will make a real difference in the lives of individuals and families in need.



AFPD warmly thanks these companies for their donations toward our 2010 Michigan Turkey Drive. Your generosity is truly appreciated and will make a real difference in the lives of individuals and families in need.

7 Mile Foods	Glory Supermarket - Highland Park	Palace Party Shoppe
7 Mile Kennedy Liquor	Glory Supermarket - Hamtramck	Park Lane Cork & Bottle
A & L Market	Greenfield Party Shop	Park Place Wine Shop
Abbey Wine Shoppe Inc	Harley Davis	Parkway Party Store
Alpine Marketplace	Heartland Marketplace	Pepsi Beverages Company
Amori's Marketplace	Highland Park Save-A-Lot	Pick & Save Supermarket
Andy's Country Market	Hollywood Supermarket	Plum Hollow Market Inc
Antonio's Liquor	Hutchinson Food & Drug	Pontiac Save-a-lot
Arts Liquor, Fine Wine	Imperial Super Store	Prairie Farms Dairy Co
Ash Market	In N Out #8	Prince Liquor & Wine Shop
Auday & Alivia Arabo	Indian Village Market	Pro Care Plus
Bank Of Michigan	Intrastate Distributors (IDI)	PSP Store LLC
Banner Super Market	Jane Shallal	Redeemed Missionary Baptist Church
Beverage Warehouse	Jim Bellanca Jr.	Rocky Husaynu
Blue Cross Blue Shield of Michigan	John Grant	Saturn Food Center
BMC - Bob Bauer	Joseph Ochab	Savon Foods Super Store
BP Northwestern / Megan Mary Inc.	Kar's Nuts Products Company	Schaefer Save-A-Lot
Brian Yaldao	Kassab's Town & Country Market	Schott's Supermarket
Bridgelake Market	Krown Supermarket	Schupan Recycling
Brittany Hank	Larrys Foodland	Shimoun, Yaldo, Kashat & Assoc., P.C.
Buffalo Wings Wings	Lincoln Park Save-A-Lot	Sigma Sigma Sigma
Central Wholesale Food & Beverage	Linwood Egg Company	Southfield Center Party Store
Chaldean American Ladies Of Charity	Lipari Foods	Southfield Funeral Home
Chaldean Outreach and Community Hope	Lunch with a Purpose	Sprint Communications
Clinton Save-A-Lot Food Store	Luxor Liquor	Stan's Market
Comcast	Mama Mia's Beech Daly	Suburban Liquor Shoppe
Comerica Bank	Mapleview Liquor & Wine Shoppe	Superland Market
Country Acres Market	Mark Karmo	Telegraph Save-a-Lot
Country Crossing	Market Square of Birmingham	Thrifty Scot Supermarket
Cracker Barrel Inc	Mayflower Baptist Church	Tip Top Liquor & Wine Shoppe
Detroit Lions	McK's Wine Shoppe	Tireman Save-A-Lot
Diageo	McVee's	Track Party Store Inc
Diane Wolfenden	Metro Food Center	Treasure Island
Diane's Party Store	Metro Foodland	U.S. Quality Food Center
Doors to Specialties LLC	Metro Liquor Plaza	UHY - US
DTE	Michigan Lottery	University Foods
Ecorse Save-A-Lot	Michigan Spirit Association	USA-Speed Stop
Ernie Fisher's Auto Repair	Mike's Fresh Market - Gratiot	Value Center Market
Family Fair Food Center	Mike's Fresh Market - Livernois	Vegas Food Center
Fairline Food Center	Motor City Liquor	Vineyards Wine Cellar
Family Foods Market	Munchies & More	Walters Shopping Place
Food 4 Less	Oakland Family Services	Washington Pet Supplies Plus
Food Max Supermarket	Oakland Liquor Shop	Westborn Fruit Market
Franklin Liquor & Deli	Oakridge Market	Wine Depot Party Shop
Fruitasia Farmers Market	Oakridge Supermarket	Wine Tasters Party Shoppe
Gadaleta, Ramsby & Associates	Orion Market	Zebari Family

Donations received as of December 9, 2010

AFPD FOUNDATION



Ohio Turkey Drive

AFPD warmly thanks these sponsors who provided goods and services to our 2010 Ohio Turkey Drive



Supplying quality wholesale food products since 1994



AFPD also thanks these companies for their generous donations. Your kindness is truly appreciated and will make a real difference in the lives of individuals and families in need.

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Central Ohio Petroleum Marketers, Inc.

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Dublin Road Auto Care

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Pat's Auto Service

Porter Robson Car Wash

Roberts Road BP

Ron Milburn

Schmitt Family Food Mart

Spartan Stores

Sun Valley Beverage

The Deli

Whitehall Shell

Donations received as of December 9, 2010

Looking For LOYALTY

Considering a rewards program to boost loyalty? AFPD retailers share their experiences.

By Darrell Klute

Times are tough for everybody these days – consumers and small businesses alike. Recessions are a perfect time for programs that incentivize customers to shop at your store and reward them for doing so.

Vickie Hobbs owns and operates a Shell station in Whitehall, Ohio. Hobbs says her family-run operation has a handful of promotions running to keep customers coming back. Her loyalty programs include offers such as “buy six car washes, get one free” and a similar offer on multiple coffee purchases.

These are in addition to the promotions that have been negotiated between the Shell and Kroger corporations. One such cross-pollena-

tion is an agreement allowing shoppers to redeem the Kroger fuel reward points at participating Shell stations. Consumers can earn 10 cents per gallon off the regular price on each visit.

The grocery chain benefits from the increased convenience offered to their customers looking to redeem their fuel points. In turn, the promotion might be enough to encourage Kroger customers to stop into a Shell station they haven’t previously frequented.

“I’m excited about the Shell and Kroger deal. If we can get people in here, maybe buy a car wash while they’re here, purchase a pop or a lottery ticket, maybe we can turn them into loyal customers,” Hobbs says.

Hobbs says she is looking forward to additional promotions that have “been on hold for a while” but are expected to begin in 2011.

The big question is, do these promotions work?

“They work well,” she says. “People love getting something for free.”

Being a small, family-run operation, Hobbs admits that she doesn’t collect data on customers or on the quantifiable effects of a promotion. But she says she can see the satisfaction on their face when they buy their fifth cup of coffee and put that reward card back in their wallet, knowing that the next one is free.

Paul Elhindi is also looking forward to ramping up a reward program at his Valero station in Lyndhurst, Ohio that integrates with the Subway stores he owns. He said it is “in beta right now” but it will build upon the models that link gas stations and grocery stores to help drive traffic to both locations.

Additionally, Elhindi uses the promotions his distributors have on products in unique ways. There are times he simply passes his reduced cost on to customers directly in the form of a sale—but not always.

“Sometimes, I’ll take a price break from



distributor on a product and instead of offering a price break, I'll keep it at the same price but issue fuel perks instead," he explains.

For example, instead of knocking 45 cents off washer fluid, which is an item distributors are promoting right now, Elhindi can offer three cents off per gallon of gas, up to 15 gallons.

Joe Nashar recalls a time a customer came in to buy two packs of cigarettes at his Shell station in Farmington, Mich. The man asked if Nashar would honor the coupons he had brought, which wasn't something his store did at the

time. The man paid for his small quantity of gas and went elsewhere to make his additional purchases.

"Now, all manufacturer's coupons are welcome," Nashar says. "It's just a win-win."

He admits it takes a bit of extra effort tracking the coupons and

accounting for them, but says it's worth it. At the end of a three-week cycle, Nashar may have honored as many as 100 coupons.

"I would not have some of the customers that buy products here if I didn't have that program," he says.

Another popular reward program is Crazy Tuesday, when customers who buy at least eight gallons of any fuel can receive a premium car wash, which normally costs six dollars, for just two bucks. Heartland Marketplace's Mark Kassa says that the popularity of rewards programs is unmistakable and is expanding beyond the typical grocery/convenience store/service station models, but he also says the programs are not without their

drawbacks.

"There are two schools of thought on these programs," he says. In the first group are those who are excited about building points and cashing them in for discounts.

The second group, Kassa explains, "There are a lot of people who don't like it that they have to have a card to get things cheaper." They also don't like giving out their e-mail to sign up for rewards programs, he adds.

This second group is big enough, Kassa says, that at least one popular grocery store chain is appealing to them in its marketing, promising its customers that "everybody is important, not just those who have cards."

With this sensitivity in mind, Kassa is rolling out a program designed by AFPD-

endorsed service provider RewardPal

(see sidebar) that doesn't tie lower prices into being a card-carrying member. Instead, when shoppers buy gift cards in the store, the program offers to donate one percent of the purchase price back to the shopper's school or church of choice. The program can also be set up to benefit other not-for-profit organizations.

"We just started the program," Kassa says. "It's only been a few months, but people are receptive to it. The parents are already shopping in the store."

Kassa says the next step is to offer "double" or even "triple points" days.

Keeping Them Coming

Each of these retailers, while praising the effectiveness of incentive and loyalty programs, says the truly successful operation needs to go well beyond these programs to earn customers' trust and keep them loyal. Quality products and outstanding service are paramount.

Nashar says customers will routinely go out of their way to come into the store after going through his Shell store's premium car wash.

They rave about the "fantastic job" it does — and that's how he knows he exceeds customers' expectations.

And exceeding expectations doesn't stop with the car wash. "We keep our bath-

RewardPal: What's in it for You?

RewardPal Inc. is a leading provider of innovative products and solutions to benefit retailers and increase customer loyalty. Their AFPD-endorsed program includes:

- **Smart gift card management.** Reloadable cash and on-demand promotional value-added products and services. Turn the gift card into a promotional card at any time.
- **Simplicity.** One Power Card for customer membership, rewards, gifts, referrals, discount, and loyalty programs.
- **Multi-tier rewards and referral services.** Incentivize customers to refer each other and track progress online.
- **On demand loyalty program management.** As many programs as needed per business.
- **RewardPal Command Center.** Manage and update your marketing programs (touch capable and permission based).
- **Online consumer account access.** www.MyRewardPal.com provides a snapshot of account activity similar to the banking industry.
- **Benefits to schools and nonprofits.** Link schools and nonprofit organizations to any consumer gift card at any time.
- **Marketing help.** Direct marketing to your local customers with emails, online ads, e-coupon promotions, contests and surveys.
- **One flat monthly fee.** Unlimited transactions and 24/7 support.

room very clean, and keep a nice, clean store."

Elhindi emphasizes that embracing technology is an excellent way to serve customers better. He has been using item-level technology since 1996 and is exploring the notion of text messaging consumers when he has really good specials.

For Hobbs, the fact that her operation is family-run is an advantage. "Service is key to keeping people coming into your place. They can easily go somewhere else," she says. "We are independent here, and we're different. People feel like they are part of the family." ■■■■

Darrell Klute is a contributing writer to the AFPD Bottom Line.

Marketing Strategies for Customer Loyalty

By Tom Alkatib

Every business faces many challenges to drive growth and increase the customer base. The competitive business environment is as tough as it can get.

At the same time, you must protect and manage your most valuable asset: your customer. The cost of losing customers far outweighs the cost of keeping loyal customers. Typical marketing and sales techniques are no longer enough in this environment. You need a new, affordable solution that provides the insights to drive your business to new heights.

The key to a successful business is a steady loyal customer base. After all, successful businesses typically see 80 percent of their business come from 20 percent of their customers. Too many businesses neglect this loyal customer base in pursuit of new customers. It is far more efficient to retain existing customers than to acquire new ones. It may cost 5 to 6 times more to find a new customer than what the investment might be to develop a loyal customer. Investing in customer loyalty and retention services is a must for every business to improve your business return on investment (ROI).

Customer loyalty is the key to success with any business. This is especially true for small businesses. Customers are much more demanding, but are also much more responsive to convenient savings and properly implemented rewards, gift, and loyalty strategies. Here are some key loyalty marketing strategies to help hone your ability to increase and retain customers.

1. Know your customer. Every business has loyal customers. Getting to know your customers is not that difficult. You can conduct periodic surveys, contests, and ask for feedback. Your objective is to increase the percentage of repeat visits from these loyal customers, while converting occasional buyers into new loyal customers at the same time. Both are

RewardPal

Customer Loyalty Network



equally important. The best form of advertising is word of mouth through referral incentives.

2. Benchmark with the competition and outside your industry. Understand

how you stack up against the competition. Find out what the competition does well or even better than you. Use this as the minimum standard. Do not copy! Simply use this as a starting point. If the competition is doing something you are not already doing, then figure out how to do it even better. The benchmark is not to set a standard or a goal. It is to become the eventual starting point on which to build.

Your Business

3. Ongoing Management of Customer Loyalty Services. Your customer is your source of revenue. Establish loyalty programs that can bring you new customers and increase current customer loyalty.

Discounts, rewards, savings, and convenience are far more powerful than good food or good service.

Community

If you can put a loyalty plastic card with your logo in the wallets of customers, you have a winner. If that same card carries any type of currency, free items, or balance to be redeemed at a future visit, you have just achieved your first goal of winning the customer over.

Business owners are making a huge mistake with gift cards that carry cash credit alone. Make sure any loyalty system that you implement has the ability to create a custom card with rewards, gift, loyalty, and other

promotions on the same card. Smart cards allow rewards, gift, loyalty,

coupons, and other promotions and everything else on one card.

4. Leverage technology for advertising your loyalty services such as social networks, search engines, online ads, blogs, and mobile devices.

To gain a competitive edge for your business, attract new customers and communicate on demand with your customer, you will need to explore the power of social networks, online



RewardPal technology offers retailers the tools to set up their own business-to-business loyalty network through a loyalty services command center.

search engines, and ads such as Google. Consider writing a blog and offering promotions and other on-demand services using via mobile devices and email marketing.

As a good start, your business should have a Facebook page where you can provide updates about your business activities, offer online promotions for limited times, and seek customer feedback. This is a good medium that is free to your business. There is a major shift of consumers shopping online using all these technologies, and this trend will only grow as social networks become more suitable for business interaction. Your advertising dollars should be focused more on these online technologies than traditional media such as TV, radio, or neighborhood flyers.

5. Partner with other businesses. Increase your customer loyalty through business-to-business alliances and coalitions. When businesses team up together through one common loyalty program to serve a community, you will have an opportunity to increase your business

value to your customers. You can offer free giveaways and discount with partnered businesses to attract consumers and increase your business sales.

Once the business coalition loyalty network is launched and achieves critical mass with consumers, they demonstrate formidable longevity and are difficult for competitors to replicate.

6. Become a community leader. Get involved with the local community.

Your business is part of a local community. Supporting your local community is imperative to your success. Get involved with supporting local schools, nonprofit organizations, and local causes. You will achieve a community leader status, and your customers will become more loyal to supporting your business. Provide ongoing contributions, free services and giveaways to local nonprofit organizations. Leverage loyalty technologies to build promotional programs with money back to local schools based on customer purchases. ■■■■

Tom Alkatib is chief executive officer of RewardPal Inc. (www.RewardPal.net).



Why AFPD Partners with RewardPal

RewardPal, Inc. is a Michigan-based company with a passion to help bring local business and consumers together through exclusive incentives and rewards. RewardPal Inc. (www.RewardPal.net) is a provider of customer loyalty technology and marketing services through business-to-business and consumer collaboration.

RewardPal Deals is a service for group buying online services via a website that connects shoppers with the best deals and offers from leading local merchants. Through the power of group buying, customers have access to limited time sales and specials for spas, restaurants, health clubs, bars, and other local activities in their city.

For more information on the AFPD program with RewardPal, see page 18.

New Dairymens® Refreshing Iced Tea

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- Brewed Sweet Tea
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Dairymens Tea Cooler
UPC - 0-72804-00961-9

RewardPal

Customer Loyalty Network



For Local Business:

- Rewards and Referral Management (Multi-Tier)
- Smart Gift Management: Such as Cash and Value Item Management (unlimited)
- Unlimited Loyalty Programs Management
- ONE Consumer Card or Membership to manage all services
- Increase sales by linking your loyalty programs with community organizations
- Command Center for on demand Rewards, Gift and Loyalty Management
- On Demand Web Account management for Business and Consumers
- Direct marketing to your local customers (emails, online ads, surveys)



For Corporate Business:

- Command Center to manage multiple business rewards and loyalty programs
- Setup multiple rewards and loyalty programs based on demographics
- Manage multiple business to business rewards networks (easy setup)
- On Demand and real time management reports
- Increase sales through product and service rewards



Other Benefits Include:

- No Special Hardware is Required (Compatible with Windows OS)
- No Card Service Fees Processing
- Unlimited Transactions
- Support of Multiple Business Locations



www.rewardpal.net



To sign up for this program today,
call Sales at

1-800-377-6099

info@RewardPal.net

and be sure you tell them you are an
AFPD member!



AriZona Beverages: Quality Meets Price

Ferolito, Vultaggio, & Sons was born in 1971 in Brooklyn, NY, where Don Vultaggio and John Ferolito initially sold beer out of the back of a VW bus. It was, according to company co-founder and chairman Vultaggio, "all grit and no glamour."

In 1990, Vultaggio was delivering beer to a regular customer when a Snapple truck pulled up and unloaded case after case of drinks.

It gave the partners an idea: create a high quality tea product in packaging that stands out and that people can afford to buy. "You can't put a flower on a tea bottle," Experts told them, and "You can't sell tea in a can." But the partners ignored the experts and by 1992, AriZona's uniquely tall and beautiful bottles literally stood head and shoulders above the competition.

Always Innovative

Today, AriZona provides AriZona iced tea, flavored waters, juices, coffees, energy drinks, and powdered tea mixes. Not content just to be the leader in hot-filled beverages for the United States, AriZona continually challenges itself to be a trend setter, adding old new flavors, surprising innovative packaging, and new product lines. In July 2009, AriZona Beverages and Nestlé Waters teamed up to launch AriZona Tea Waters, a low calorie, organic green tea made with natural spring water. Vultaggio says, "We're not only excited about this breakthrough new organic product, but we're ecstatic to be partnering with the leading bottler of natural spring water."



Good In, Good Out

AriZona says their drinks "taste better." They start with fresh, 100% natural ingredients – premium brewed tea, without artificial flavors or colors and preservatives. "Put good in," says Vultaggio, "and you get good out." AriZona has won numerous awards for its 60-plus flavors and innovative packaging including the CSP Retailer

Choice Best New Product award in 2006, 2008, and 2009.

AFPD-Endorsed Program

Currently, says Scott Withers, AriZona's director, convenience & petroleum, the challenges with trying to put together marketing programs directly with independent retailers are: first, the program has to provide a nice return on investment for both the retailer and the supplier partner; and second, it has to be able to be managed effectively with a high level of execution and accountability from all stake holders in the three-tier distribution model. In most markets, trying to create an "independent retailer" program that is a win-win for both parties to experience positive ROI is the challenging part.

When AFPD President & CEO Auday Arabo first met with Withers and Sal Demilio, midwest division marketing manager, to discuss a partnership between AFPD and AriZona Beverages, the biggest concern was retailer compliance and "top of mind awareness" or "ownership" of the programs offered by AFPD. When a retailer embraces or takes ownership of a program, magic happens. Then, as AFPD, AriZona Beverages, and their distributor partners support those retailers with excellent service, the success of the program is ensured. However, says Withers, "Rallying this level of retailer support of programs is the most challenging part, and is a lot easier said than realized."

During the discussion, Arabo challenged Withers and Demilio to personally visit AFPD member retailers. So they did. Withers and Demilio spent several days meeting with AFPD member store owners and managers to find out what they thought about a partnership between AFPD and AriZona Beverages. When asked whether they would support programs from AriZona Beverages offered through AFPD, the response was enthusiastic. This level of commitment was a good sign and Withers and Demilio came away with a matching level of confidence that the programs would be successful.

Demilio adds, "Distributors carry too many products and buying groups are rarely able to execute. In AFPD's program, we found more power and unbeliev-

able retailer loyalty." It's been almost a year, he says, and results have been huge. "Every quarter, since the start of our programs with the AFPD retailer members, we have experienced a 30 percent or more increase in same store sales." This is a direct result of the retailer commitment to the AriZona Beverage brands and the programs, he stated.

New Products

In keeping with AriZona's trend setting attitude, the extremely successful Arnold Palmer line of products – Arnold Palmer Zero,

Arnold Palmer Southern Style Sweet Tea, and Pink Lemonade – is available now in 23 oz. cans at all major and most independent retailers.

Beginning December 2010, all major and most independent retailers began carrying Arnold Palmer Original 20oz Tall Boy plastic bottles. Plus, in select markets, 6-packs of 12oz Arnold Palmer Hard Malt Beverage are offered.

AriZona Beverages' new entries into the highly profitable energy drink category include AZ Energy and AZ Energy Low-Carb. The low calorie Twin Lab-partnered Rescue Water – packed with essential vitamins and antioxidants – and the new electrolyte infused Vapor Water round out the enhanced bottled water category.

AriZona has turned the non-alcoholic beverage industry on its head and retailers can depend on AriZona to continue to offer innovative products at great price points. ■■■



2011 Arizona Beverages LLC Program

Open enrollment ends March 31, 2011

**With this full door AriZona program, you will
receive a .75¢ per case rebate!**

All shelves must have AriZona products on them

AFPD member must agree to carry:

- Full cooler door of AriZona brands
(minimum 6 shelves with no competing brands in the same door)
- AriZona 24pk/23oz "Big Cans" (top 25 selling sku's - 3 full shelves)
- AriZona 24pk/20oz PET "Tall Boy" bottles (8-10 sku's - 2 full shelves)
- AriZona 12pk/34oz PET bottles (all six sku's - 1 full shelf)

OR

**you will receive a \$1.00 rebate if you carry the full door
program above PLUS these additional products:**

- AriZona 24pk/20oz PET "Golf Ball" Palmer bottles (all three)
- AriZona 12pk/11.5oz Cans "Palmer Original & Palmer Zero"
- AriZona 24pk/20.5oz PET Rescue Water (all 4 sku's - half shelf)
- AriZona 24pk/25.3oz/750ml PET Vapor Water Sport (half shelf)
- AriZona 4pk/128oz Gallon Bottles (5 top selling sku's)
- AriZona Beverages will pay on 24pk equivalent cases only.
- Rebate checks are sent out quarterly by AFPD.
- No rebates will be paid on 34oz, Gallons or 12pk cans.

To sign up for this program, please complete this form and fax or email back to AFPD

STORE: _____

CONTACT: _____

ADDRESS: _____

PHONE: _____

EMAIL: _____

DATE: _____

SELECT DISTRIBUTOR:

(rebates will only be paid on cases purchased
from one of these distributors. Please try to stay
with one distributor throughout the program.)

Michigan

- ☐ Intrastate Distributors, Inc. (IDI)
- ☐ Premium Brands (Late first quarter 2011)

Ohio

- ☐ Buckeye Distributors
- ☐ RL Lipton Distributing

Fax to (866) 601-9610 or email Aarabo@AFPDonline.org

AFPD member will allow AriZona Beverage employee's and/or representatives to meet with store management to obtain market feedback, research and pictures of sets as needed to comply with audit process. If you are not in compliance with the program, you will not receive the rebate.

Members with Questions Call: Auday Arabo at the AFPD Office at 1-800-666-6233!



An American Beverage Co.



Est. 1992



*With full door AriZona program,
you will receive a .75¢
per case rebate!*



NO rebates on 34oz, Gallons or 12 pack of cans

**INSTEAD OF .75¢
REBATE, YOU CAN
RECEIVE A \$1.00 REBATE
IF YOU CARRY THESE
PRODUCTS AS WELL!**





FAQs on Gift Card Regulations Compliance

On May 22, 2009, the Credit Card Accountability Responsibility and Disclosure Act of 2009 (the CARD Act) was signed into law. The CARD Act contains provisions affecting fees, expiration dates, and related disclosures on store gift cards, among other things.

To give retailers more time to comply, the CARD Act was modified by a law signed on July 27, 2010. Retailers have had a number of questions regarding compliance with the CARD Act. This article addresses the key questions retailers have posed to the Food Marketing Institute (FMI) on the CARD Act. (Editor's note: For additional information please contact FMI's regulatory counsel, Erik Lieberman, at elieberman@fmi.org or (202) 220-0614.)

Q: What are the inactivity fee restrictions?

An inactivity fee cannot be imposed before one year has elapsed without activity.

Inactivity fees cannot be imposed more than once a month.

Inactivity fees cannot be imposed retroactively, only going forward after the one year period in which there has been no activity.

Q: What are the inactivity fee disclosure requirements?

The following inactivity fee disclosures must be on the card itself. The term "inactivity fee" includes service fee and dormancy fee. Disclosures made on packaging surrounding a card, a label affixed to the card, or an accompanying terms and conditions document do not meet this requirement.

- The amount of the inactivity fee that may be charged
- How often the fee is charged.
- That such fee may be charged for inactivity.

- Not more than one inactivity fee is imposed in any given calendar month.
- A toll-free telephone number that a consumer may use to obtain information about inactivity fees.

Q: What are the expiration date restrictions?

- Store gift cards may not expire sooner than five years after purchase by a consumer. Technically consumers must have a "reasonable opportunity" to purchase a card with at least five years remaining before the expiration date.
- The funds underlying the store gift card must be valid for at least five years. Funds that have been loaded or reloaded onto the card after it has been purchased must be valid for at least five years.

Q: What are the expiration date disclosure requirements?

The following expiration date disclosures must be on the card itself:

- The expiration date for the underlying funds, or if the underlying funds do not expire, a statement of that fact.
- A toll-free number (and a website, if one is maintained) that a consumer may use to obtain a replacement card after the card expires.
- If applicable, a statement near the expiration date that the card expires but the underlying funds do not expire, or expire later than the card, and that the consumer may contact the issuer for a replacement card.

Q: What are the compliance dates?

- Store gift cards must comply with these requirements as of August 22, 2010. Store gift cards produced prior to April 1, 2010 may continue to be sold until January 31, 2011. ■■■

Disclaimer

This guidance is provided by the Food Marketing Institute (FMI) as a service to its members and does not constitute legal advice. It is general information and is not guaranteed to be correct, complete, or up-to-date. As legal advice must be tailored to the specific circumstances of each case and laws and regulations are frequently changing, nothing provided herein should be used as a substitute for the advice of competent counsel.



Lower Your Cost of Payment Acceptance

Chase Paymentech, the endorsed provider for the Associated Food and Petroleum Dealers (AFPD), has designed a program that not only provides exceptional service, but actually lowers your cost of accepting payments. AFPD members currently benefit from exclusive pricing – interchange pass through plus \$0.07.*

According to Auday P. Arabo, President and CEO, *"There is not a company that even compares to Chase Paymentech when it comes to service, price and overall satisfaction with getting the job done at the store level."*

For more information, please contact us at 866.428.4966.

*Pricing for AFPD members is proportionate to the number of members enrolled in the AFPD/Chase Paymentech exclusive program. The more AFPD members that sign up with Chase Paymentech, the more likely it is for your processing rates to decrease! Current pricing at interchange pass through plus \$0.07 per authorization. Additional fees may apply. All rates subject to change without notice.

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CHASE 
Paymentech

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M. Scott BOWEN

Michigan Lottery Commissioner

Megaplier has Arrived

Lottery players are now able to "megaply" their Mega Millions wins, similar to Powerball's Power Play option. For just a dollar extra per wager, players can select the Megaplier option on their Mega Millions play slip and automatically increase their non-jackpot winnings by two, three, or four times.

The Megaplier is selected when a 2, 3, or 4 is drawn immediately before each Mega Millions drawing. For example, if a player who has purchased the Megaplier option matches the gold Mega Ball number, normally a \$2 winner—and the Megaplier number comes up as 4—the prize would be \$8. And players who select the Megaplier and match all five white ball numbers automatically win \$1 million cash, regardless of the Megaplier number selected.

Millionaire Raffle

Millionaire Raffle tickets are still available. Only 600,000 tickets will be sold, so remind customers to get one before they sell out.

The final drawing—in which 6,018 winning raffle numbers will be selected—is scheduled on or after January 5, 2011. The first six raffle numbers drawn will be awarded prizes worth \$1,000,000 each; the second 12 will be awarded prizes worth \$100,000 each; the following 2,000 will be awarded prizes worth \$500 each; and the last 4,000 selected will be awarded prizes worth \$100 each.

Michigan Online Hold 'Em Championship Poker

This virtual poker game arrives on January 24 in conjunction with the launch of the \$5 Hold 'Em Poker instant game. More than \$100,000 in cash and free instant tickets will be awarded.

Players can access the virtual game and play Hold 'Em against five animated players when they visit the Player's Club website and submit the entry code found on their Hold 'Em Poker instant ticket. A player can earn up to 30 entries in one of five monthly drawings for \$10,000 and the Grand Prize drawing for \$50,000.

Also, every week for 20 weeks, the top ten players who have earned the most entries in the preceding week will be awarded up to 50 free Hold 'Em Poker instant tickets—a \$250 value. Every Hold 'Em Poker instant ticket is eligible for entry into the virtual game and the second chance drawings. Players winning a cash prize must first detach the Virtual Hold 'Em Entry Code stub from their ticket before redeeming their prize.

Second Chance Contests

Let customers know about these great contests and the deadlines to enter non-winning tickets:

Atari. This \$2 game launches on January 3 and features a second chance contest, awarding a grand prize home theatre system for the gamer in your family. The gamer package includes a big screen TV, a home theatre sound system, a Playstation 3 console, and a \$250 gift certificate. The grand prize drawing will be conducted on April 19 to award the gamer package to one lucky winner.

In addition, 10 winners will be selected to receive a Playstation 3 console. Two consoles will be given away during five drawings conducted from January 4 through March 30. To enter the second chance contest, players must submit three non-winning Atari instant tickets at www.michiganlottery.com.

Wizard of Oz. In addition to top prizes of \$25,000, players can enter their non-winning Wizard of Oz™ tickets at

www.michiganlottery.com for a second chance to win \$300 worth of Wizard of Oz tickets. Three non-winning tickets earn one entry into the contest, and players may enter as often as they like. Five drawings will be conducted between now and February 25.

New Instant Tickets

New instant tickets include Top Dollar™ (\$1), Wild Card™ (\$2), Atari™ (\$2), and Red Hot Valentine™ (\$5) on January 3 and 3's A Charm™ (\$1), Black Cherry Tripler™ (\$2), M & M's™ (\$2), and Hold 'Em Poker™ (\$5) on January 24. The release date for these tickets is subject to change.

Expiring Instant Tickets

Tickets expiring on January 3 include IG 278 Get \$50™ (\$1), IG 240 Cashingo™ (\$2), IG 303 Dream Cruise™ (\$2), IG 312 Musical Money™ (\$2), IG 301 Wild Time Mania™ (\$5), and IG 274 Lucky Game Book™ (\$20).

Instant Ticket Activation

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

More than 94 cents of every dollar spent on Lottery tickets is returned to the state in the form of contributions to the state School Aid Fund, prizes to players and commissions to retailers. In fiscal year 2010, the contribution to schools was \$701.3 million. Since its inception in 1972, the Lottery has contributed more than \$15 billion to education in Michigan. For additional information, please visit the Lottery's website at www.michigan.gov/lottery.





AFPD Member Exclusive!!



AFPD Credit Card Processing Program

- Interchange Pass through (Cost price for interchange depending on the credit card used) plus 7 cents authorization fee per transaction is all you pay!
- **NO OTHER FEES!**
(No statement fee, No monthly fee, No batch fee, etc.)
- If we do not meet or beat your current credit card processing agreement, you will receive a ONE YEAR FREE AFPD Membership!
(subject to compatibility with your current POS System).
- Free analysis of your current statement.
- The more AFPD retailers sign up for this program, the lower the transaction fee will go. Our goal is to reach 5 Cents authorization fee per transaction within one year.
- Those that sign up today will have their transactions fee lowered every time the AFPD rate goes down automatically!

To sign up for this program today,
Call Jim Olson from Chase Paymentech at 1-866-428-4966
and let him know you are an AFPD Member Or FAX him your
credit card processing statement to **1-866-428-4971** (fax).

Members with Questions Call: Auday Arabo at the AFPD Office at 1-800-666-6233!

Reduce Impact of Workers' Comp

Although premium savings and competitive administrative fees are probably your primary reason for participating in AFPD's Ohio Workers' Comp Group Rating Program, the CareWorks Consultants program does more than just save premium dollars. CareWorks also offers a number of risk consulting and claims management services that help reduce the impact of workers' compensation costs on your bottom line.

Do you know what to do if you have a claim? If you are in AFPD's group, our dedicated claims examiner, Drew Holcomb, will walk you through the claims and hearing process, taking the time to answer any questions or concerns you have.

Are claims jeopardizing your group eligibility? CareWorks Consultants offers members more

than the traditional group rating program. From group retrospective rating to the deductible program to the 100 percent EM Cap, AFPD members can count on CareWorks Consultants to deliver accurate premium savings projections and thoroughly explain all program requirements.



Of course, the best way to control workers' compensation costs is through injury prevention. CareWorks Consultants provides safety consulting services that help employers prevent injuries, remain compliant with OSHA regulations, and reduce workers' compensation expenses. For members who are required to fulfill the BWC two-hour safety training mandate, CareWorks Consultants offers industry specific safety training.

These are just a few of the value-added services current AFPD group participants are receiving. If you haven't requested a quote for the 2011 rating year from CareWorks Consultants, now is the time. Apply online at www.careworksconsultants.com/groupratingapplication/afpd or contact Katie Cassidy with CareWorks Consultants' directly at (800) 837-3200 ext. 7188 or via email at katie.cassidy@ccitpa.com for more information.

Have you evaluated the Associated Food and Petroleum Dealers' Ohio workers' compensation program for 2011?

In today's economy, numbers speak. The AFPD's program administrator CareWorks Consultants has a 97% client retention rate and their clients save an average of \$9.00 for every dollar spent on fees – an 800% return on investment. If you aren't currently participating in the AFPD's group rating program, you should take advantage of this valuable member benefit.

Compare your savings and program quality to the AFPD's group rating program administered by CareWorks Consultants by applying online today at www.careworksconsultants.com/groupratingapplication/afpd. Please contact Katie Cassidy with CareWorks Consultants' directly at 1-800-837-3200 ext. 7188/katie.cassidy@ccitpa.com for more information.



Joining a group rating program can help your business improve safety and lower its costs.

Now is the time to qualify for the Associated Food & Petroleum Dealers (AFPD) group rating program and save up to the BWC maximum discount on your Ohio workers' compensation premium.

For a free analysis of your potential savings, please visit www.careworksconsultants.com/groupratingapplication/afpd

If you don't qualify for group rating, CareWorks Consultants can still evaluate your best premium discount options. To learn more, talk with Katie Cassidy toll-free at 1-800-837-3200, Ext. 7188 or katie.cassidy@ccitpa.com



CareWorks
Consultants Inc.

1-800-837-3200 | info@ccitpa.com

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www.dandbgrocers.com

Nestle Waters 2011 Supermarket Program

**Nestlé
Waters**

In Aisle Merchandising

Retailer agrees to maintain 20% of their water sections linear feet in aisle merchandising for NWN Products.

AFPD member must agree to carry:

- Ice Mountain 24pk .5lt (Mandatory)
- Nestle Pure Life 24pk .5lt (Mandatory)
- Combination of (5) items from the categories below
- Occasion Pack Items (See List)
- Multi-Serve Items (See List)
- Import / Sparkling Items (See List)

Display

AFPD member agrees to display Nestle Pure Life and or Ice Mountain 24pk pallets for 30% of the time from Memorial Day to Labor Day at reduced retail. (5-22-11 thru 9-10-11)

Racks Option

AFPD member agrees to utilize a Perrier & San Pellegrino Rack in their stores if space does not permit for shelf placement.

Advertising/Display

AFPD member agrees to promote Ice Mountain or Nestle Pure Life 24 Pack .5L Products as the exclusive .5L items for (3) of the following Holidays:

- | | |
|----------------|----------------|
| • Super Bowl | • Halloween |
| • Easter | • Thanksgiving |
| • Memorial Day | • Christmas |
| • July 4th | • New Years |
| • Labor Day | |

Plus (5) additional NON-holiday ads

All products to be delivered by D&B Grocers Wholesale



S.PELLEGRINO
ACQUA INTERNAZIONALE



**Must sign-up by
January 28th
2011!**

To sign up for this AFPD Exclusive Member Program, Please call 1-888-560-2616 and leave your name, Store Name, Address, and Phone Number. You can also sign and email the back of this sheet to Aarabo@AFPDonline.org.

Members with Questions Call: Auday Arabo at the AFPD Office at 1-800-666-6233!

AFPD/Nestle Waters Sign-Up Sheet



AFPD Member Number: _____

Contact Name: _____ Phone: _____

Name of Store _____

Store Location: (If Multiple Locations attach Store List)

Address: _____

City: _____ State: _____ Zip: _____

**Must sign-up by
January 28th
2011!**

- ☐ I have secured 20% linear feet of shelf space for Participating Nestle Water Products.
- ☐ I have identified the appropriate Nestle Water Items that I will carry on the following page.
- ☐ I agree to merchandise 30% of the time (5wks) a minimum of a pallet of Nestle Pure Life and/or Ice Mountain 24pk / .5L (5-22-11 thru 9-10-11.)
- ☐ I agree to exclusively advertise and display Nestle Pure Life or Ice Mountain 24pk .5lt for the following Holidays (Choose 3 of 9)
 - ___ Super Bowl ___ Easter ___ Memorial Day ___ July 4th ___ Labor Day
 - ___ Halloween ___ Thanksgiving ___ Christmas ___ New Years
- ☐ I agree to advertise Nestle Pure Life or Ice Mountain 24pkg for (5) additional NON-holidays

Authorized Signature _____

Print Authorized Signature _____

The following rebates are available above & beyond all other programs...

ITEM	REBATE	ITEM	REBATE
CASE PACKS (Carry Both to Qualify)		MULTISERVE	
<input type="checkbox"/> Ice Mountain 24pk .5lt	.05 cents per case	<input type="checkbox"/> Ice Mountain Spring Gallon	.10 cents per case
<input type="checkbox"/> Nestle Pure Life 24pk .5lt	.05 cents per case	<input type="checkbox"/> Ice Mountain Drinking Gallon	.10 cents per case
OCCASION PACKS		<input type="checkbox"/> Ice Mountain 2.5 Gallon Spring	.10 cents per case
<input type="checkbox"/> Ice Mountain 4/ 12-8z	.20 cents per case	<input type="checkbox"/> Ice Mountain 3lt Spring	.10 cents per case
<input type="checkbox"/> Ice Mountain 4/ 6-.5lt	.20 cents per case	<input type="checkbox"/> Nestle Pure Life Gallon PP .99	.10 cents per case
<input type="checkbox"/> Ice Mountain Aquapod 3/ 8-11z	.20 cents per case	IMPORTS	
<input type="checkbox"/> Ice Mountain 4/ 6-700ml	.20 cents per case	<input type="checkbox"/> San Pellegrino 750ml Glass	.20 cents per case
<input type="checkbox"/> Nestle Pure Life 24-8z	.20 cents per case	<input type="checkbox"/> Perrier 25z Glass-Regular	.20 cents per case
<input type="checkbox"/> Nestle Pure Life 4/ 6-.5lt	.20 cents per case	<input type="checkbox"/> Perrier 25z Glass-Lime	.20 cents per case
		<input type="checkbox"/> Aqua Panna 750ml Glass	.20 cents per case
		<input type="checkbox"/> San Pellegrino 12pk .5lt PET	.20 cents per case
		<input type="checkbox"/> Ice Mountain Sparkling	.20 cents per case



Kathleen BURKE

Executive Director—Ohio Lottery

OH Lottery

Another Record Sales Year

The Ohio Lottery has shown repeated months of instant ticket sales records recently, and is well on the way to another record sales year. As we move ahead, we are saying goodbye to KICKER, with a last draw tentatively scheduled for January 14, 2011. KICKER has served well, but in its place, Ohio will join most of the rest of the country's lotteries and add Megaplier, beginning with the January 18 Mega Millions drawing.

Ohio Lottery has had KICKER since 2005 but is excited about adding Megaplier, which is similar to Powerball's Power Play. The agreement to cross-sell Mega Millions and Powerball among U.S. lottery states included a provision for participating states to phase in Megaplier, a prize multiplier for Mega Millions. Ohio's Powerball players have embraced Power Play, and we have high expecta-

tions for Megaplier.

For a \$1 wager, players can multiply non-jackpot prizes by two, three, or four times the prize. The 5-of-5 win without the Mega Ball becomes an automatic \$1-million win when the Megaplier is purchased. Otherwise, without Megaplier, it yields \$250,000.

Advisory Boards

The Ohio Lottery's Office of Sales Management has just completed another round of regional advisory boards. These meetings, which engage retailers in the thought process about issues that affect them, encourages meaningful conversation that affect product development, merchandising, marketing support, and most important, retailer profitability.

Recent meetings have covered topics such as the Lottery's performance audit; sales results for FY10; a break down of each region overall; and online vs. instant

sales. The most popular topics of discussion were agent commissions and incentives. Surveys are sent to attendees after each meeting, and the responses have been encouraging. It's a great way to keep the dialogue open.

As another year has come to a close and a new year looms ahead of us, the Ohio Lottery wants to take this opportunity to thank everyone associated with the team—our employees, our vendors, and all of our retailers—for the energy and enthusiasm that it takes to make the Lottery's mission a successful one. We have all worked hard to bring Ohioans a fun and successful lottery experience while remaining focused on our one true goal: maximizing the profits that go to the Lottery Profits Education Fund. The Ohio Lottery's employees have worked hard to meet challenges head on, and I am very proud of those efforts. Enjoy a happy and prosperous New Year. ■■■■

ASSOCIATED **AFPD**
FOOD & PETROLEUM DEALERS

AFPD Member Exclusive!

OHIO DISTRIBUTOR PROGRAM

LIBERTYUSA

SOLUTIONS for your SUCCESS

Take advantage of AFPD's group purchasing power.

Receive a **3% Rebate** on all purchases (excluding tobacco items) the **first 90 days** when you open up a new account.

Receive a **2% Rebate** on all purchases (excluding tobacco items) **after** your initial 90 days on this program.

Receive a **Free Month** of coffee and rebates on all coffee purchases.

- Rebate checks are sent out every quarter from AFPD.

\$3000 minimum delivery required (including tobacco products).

The free supply is based on the retailer's average monthly movement and the free month will be month five of the first year and September thereafter.

All coffee related equipment and service is provided at no charge!

Liberty USA also has a point-of-sale sign package, a comprehensive c-store signage program and customer loyalty cards.

This program is sure to help you increase sales by providing a customized marketing plan, promotional signage and updated retail pricing.

To sign up for this program today,
Call the AFPD Offices and ask for Auday Arabo at 1-800-666-6233.



**Ed
WEGLARZ**
Executive Vice President, Petroleum

Top Hazards for Automotive Businesses

Operating and conducting a safe business can save you money, time, and aggravation. Whether your store includes a convenience store, automotive repair, or food service, you are faced with hazards that can be eliminated or greatly reduced with a measure of attention by you.

Automotive businesses are faced daily with potential risks that can threaten the business and result in a loss. Slips and falls, employee discrimination, accidental spills, and faulty work are just a few examples. As an owner or operator of an automotive business, how do you know which to focus on?

The insurance industry has compiled a list of areas of concern and loss-prevention strategies. Some of these topics were pulled directly from the Occupational Health & Safety Administration's (OSHA) list of most frequently cited standards for automotive repair shops (October 2008-September 2009), while others were pulled from insurance claims files and extensive industry experience.

Wheel off. A wheel(s) from a customer vehicle falls off after being serviced at your facility. This is a completed operations exposure with the potential to cause catastrophic losses. Prevention steps include:

- Inspect the studs, wheel and the tire for bead, sidewall, or tread damage.
- Implement a formal policy to torque wheels/lug nuts to manufacturer's specifications.
- Use a calibrated torque wrench to tighten lug nuts.
- Double check each job.
- If you need help, the Tire Industry Association (TIA) has excellent training programs (www.tireindustry.org.)

Hazard communication standard. This is number one on the OSHA list of most frequently cited standards, also known as the "Right to Know" standard. Prevention steps include:

- Establish a written Hazard Communication Program including procedures for labeling containers.
- Provide employee training on the program.
- Ensure Material Safety Data Sheets (MSDS) are on hand and available.
- Make sure your employees are aware of the hazards. Slips and falls This is an exposure that can affect both employees and customers.

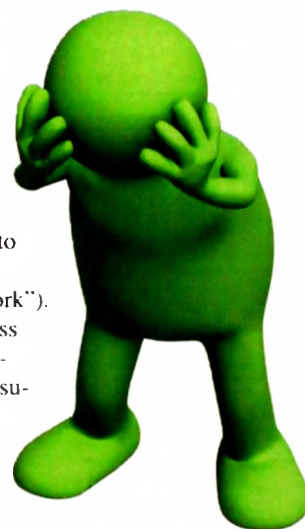
Slippery floors can result from fluid spills, poor (floor surface) design, and many other elements. Particular attention should be given to fuel island areas. Prevention steps include:

- Regularly inspect the areas around your pump islands.
- Implement an "aggressive" housekeeping program.
- Keep mops, buckets and "Caution—Wet Floor" signs readily available.
- Use floor care products that are advertised as "slip resistant."
- Position rugs or mats at entrances to buildings during inclement weather.

These injuries can result in high dollar claims and extended time away from work. To minimize exposure:

- (1) Employ strict hiring procedures including pre-employment drugs screens.
- (2) Provide all necessary mechanical lifting aids—forklifts, pallet jacks, conveyors, etc.
- (3) Train employees on safe lifting techniques.
- (4) Implement a Transition to Work program (also known as "Return to Work").

Don't hesitate to contact the loss control department of your liability insurance carrier. They will usually do a free inspection of your premises and point out areas that require attention. ■■■■





Nida R. SAMONA

Chairperson, Michigan Liquor Control Commission

MI Liquor Control

Protect the Health, Safety of Citizens

The Michigan Liquor Control Commission (MLCC) is taking a close look at all products for sale in the state, including all packaging and labeling of products:

On September 1, 2010, Michigan was the first state to de-list the Alcohol Infused Whipped Cream product, "Cream," which makes it no longer for sale in this state. The product is 15 percent alcohol by volume (30 Proof), and the product packaging and container mirrors those of non-alcohol whipped cream. It comes in a variety of flavors, including chocolate, raspberry, orange, and cherry.

- On November 4, 2010, approval was rescinded for all alcohol energy drinks. Manufacturers, wholesalers, and retailers of alcohol energy drinks were notified through issuance of a Commission Order, and were provided 30 days from the date of the Commission Order to remove these products from the State of Michigan. As a result of that Commission Order the distribution and sale of these products, both on and off premise, was required to cease on December 3, 2010 at 12:00am.

Retail licensees may submit a claim for recovery for

beer taxes paid in accordance with MCL 436.1409.

"Due to the potential of improper sale and/or purchase and utilization/consumption of Cream and/or alcohol energy drinks by those persons under the age of 21, the MLCC felt that the health and safety of the public was in jeopardy if they remained for sale in the State of Michigan," said Nida Samona, chairperson of the MLCC. "The Commission believes the packaging of these products is misleading, and the products themselves can pose problems by directly appealing to a younger customer, encouraging excessive consumption, while mixing alcohol with various other chemical and herbal stimulants."

According to the Federal Trade Commission (FTC), "Consumers might mistakenly assume that these beverages are safe because they are widely sold," said David Vladeck, director of the FTC's Bureau of Consumer Protection. "In fact, there is good reason to believe that these caffeinated alcohol drinks pose significant risks to consumer health and safety. Consumers – particularly young, inexperienced drinkers – may not realize how much alcohol they have consumed because caffeine can mask the sense of intoxication." ■■■■

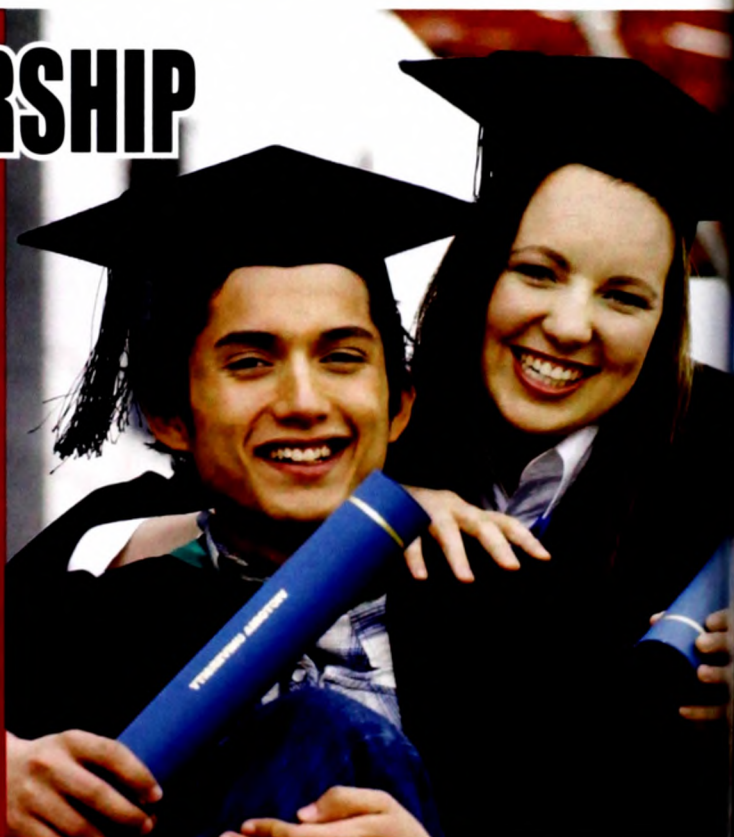
\$1,500 SCHOLARSHIP

Michigan Academic Scholarship Program

For employees, their children AND customers of Associated Food & Petroleum Dealers members



Apply online at aim.applyists.net/AFP or visit www.AFPDonline.org for more information





Bruce D. STEVENSON

Acting Superintendent, Ohio Division of Liquor Control

OH Liquor Control

Pledging the Profit

Spirituous liquor sales at Ohio's 452 Contract Liquor Agencies reached \$742.7 million in fiscal year 2010, allowing the Division to contribute \$310.5 million in liquor sales and tax revenue. Each year, a portion of the revenue generated from liquor sales is earmarked to help pay the debt service on bonds pledged against liquor profits. In fiscal year 2010, \$35.9 million was earmarked for the retirement of economic development bonds used to fund the state's small business loan program, and another \$14.9 million was earmarked for the retirement of Clean Ohio Revitalization Bonds.

In mid-November, the State of Ohio issued approximately \$16 million in new Development Assistance Bonds. This issue, part of the Logistics & Distribution economic development program, will be secured by a senior lien on net liquor profits of the State Liquor Enterprise.

Liquor profits have averaged more than seven times the senior debt service over the past five years. This speaks to the significant strength of the liquor bond program and to the benefits of its conservative credit structure and management.

Underlying bond ratings for these issues have been confirmed by Standard & Poors, Fitch, and Moody's at AA, AA-, and Aa2 respectively, all with stable outlooks. These ratings recognize the strength and financial efficiency of the Division of Liquor Control. The strong track record of growth in Pledged Liquor Profits and history of high debt service coverage are major benefits of the Logistics & Distribution economic development program.

The Division of Liquor Control is proud to pledge a portion of the net profits of the liquor enterprise to help stimulate jobs in Ohio. ■■■■



AFPD Endorsed Insurance Program



NORTH POINTE

North Pointe Liquor Liability Insurance has been proudly endorsed by AFPD for 20 years, and now we have even more to offer AFPD Members!

- General Liability!
- Liquor Liability!
- Commercial Package!
- Michigan Workers Compensation & More!

AFPD Members will receive an automatic 10% discount on their General Liability & Liquor Liability Premium!

In addition, in celebration of AFPD's 100th Anniversary, you will receive an extra 1% discount on your General Liability & Liquor Liability Premium for **EVERY YEAR YOU HAVE BEEN AN AFPD MEMBER** (capped at 20 years).

As an example, if you have been a loyal AFPD Member for 20 years or more, you will receive a total of 30% discount on your General Liability & Liquor Liability Premium!



1910-2010
AFPD 100
YEARS
ASSOCIATED FOOD & PETROLEUM DEALERS

This is such a great program, that AFPD will guarantee that North Pointe Insurance will BEAT your current Liquor Liability Premium or we will give you a one year **FREE Membership to AFPD!**

To sign up for this program today, call YOUR INSURANCE AGENT or call North Pointe Insurance at 1-800-229-6742.

Members with Questions Call: Auday Arabo at the AFPD Office at 1-800-666-6233.



**Joseph
PALAMARA**

Associate, Karoub Associates

A Look Back, A Look Ahead

As the 95th Michigan Legislature wrapped up its two-year term last month, there were a number of significant issues still percolating that affect AFPD interests.

In November, HB 6224, an omnibus liquor bill sponsored by Representative Andrew Kandrevas (D-Southgate), worked its way through the legislature and became a new public act. This bill became law primarily because of the language that it did not contain: the catering license provision.

The highlights of the new law, PA 213 of 2010, eliminated wine dualing, extended Sunday sales hours for both on and off-site premises, and allowed in-store sampling of beer (3 oz.) and wine (2 oz.) products. The legislation did not include language to address either the liquor mark-up/discount issue or the catering license measure.

The lame duck session in December also saw a frantic attempt by some legislators and gas station owners in northern Michigan to amend a bill that would allow take-out alcohol to be sold at gas stations in northern Michigan at town line 16 and above (Pinconning and communities north of there). AFPD teamed up with the Michigan Liquor Control Commission, the Michigan Beer and Wine Wholesalers, and others to effectively stymie this endeavor, and the amendment was never even taken up for a vote. Thanks again to all AFPD members who have successfully

fought off this undertaking for years.

As we look forward to the 96th Michigan Legislature and new Governor Rick Snyder, it is clear that the Republican-controlled House, Senate, and governor all want to project a business friendly environment.

Senate Majority Leader Randy Richardville (R-Monroe) has enjoyed a close working relationship with AFPD officers and members and understands the challenges that independent Michigan businesses face. Speaker James "Jase" Bolger (R-Marshall), a small business owner, has repeatedly stated: "Our family owned small businesses need to be our top priority."

Governor Rick Snyder's entrepreneurial experience in business growth and economic development make him uniquely qualified to lead Michigan. The top three priorities in Governor Snyder's 10 Point Plan to Reinvent Michigan are (1) create more and better jobs; (2) reform Michigan's tax system; and (3) fix Michigan's broken government.

With more than one-half of Michigan's elected officials brand new to their positions, the 2011-2012 term promises to be both exciting and formidable. The AFPD team will work closely with key state decision makers in advocating a spirited missive on behalf of AFPD members. Let's hope that the business friendly goals that the new leaders espouse match up with their actions and emanations over the next two years. ■■■■





Michigan and Ohio Legislative Directory



Welcome to AFPD's first annual Michigan and Ohio Legislative Directory. With the recent elections, many new faces are featured in our State governments. This directory is intended to introduce you to the representatives that will shape our future in the coming years.

Michigan U.S. Senate



Deborah A. Stabenow (D)
Senator since 2000. Previously served in Michigan House of Representatives (1979-1990); Michigan Senate (1991-1994); US House of Representatives (1996-2000).



Carl Levin (D)
Senator since 1978. An attorney, Levin previously served on the Detroit City Council, and helped establish the Detroit Public Defender's Office.

Michigan U.S. House of Representatives



**Congress District 1
Dan Benishek (R-Crystal Falls)**
Congressman-elect Benishek is a general surgeon who will be serving in his first elected office.



**Congress District 2
Bill Huizenga (R-Zeeland)**
Congressman-elect Huizenga is a realtor, developer, and owner of Huizenga Gravel, Inc. He served in the Michigan House from 2003-2008.



**Congress District 3
Justin Amash (R-Kentwood)**
Congressman-elect Amash is an attorney and small business owner. He served one term in the Michigan House.



**Congress District 4
David Camp (R-Midland)**
U.S. Congressman since 1991. An attorney, Camp was Assistant Michigan Attorney General and served one term in the Michigan House.



**Congress District 5
Dale Kildee (D-Flint)**
U.S. Congressman since 1976. A high school teacher, he served four terms in the Michigan House and one term in the Michigan Senate.



**Congress District 6
Fred Upton (R-St. Joseph)**
U.S. Congressman since 1986. Upton worked for President Ronald Reagan in the Office of Management and Budget (OMB).



**Congress District 7
Tim Walberg (R-Tipton)**
Congressman-elect Walberg served in the U.S. House of Representatives from 2007 to 2009. He was previously a pastor and college administrator.



**Congress District 8
Mike Rogers (R-Brighton)**
Congressman since 2001. An Army veteran and businessman, Congressman Rogers previously served in the Michigan Senate.



**Congress District 9
Gary Peters (D-Bloomfield Township)**
Congressman since 2009. He previously served as a Michigan State Senator, Michigan Lottery Commissioner, and worked in the financial sector.



**Congress District 10
Candice Miller (R-Harrison Township)**
Congresswoman since 2002. Previously served as Michigan's Secretary of State (1994-2002) and as Hamson Twp. Supervisor.



**Congress District 11
Thaddeus McCotter (R-Livonia)**
An attorney, Congressman McCotter is chair of Chairman of the House Republican Policy Committee.



**Congress District 12
Sander Levin (D-Royal Oak)**
Congressman since 1982. An attorney, Congressman Levin previously served in the Michigan State Senate (1974-1970).



**Congress District 13
Hansen Clark (D-Detroit)**
Congressman-elect Clark, an attorney and artist, previously served in the Michigan Senate in the Michigan House of Representatives.



**Congress District 14
John Conyers (D-Detroit)**
Congressman since 1965. An Army Veteran and attorney, Congressman Conyers is the second most senior member of the House and one of the founding members of the Congressional Black Caucus.



**Congress District 15
John Dingell (D-Dearborn)**
Congressman since 1955. An Army veteran who served in World War II and an attorney, Congressman Dingell is the senior member of the U.S. House of Representatives.

Michigan State Senate

Majority Leader –

Sen. Randy Richardville (R-Monroe)

Majority Floor Leader –

Sen. Arlan Meekhof (R-West Olive)

Minority Leader –

Sen. Gretchen Whitmer (D-East Lansing)

Minority Floor Leader –

Sen. Tupac Hunter (D-Detroit)



**Senate District 1
Coleman Young II (D-Detroit)**
2nd term State Senator. Served two terms in the Michigan House. Previously worked at Detroit City Council.



**Senate District 2
Bert Johnson (D-Highland Park)**
Senator-elect Johnson served as office manager at his family's law firm and was Chief of Staff to State Representative Bill McConico.

To find your Senator or Representative: Just search these websites

U.S. Senate (202) 224-3121
<http://www.senate.gov/>
U.S. House of Rep (202) 224-3121
<http://www.house.gov/>
Michigan State Senate (517) 373-2400
<http://senate.michigan.gov/>
Michigan State House of Representatives (517) 373-6339
or (517) 373-0135
<http://www.house.mi.gov/>
Ohio State Senate (614) 466-4900
<http://www.ohiosenate.gov/>
Ohio State House of Representatives (614) 466-3357
<http://www.house.state.oh.us/>

Michigan Legislative Directory



Senate District 3
Morris Hood (D-Detroit)
Senator-elect Hood served in the Michigan House from 2002-2008 and was elected House Democratic Caucus Chairman.



Senate District 4
Virgil Smith (D-Detroit)
Senator-elect Smith served three consecutive terms in the Michigan House. He is an entrepreneur and business owner.



Senate District 5
Tupac Hunter (D-Detroit)
2nd term State Senator. Served in the Michigan House from and was Minority Whip for the 2005-2006 session. Elected Minority Floor Leader.



Senate District 6
Glenn Anderson (D-Westland)
2nd term State Senator. Served in the Michigan House and as Councilman for the City of Westland. Named Democratic Vice Chair on Appropriations.



Senate District 7
Patrick Colbeck (R-Canton)
Senator-elect Colbeck has more than 20 years of professional experience spanning a wide variety of industries and owns two companies.



Senate District 8
Hoon-Yung Hopgood (D-Taylor)
Senator-elect Hopgood served in the Michigan House from 2003-2008, and worked for the state AFL-CIO as a labor coordinator.



Senate District 9
Steven Bieda (D-Warren)
Senator-elect Bieda served in the Michigan House from 2003-2009. An attorney, Bieda worked as Director of Labor Relations in the City of Warren.



Senate District 10
Tory Rocca (R-Sterling Heights)
Senator-elect Rocca, a practicing attorney, has served in the Michigan House since 2005.



Senate District 11
Jack Brandenburg (R-Harrison Twp.)
Senator-elect Brandenburg owns Blue Water Industrial Supply and has served in the Michigan House since 2002.



Senate District 12
Jim Marleau (R-Lake Orion)
Senator-elect Marleau is a certified municipal financial advisor. Previously served in the Michigan House and as Orion Twp. treasurer.



Senate District 13
John Pappageorge (R-Troy)
2nd term Senator. Served in the Michigan House and as Oakland County Commissioner. Served 30 years of active duty in the infantry.



Senate District 14
Vincent Gregory (D-Southfield)
Senator-elect Gregory served 10 years as Oakland County Commissioner before election to the Michigan House in 2008.



Senate District 15
Mike Kowall (R-White Lake)
Senator-elect Kowall, president of Accurate Woodworking, is the White Lake Township supervisor and served in the Michigan House.



Senate District 16
Bruce Caswell (R-Hillsdale)
Senator-elect Bruce Caswell is a retired school teacher, coach, and superintendent; served as Adams Township supervisor, and in the Michigan House.



Senate District 17
Randy Richardville (R-Monroe)
1st term Senator. Served three terms in the Michigan House and has 20 years experience in Fortune 500 companies. Elected as Majority Leader.



Senate District 18
Rebekah Warren (D-Ann Arbor)
Senator-elect Warren served two terms in the Michigan House and was previously chief of staff to two State Representatives.



Senate District 19
Mike Nofs (R-Battle Creek)
Senator-elect Nofs served three terms in the Michigan House, on the Calhoun County Board of Commissioners, and has a 30-year career in law enforcement.



Senate District 20
Tonya Schuitmaker (R-Lawton)
Senator-elect Schuitmaker served three terms in the Michigan House. An attorney, Sen. Schuitmaker is active in her community.



Senate District 21
John Proos (R-St. Joseph)
Senator-elect Proos served three terms in the Michigan House. Prior to election, he was vice president of Heritage Homes Inc. of Michigan.



Senate District 22
Joe Hune (R-Hamburg)
Senator-elect Hune is a small business owner and previously served in the Michigan House for six years.



Senate District 23
Gretchen Whitmer (D-East Lansing)
2nd term Senator. An attorney, Sen. Whitmer served 3 terms in the Michigan House. Elected Minority Leader.



Senate District 24
Rick Jones (R-Grand Ledge)
Senator-elect Jones served three terms in the Michigan House. Prior to election, he worked 33 years in law enforcement.



Senate District 25
Phil Pavlov (R-St. Clair)
Senator-elect Pavlov served three terms in the Michigan House. He owns Dexter Equipment and previously served as a St. Clair County Commissioner.



Senate District 26
David Robertson (R-Grand Blanc)
Senator-elect Robertson served in the Michigan House in 1991-1992 and 2002-2008 and was a Genesee County Commissioner.



Senate District 27
John Gleason (D-Flushing)
2nd term Senator. Elected to election to the Michigan House. Senator Gleason served as a Genesee County Commissioner.



Senate District 28
Mark Jansen (R-Grand Rapids)
Senator-elect Jansen served three terms in the Michigan House. He was Township Clerk, Youth Minister, in the computer.



Senate District 29
Dave Hildenbrand (R-Grand Rapids)
Senator-elect Hildenbrand was elected to the Michigan House in 2002. Prior to election, he was a sales manager at the Michigan Liquor Control Commission.



Senate District 30
Arlan Meekhof (R-West Olive)
Senator-elect Meekhof served in the Michigan House from 2003-2008. Prior to election, he was the Borcula Chair Board. Elected as Floor Leader.



Senate District 31
Mike Green (R-Grand Rapids)
Senator-elect Green's Log Rail Custom Log Rail was a tool and die maker. General Motors family farm.



Senate District 32
Roger Kahn (R-Grand Rapids)
2nd term Senator. Elected to election to the Michigan House. Senator Kahn served in the Michigan House from 2003-2008 and previously in the Michigan House.

To find your Senator or Representative
Just search these websites:

U.S. Senate (2007) <http://www.senate.gov>
U.S. House of Representatives (2007) <http://www.house.gov>
Michigan State Senate (51st) <http://www.michigan.gov/senate>
Michigan State House of Representatives (51st) <http://www.michigan.gov/house>
Ohio State Senate (16th) <http://www.ohio.gov>
Ohio State House of Representatives (61st) <http://www.house.ohio.gov>

Michigan Legislative Directory

Michigan State House of Representatives

Leadership Positions:

Speaker of the House – Rep. James Bolger (R-Marshall)

Majority Floor Leader – Rep. Jim Stamas (R-Midland)

Minority Leader – Rep. Richard Hammel (D-Mount Morris Township)

Minority Floor Leader – Rep. Kate Segal (D-Battle Creek)

House District 1

Timothy Bledsoe

(D-Grosse Pointe)

2nd term Representative.

Rep. Bledsoe taught political science at Wayne State University for nearly 20 years before being elected to the House

House District 2

Lisa Howze (D-Detroit)

Representative-elect

Howze is a CPA with more than 14 years of public accounting and client service experience.

House District 3

Alberta Tinsley Talabi

(D-Detroit)

Representative-elect

Tinsley Talabi served on the Detroit City Council and founded Mack Alive Resource Center.

House District 4

Maureen Stapleton

(D-Detroit)

Representative-elect

Stapleton operates a consulting business and served as Wayne County Director of Organizational Effectiveness.

House District 5

John Olumba (D-Detroit)

Representative-elect

Olumba earned his law degree from Northern Illinois University

House District 6

Fred Durhal (D-Detroit)

2nd term Representative.

Rep. Durhal will lead the Legislative Black Caucus and sits on a number of committees.

House District 7

Jimmy Womack (D-Detroit)

2nd term Representative.

A retired anesthesiologist, Rev. Womack founded the non-profit Coalition Inc. and served as president of the Detroit Board of Education.

House District 8

Thomas Stallworth III

(D-Detroit)

Representative-elect

Stallworth served on the Detroit School Board and director of the Black Caucus. He was an executive in the energy industry.

House District 9

Shanelle Jackson

(D-Detroit)

2nd term Representative.

Co-founder of the Youth Empowerment Coalition, an organization that works with young girls.

House District 10

Harvey Santana (D-Detroit)

Representative-elect

Santana, a US Navy veteran and urban planner, serves as President of the Warrendale Community Organization.

House District 11

David Nathan (D-Detroit)

2nd term Representative.

Owner of a realty company, Rep. Nathan previously worked in customer service and management.

House District 12

Rashida Tlaib (D-Detroit)

2nd term Representative.

Rep. Tlaib worked at a number of nonprofit organizations and received her law degree in 2004.

House District 13

Andrew Kandrevas

(D-Southgate)

2nd term Representative. An attorney, Rep. Kandrevas

previously served as Council President for the City of Southgate.

House District 14

Paul Clemente

(D-Lincoln Park)

Representative-elect

Clemente is co-owner and manager of Clemente's Bar, Restaurant and Bowling Alley.

House District 15

George Darany

(D-Dearborn)

Representative-elect Darany is a realtor and associate broker, founded the Classic Trolley Co. in 1986, and was a City Beautiful Commissioner.

House District 16

Bob Constan

(D-Dearborn Heights)

3rd term Representative.

An attorney, Rep. Constan is chair pro-tem of the Dearborn Heights City Council.

House District 17

Phil Cavanagh

(D-Redford Township)

Representative-elect

Cavanagh, an attorney, served as a Wayne County Commissioner. Co-founder of the Wayne County Land Bank.

House District 18

Richard LeBlanc

(D-Westland)

3rd term Representative.

Served as a Westland City Council member and as an officer and trustee for Wayne/Westland Board of Education.

House District 19

John Walsh (R-Livonia)

2nd term Representative.

Rep. Walsh practiced corporate law for 15 years prior to becoming a Schoolcraft College executive in 2001.

House District 20

Kurt Heise

(R-Plymouth)

Representative-elect

Heise served as director of the Wayne County Department of Environment and is a small businessman, lawyer, and consultant.

House District 21

Dian Slavens

(D-Canton Township)

2nd term Representative.

Rep. Slavens was a respiratory therapist for more than 20 years.

House District 22

Douglas Geiss (D-Taylor)

2nd term Representative.

An engineer at Ford Motor Company, Geiss served on the Taylor City Council from 2001-2008, most recently as Council Chairman.



Senate District 33

Judy Emmons

(R-Sheridan)

Senator-elect Emmons served in the Michigan House. She operates Wilson Farms and is a member of the Central Montcalm Board of Education.



Senate District 34

Geoff Hansen (R-Hart)

Senator-elect Hansen served in the Michigan House.

He owns and manages Hansen Foods and Hansen Distributing, and was previously a firefighter and EMT.



Senate District 35

Darwin Booher (R-Evart)

Senator-elect Booher served three terms in the Michigan House.

He worked in banking for 40 years, owned/operated a small business, and farmed his entire life.



Senate District 36

John Moolenaar

(R-Midland)

Senator-elect Moolenaar served three terms in the Michigan House.

Prior to election, he worked at Dow Chemical.



Senate District 37

Howard Walker

(R-Traverse City)

Senator-elect Walker served in the Michigan house from 2002-2008.

He worked in the oil/gas industry before starting a land surveying business.



Senate District 38

Tom Casperson

(R-Escanaba)

Senator-elect Casperson served in the Michigan House.

He is the owner/operator of Casperson and Son Trucking.

To find your Senator or Representative:
Just search these websites

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http://www.senate.gov/

Michigan State House of Rep. (202) 224-3121

http://www.house.gov/

Michigan State Senate (517) 373-2400

http://senate.michigan.gov/

Michigan State House of Representatives (517) 373-6339

or (517) 373-0135

http://www.house.mi.gov/

Michigan State Senate (614) 466-4900

http://www.ohiosenate.gov/

Michigan State House of Representatives (614) 466-3357

http://www.house.state.oh.us/

Michigan Legislative Directory



House District 23
Pat Somerville
(R-New Boston)
Representative-elect
Somerville is a retail manager at Walgreens and is self-employed in sales and marketing.



House District 24
Anthony Forlini
(R-Harrison Township)
Representative-elect Forlini has been a local business owner for 28 years and served as Harrison Township Supervisor since 2004



House District 25
Jon Switalski (D-Warren)
2nd term Representative
Prior to election, served two terms as a Macomb County Commissioner and worked as an aide to a former U.S. Congressman.



House District 26
Jim Townsend
(D-Royal Oak)
Representative-elect Townsend worked for Ford, founded a consulting business, and was executive director of the Tourism Economic Development Council.



House District 27
Ellen Lipton
(D-Huntington Woods)
2nd term Representative. A patent attorney, Rep. Lipton has served on a number of boards in her community.



House District 28
Lesia Liss (D-Warren)
2nd term Representative.
After 23 years in health care, Rep. Liss is active in both House committees and community organizations.



House District 29
Tim Melton
(D-Auburn Hills)
3rd term Representative.
A counselor for Welfare-to-work, Rep. Melton served on the Oakland County Board of Commissioners 1999-2006.



House District 30
Jeff Farrington (R-Utica)
Representative-elect
Farrington was vice president of a staffing service company before forming a small regional business.



House District 31
Marilyn Lane (D-Fraser)
Representative-elect Lane previously served as Mayor of Fraser (2003-2007) and co-chair of the Macomb County Charter Commission (2009-2010).



House District 32
Andrea LaFontaine
(R-Richmond)
Representative-elect
LaFontaine worked for a local business in Richmond and a legislative office in Lansing.



House District 33
Ken Goike (R-Ray)
Representative-elect Goike owns a trucking and excavating company and serves on the board of the Michigan Septic Association.



House District 34
Woodrow Stanley (D-Flint)
2nd term Representative.
Rep. Stanley previously served as 2nd Ward Councilman, Mayor of Flint, and chair of the Genesee County Board of Commissioners.



House District 35
Rudy Hobbs
(D-Lathrup Village)
Representative-elect Hobbs is a teacher. He served on the Southfield School Board and was Policy Advisor to Lt. Governor John Cherry.



House District 36
Pete Lund
(R-Sheboy Township)
2nd term Representative.
Owns a small business, teaches at Walsh College, and served as Macomb County Commissioner.



House District 37
Vicki Barnett
(D-Farmington Hills)
2nd term Representative. A former investment consultant, Rep. Barnett served on the Farmington Hills City Council and as Mayor of Farmington Hills 2003-2007.



House District 38
Hugh Crawford (R-Novi)
2nd term Representative.
A U.S. Marine Corps veteran and retiree of Xerox Corporation, Rep. Crawford served as Oakland County Commissioner, Novi City Council member, and Novi Mayor pro-tem.



House District 39
Lisa Brown
(D-West Bloomfield)
2nd term Representative. A mother of three boys, Rep. Brown earned a law degree from Detroit College of Law.



House District 40
Chuck Moss
(R-Birmingham)
3rd term Representative. An attorney, Rep. Moss served on the Oakland County Commission and as Mayor and of Birmingham.



House District 41
Marty Knollenberg
(R-Troy)
2nd term Representative. A small business owner for more than 20 years, Rep. Knollenberg served as Oakland County Commissioner.



House District 42
Harold Haugh
(D-Roseville)
2nd term Representative.
A 40-year employee of General Motors, Rep. Haugh has served the Roseville community as an elected official for over 20 years.



House District 43
Gail Haines (R-Waterford)
2nd term Representative. A 12-year public school teacher and coach, Rep. Haines served on the Lake Angelus City Council and numerous political committees.



House District 44
Eileen Kowall
(R-White Lake)
2nd term Representative.
Rep. Kowall was a dental hygienist for 15 years and served on the Oakland County Board of Commissioners.



House District 45
Tom McMillin
(R-Rochester Hills)
2nd term Representative.
Rep. McMillin is a CPA, business owner and former corporate CFO. He was a commissioner and Mayor of Auburn Hills.



House District 46
Bradford Jacobsen
(R-Oxford)
Representative-elect
Jacobsen is vice president of Jacobsen's Flowers. He served as an Oxford Township Trustee and Oakland County Commissioner.



House District 47
Cindy Denby
(R-Fowlerville)
2nd term Representative.
A business owner, Denby served on Handy Township and was township supervisor for eight years.



House District 48
Richard Hamma
(D-Mt. Morris)
3rd term Representative.
Rep. Hamma runs Delphi Corp and as Genesee County Commissioner chair years. Elected Mt. Morris Leader.



House District 49
Jim Ananich (D-Representative-elect)
Ananich is Flint's City Council president and former Flint and Ainsworth school board member.



House District 50
Charles Smiley
(D-Burton)
Representative-elect
Smiley served 20 years as mayor of the City of Burton and on the Burton Council. He worked for 18 years.



House District 51
Paul Scott
(R-Grand Blanc)
2nd term Representative.
Prior to election, he was deputy director of the Gallup Organization and World Poll Division and a law clerk in Washington.



House District 52
Mark Oulmet (R-Representative-elect)
Oulmet is board chairman of a bank, a university professor/CEO, and a member of the Washington Board of Commissioners.

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U.S. Senate (2007) <http://www.senate.gov>
U.S. House of Rep. (2007) <http://www.house.gov>
Michigan State Senate (51st) <http://senate.michigan.gov>
Michigan State House of Representatives (51st) <http://www.house.michigan.gov>
Ohio State Senate (16th) <http://www.ohiohouse.gov>
Ohio State House of Representatives (16th) <http://www.ohiohouse.gov>

Michigan Legislative Directory



District 53
Jeff Irwin (D-Ann Arbor)
Representative-elect
Irwin is a political activist and was elected to the Washtenaw County Board of Commissioners in 1999.



House District 54
David Rutledge (D-Ypsilanti)
Representative-elect
Rutledge is owner/president of an environmental services company. An Air Force veteran. Rep. Rutledge served as a Township Supervisor.



House District 55
Rick Olson (R-Saline)
Representative-elect
Olson is an attorney, business owner, business coach, and certified financial planner.



House District 56
Dale Zorn (R-Ida)
Representative-elect
Zorn serves on the Monroe County Board of Commissioners, currently as vice chair. He co-owns and operates a small business.



House District 57
Nancy Jenkins (R-Clayton)
Representative-elect
Jenkins, a business woman, has been the district representative for State Senator Cameron Brown.



House District 58
Kenneth Kurtz (R-Coldwater)
2nd term Representative.
Prior to election, Rep. Kurtz owned/operated three funeral homes and previously served as a church pastor.



House District 59
Matt Lori (R-Constantine)
2nd term Representative.
Rep. Lori has served as St. Joseph County Sheriff for 20 years and on the Three Rivers Health Board of Directors for eight years.



House District 60
Sean McCann (D-Kalamazoo)
Representative-elect
McCann served five terms on the Kalamazoo City Commission.



House District 61
Margaret O'Brien (R-Portage)
Representative-elect
O'Brien is a real estate agent and a Portage City Councilwoman.



House District 62
Kate Segal (D-Battle Creek)
2nd term Representative.
Kate served on Calhoun County Commission from 2002-2008. Elected Minority Floor Leader.



House District 63
James Bolger (R-Marshall)
2nd term Representative.
A business owner. Rep. Bolger served as a Calhoun City Commissioner. Elected Speaker of the House.



House District 64
Earl Poleski (R-Jackson)
Representative-elect
Poleski has been a practicing CPA for nearly 30 years and serves on several community boards.



House District 65
Mike Shirkey (R-Clarklake)
Representative-elect
Shirkey worked in management and engineering at GM before founding a small business.



House District 66
Bill Rogers (R-Brighton)
2nd term Representative.
Rep. Rogers is co-owner of a business and has been a home builder since 1989. Serves as a Livingston County Commissioner.



House District 67
Barb Byrum (D-Onondaga)
3rd term Representative.
Rep. Byrum is owner/operator of a hardware business and is active in community organizations.



House District 68
Joan Bauer (D-Lansing)
3rd term Representative. A former teacher. Rep. Bauer served on the Lansing City Council for 11 years and is active in community organizations.



House District 69
Mark Meadows (D-East Lansing)
3rd term Representative.
An attorney, Rep. Meadows served as Assistant Attorney General, was Mayor of East Lansing, and an East Lansing City Council member.



House District 70
Rick Outman (R-Six Lakes)
Representative-elect
Outman is an Army veteran and former teacher. He has operated a family excavating business for 23 years.



House District 71
Deb Shaughnessy (R-Charlotte)
Representative-elect
Shaughnessy is the former mayor of Charlotte, served on the Charlotte City Council and was an aide to several Congressmen.



House District 72
Ken Yonker (R-Caledonia)
Representative-elect
Yonker has owned and operated a landscaping business for more than 23 years and served on the Caledonia School Board.



House District 73
Peter MacGregor (R-Rockford)
Representative-elect
MacGregor is a former small business owner, has served as Cannon Township Planning Commissioner, as Trustee, and as Township Supervisor.



House District 74
Dave Agema (R-Grandville)
Representative-elect
Agema is an Air Force veteran, pilot for the National Guard and American Airlines, and a business manager and consultant.



House District 75
Brandon Dillon (D-Grand Rapids)
Representative-elect
Dillon is Kent County Commissioner and worked as chief of staff for Sen. James Barcia.



House District 76
Roy Schmidt (D-Grand Rapids)
2nd term Representative.
Rep. Schmidt has 30 years experience in the corporate world, and served four consecutive terms as Grand Rapids City Commissioner.



House District 77
Thomas Hooker (R-Byron Center)
Representative-elect
Hooker was a public school teacher and coach for 37 years.



House District 78
Sharon Tyler (R-Niles)
Representative-elect
Tyler served as executive director of the Southwestern Michigan Economic Growth Alliance and the Benem County Manufacturers Council.



House District 79
Al Pscholka (R-Stevensville)
Representative-elect
Pscholka is a former small business owner, and served two terms on the Lincoln Township Board.



House District 80
Aric Nesbitt (R-Lawton)
Representative-elect
Nesbitt worked for Americans for Tax Reform and was on staff for Congressmen Tim Walberg and Tim Murphy.



House District 81
Jud Gilbert (R-Algonac)
Representative-elect
Gilbert has been a funeral director since 1974 and served two terms each in the Michigan Senate and Michigan House.



House District 82
Kevin Daley (R-Arcadia Township)
2nd term Representative.
An active farmer, Rep. Daley served 24 years as Trustee, Treasurer and then Supervisor of Arcadia Township.

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<http://www.senate.gov/>
U S House of Rep (202) 224-3121
<http://www.house.gov/>
Michigan State Senate (517) 373-2400
<http://senate.michigan.gov/>
Michigan State House of Representatives (517) 373-6339
or (517) 373-0135
<http://www.house.mi.gov/>
Ohio State Senate (614) 466-4900
<http://www.ohiosenate.gov/>
Ohio State House of Representatives (614) 466-3357
<http://www.house.state.oh.us/>

Michigan Legislative Directory



House District 83
Paul Muxlow (R-Brown City)
Representative-elect Muxlow taught electronics and was a school counselor before founding a real estate brokerage.



House District 84
Kurt Damrow (R-Austin)
Representative-elect Damrow is an Air Force veteran. He founded an environmental business and was District Representative for a former State Representative.



House District 85
Ben Giardon (R-Owosso)
Representative-elect Giardon has been a licensed Realtor since 1983 and is President of Giardon Auction Service.



House District 86
Lisa Posthumus Lyons (R-Alto)
Representative-elect Lyons is a director at the Grand Rapids Association of Realtors and served on the Bowne Township Planning Commission.



House District 87
Mike Callton (R-Nashville)
Representative-elect Callton is a small business owner, Chairman of the Barry County Commission, and served on the Maple Valley School Board and Nashville Village Council.



House District 88
Bob Genetski (R-Saugatuck)
2nd term Representative. A teacher of at-risk kids and a coach, Rep. Genetski was an intern for Congressman John Shimkus.



House District 89
Amanda Price (R-Holland)
Representative-elect Price, currently a legislative aide to Senator Patricia Birkholz, was a bank trust officer and public affairs manager.



House District 90
Joe Haveman (R-Holland)
2nd term Representative. A director of business development at a construction firm, Rep. Haveman is a former Holland City Council member and Ottawa County Commissioner.



House District 91
Holly Hughes (R-Montague)
Representative-elect Hughes is a small business owner, former Montague Area Public School board member and appointee to the MUSTFA Board.



House District 92
Marcia Hovey-Wright (D-Muskegon)
Representative-elect Hovey-Wright has been a social worker and businesswoman since 1973.



House District 93
Paul Opsommer (R-Dewitt)
3rd term Representative. Former vice president for a government/corporate training firm, Rep. Opsommer served as DeWitt Mayor and city councilman.



House District 94
Ken Horn (R-Frankenmuth)
3rd term Representative. A restaurant owner/operator, Rep. Horn served as a Saginaw County Commissioner for 14 years.



House District 95
Stacy Erwin-Oakes (D-Saginaw)
3rd term Representative. An attorney, public school teacher, and coach, Rep. Oakes served as Michigan's Assistant Attorney General.



House District 96
Charles Brunner (D-Bay City)
Representative-elect Brunner is a retired educator who served Bay City as mayor and commissioner since 2001.



House District 97
Joel Johnson (R-Clare)
Representative-elect Johnson is owner/operator of a small farm, managed a local business, and volunteers on numerous committees and boards.



House District 98
Jim Stamas (R-Midland)
2nd term Representative. Owner of an eatery, Rep. Stamas is a realtor, former Midland County Commissioner and Midland Township Trustee. Elected Majority Floor Leader.



House District 99
Kevin Cotter (R-Mt. Pleasant)
Representative-elect Cotter, an attorney focused on estate and business planning and elder law, has previous business and teaching experience.



House District 100
Jon Bumstead (R-Newaygo)
Representative-elect Bumstead is owner of a construction firm and is active in many community organizations.



House District 101
Ray Franz (R-Onekama)
Representative-elect Franz is an Army veteran, owns a market and self storage operation, served as firefighter/chief and president for Onekama Village, and Deputy Township Supervisor.



House District 102
Phillip Potvin (R-Cadillac)
Representative-elect Potvin is a member of the Michigan National Guard. He is the former CEO of a concrete company, an educator, a property manager, and salesman.



House District 103
Bruce Rendon (R-Lake City)
Representative-elect Rendon owns/operates a construction firm, has raised and judged cattle for 36 years, and is actively involved in his community.



House District 104
Wayne Schmidt (R-Traverse City)
2nd term Representative. Rep. Schmidt is general manager of a clothing store and served on the Grand Traverse County Board of Commissioners.



House District 105
Greg MacMaster (R-Kewadin)
Representative-elect MacMaster is an Air Force veteran, meteorologist, educator, weather consultant, and author.



House District 106
Peter Pettalia (R-Presque Isle)
Representative-elect Pettalia is co-owner of an auto repair business and served as volunteer firefighter and supervisor for Presque Isle Township.



House District 107
Frank Foster (R-Pellston)
Representative-elect Foster is a 3rd generation builder and manager of his construction company.



House District 108
Ed McBroom (R-Vulcan)
Representative-elect McBroom is a dairy farmer and a teacher.



House District 109
Steven Lindberg (D-Marquette)
3rd term Representative. A retired education guidance counselor, Lindberg co-owns an agency.



House District 110
Matt Huuki (R-Atlantic)
Representative-elect Huuki is co-owner of an auto glass and repair company.

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<http://www.senate.gov>
U.S. House of Representatives (202) 225-2121
<http://www.house.gov>
Michigan State Senate (517) 487-1100
<http://senate.michigan.gov>
Michigan State House of Representatives (517) 487-1100 or (517) 487-1101
<http://www.house.michigan.gov>
Ohio State Senate (614) 467-1100
<http://www.ohiosenate.gov>
Ohio State House of Representatives (614) 467-1100
<http://www.house.ohio.gov>



Governor-elect
Rick Snyder
As CEO, board chair, and co-founder of a based venture capital firm, Snyder raised more than \$100 million in venture capital to invest in building businesses. He was

first chair of the Michigan Economic Development Corporation and first chair for Washington County's Ann Arbor SPARK. Gov. Snyder previously a partner at Coopers & Lybrand (PricewaterhouseCoopers) and President/Chief Operating Officer of Gateway Hotel, both an MBA and JD from Michigan State University.



**Jody
LICURSI**

Vice President—Capitol Strategies Group

A Wild Ride Come January

The Ohio General Assembly maintained a low-key lame duck session to wrap up the year. With control of the Ohio House of Representatives and the governor's office switching to Republicans next year, many issues were left on the table to be reintroduced in 2011.

A point of political contention did emerge regarding appointments made by Governor Strickland to various boards that had yet to be confirmed by the Senate. Some Republicans called for all appointments made by Governor Strickland to be denied by the Senate so that incoming Governor-elect Kasich could fill the positions, while Democrats decried that this would set a bad precedent for confirmation of appointments moving forward. In the end, the Senate decided to address the appointments on a case-by-case basis instead of making a sweeping decision against all appointees.

Among the appointees subject to Senate confirmation are members of the Bureau of Workers' Compensation Board

of Directors, which will be heard before the Senate Insurance, Commerce and Labor Committee. Committee chair Sen. Steve Buehrer - recently appointed by Governor-elect Kasich as BWC Administrator—recused himself from the appointments, but Senate Leadership has suggested that these appointments may be rejected to allow Governor-elect Kasich to fill the positions.

One issue that did make it to the top of the priority list was the extension of the Competitive Workers' Compensation Task Force (SR 118). The deadline for the panel's final recommendations was extended to June 30, 2011. The bipartisan, public/private group is tasked with developing three scenarios for how to introduce private insurer competition into the state-run BWC program.

While the lame duck session may have been easy, incoming members of the 129th General Assembly are gearing up to tackle a looming \$6-8 billion budget deficit. Here in Columbus, those of us around Cap Square are enjoying the tranquility of the holiday break because it's going to be a wild ride. ■■■■



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Ohio Legislative Directory

Ohio U.S. Senate



Sen. Sherrod Brown (D)
U.S. Senator since 2007. Previously served seven terms as a United States Congressman for the 13th District; two terms as Ohio's Secretary of State; taught in Ohio's public schools and at Ohio State University.



Sen. Rob Portman (R)
Sen. Portman served in the U.S. House of Representatives from 1993 - 2005 and under President George W. Bush as U.S. Trade Representative and Director of the Office of Management and Budget.

Ohio U.S. House of Representatives



OH-1 Steve Chabot (R)
Congressman Chabot served the 1st District from 1995-2009. Served on Cincinnati City Council and as Commissioner of Hamilton County, Ohio.



OH-2 Jean Schmidt (R)
Member of Congress since 2005. First woman elected to serve southern Ohio in Congress. Congresswoman Schmidt is known as a consensus builder.



OH-3 Mike Turner (R)
Member of Congress since 2003. Served as Mayor of the City of Dayton and was an attorney in corporate law for 13 years.



OH-4 Jim Jordan (R)
Member of Congress since 2007. Elected chairman of the caucus for a two-year term.



OH-5 Bob Latta (R)
Member of Congress since 2007. Served in the Ohio House of Representatives (2001-2007), Ohio Senate (1997-2001), and Wood County Commissioner (1991-1996).



OH-6 Bill Johnson (R)
Congressman Bill Johnson is a U.S. Air Force Veteran who retired as a Lieutenant Colonel after a distinguished military career of over 26 years.



OH-7 Steve Austria (R)
Member of Congress since 2009. Previously served eight years in the Ohio Senate and two years in the Ohio House of Representatives.



OH-8 John Boehner (R)
Speaker of the House. Member of Congress since 1991. Served as Union Township trustee from 1982-1984 and in Ohio House of Representatives 1984-1990.



OH-9 Marcy Kaptur (D)
Member of Congress since 1983. Was a city and regional planner whose family operated a small grocery.



OH-10 Dennis Kucinich (D)
Member of Congress since 1997. Served as Mayor of Cleveland; Cleveland City Council (1970-75, 1981-82); Ohio State Senator (1994-96).



OH-11 Marcia Fudge (D)
Member of Congress since 1998. Previously served as Warrensville Heights' first African American female Mayor.



OH-12 Pat Tiberi (R)
Member of Congress since 2001. Previously served in Ohio Legislature, where he rose to the position of majority leader.



OH-13 Betty Sutton (D)
Member of Congress since 2007. Previously served eight years in the Ohio State House of Representatives; Summit County Council; and as a labor lawyer.



OH-14 Steven C. LaTourette (R)
Member of Congress since 1995. Prior to election, Congressman LaTourette served from 1989-1995 as the Lake County Prosecutor.



OH-15 Steve Stivers (R)
Congressman Stivers previously served in the Ohio Senate from 2003-2008. He is a Lieutenant Colonel in the Ohio National Guard and served in Iraq as Battalion Commander.



OH-16 Jim Renacci (R)
Congressman Renacci is an entrepreneur, forming numerous companies. Previously served two terms as President of Wadsworth City Council and 4 years as the Mayor of Wadsworth.



OH-17 Tim Ryan (D)
Member of Congress since 2003. An attorney. Congressman Ryan previously served in the Ohio State Senate.



OH-18 Bob Gibbs (R)
Congressman Gibbs previously served in the Ohio House of Representatives and the Ohio Senate and is the former President of the Ohio Farm Bureau Federation.

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or (517) 373-0135
<http://www.house.mi.gov/>
Ohio State Senate (614) 466-4900
<http://www.ohiosenate.gov>
Ohio State House of Representatives (614) 466-3357
<http://www.house.state.oh.us>

Ohio State Senate

Majority Caucus Leadership
President - Sen. Tom Niehaus
President Pro Tempore - Sen. Mike DeWine
Majority Floor Leader - Sen. Jim Hotel
Majority Whip - Sen. Shannon Jones
Finance Chairman - Sen. Chris Wilson

Minority Caucus Leadership
Minority Leader - Sen. Capri Caletka
Assistant Minority Leader - Sen. Tim Riffe
Minority Whip - Sen. Edna Brown
Assistant Minority Whip - Sen. Jim Hotel



Senate District 1 OPEN
Sen. Buehrer was elected to serve as President of the Bureau of Compensation. A Republican Caucus responsible for the vacancy.



Senate District 2 Mark Waggoner (R)
Ottawa Hills State Senator since 2007. Served in Ohio House of Representatives.



Senate District 3 Kevin Bacon (R)
Minerva Pa. Sen. Bacon served terms in the Ohio House of Representatives, attorney in the planning, small real estate law.

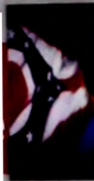


Senate District 4 Gary Cates (R)
West Chester State Senator since 2007. Served four terms in the Ohio House of Representatives and was Speaker Pro Tempore for two terms.



Senate District 5 Bill Beagle (R)
Sen. Beagle is a member and President of the Tipton City Council. Ohio Senate with a diverse background in business owner.

Ohio Legislative Directory



Senate District 6
OPEN
Sen. John Husted was elected Secretary of State in 2010. The Senate Republican Caucus will be responsible for filling his vacancy.



Senate District 7
Shannon Jones (R - Springboro)
State Senator since 2009. Served in Ohio House of Representatives 2007 - 2009. Elected Majority Whip.



Senate District 8
Bill Seitz (R - Cincinnati)
State Senator since 2008. Served in the Ohio House of Representatives for seven years.



Senate District 9
Eric Kearney (D - Cincinnati)
State Senator since 2005. An attorney, Sen. Kearney founded one of the largest African American owned publishing companies.



Senate District 10
Chris Widener (R - Springfield)
State Senator since 2009. An architect, Sen. Widener served three terms as State Representative for the 84th House District. Elected Finance Chairman.



Senate District 11
Edna Brown (D - Toledo)
Sen. Brown served in the House of Representatives for 9 years and the vice president of the Ohio Legislative Black Caucus. Elected Minority Whip.



Senate District 12
Keith Faber (R - Celina)
State Senator since 2007. Served in Ohio House of Representatives 2001-2006. Elected President Pro Tempore.



Senate District 13
Gayle Manning (R - North Ridgeville)
Sen. Manning taught for 37 years in the North Olmstead City School District, and served as a member of North Ridgeville Council.



Senate District 14
Tom Niehaus (R - New Richmond)
State Senator since 2005. Served in Ohio House of Representatives 2001-2004. Elected President.



Senate District 15
Charleta Tavares (R - Columbus)
Sen. Tavares served as a member of the Ohio House of Representatives for 5½ years.



Senate District 16
Jim Hughes (R - Columbus)
State Senator since 2009. Served in the Ohio House of Representatives and as a prosecutor in Columbus and Franklin County.



Senate District 17
David Daniels (R - Greenfield)
Before serving four terms in the Ohio House of Representatives, Sen. Daniels served as Highland County Commissioner and on Greenfield City Council.



Senate District 18
Tim Grendell (R - Chesterland)
State Senator since 2005. Served as State Representative 2001-2004.



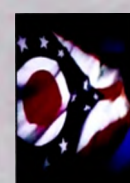
Senate District 19
Kris Jordan (R - Powell)
State Senator since 2009. Served two terms as a Delaware County Commissioner, and was a Legislative Aide.



Senate District 20
Jimmy Stewart (R - Albany)
State Senator since 2009. Previously served as State Representative, Athens City Auditor, Athens City Councilman. Elected Majority Floor Leader.



Senate District 21
Shirley Smith (D - Cleveland)
State Senator since 2007. Prior career in sales/marketing and radio/television. Elected Assistant Minority Leader.



Senate District 22
OPEN
Sen. Bob Gibbs was elected to the U.S. Congress in 2010. The Senate Republican Caucus will be responsible for filling his vacancy.



Senate District 23
Michael Skindell (D - Lakewood)
Sen. Skindell served 4 terms in the Ohio House of Representatives and was Assistant Ohio Attorney General.



Senate District 24
Tom Patton (R - Strongsville)
State Senator since 2009. Served as a State Representative 2003-2008.



Senate District 25
Nina Turner (D - Cleveland)
State Senator since 2008. Sen. Turner teaches at Cuyahoga Community College and served on the Cleveland City Council.



Senate District 26
Karen Gillmor (R - Tiffin)
State Senator since 2009. Serves on a number of Senate Standing Committees.



Senate District 27
Frank LaRose (R - Akron)
Sen. LaRose served over a decade in the United States Army, attaining the position of Squad Leader and earning the coveted Green Beret.



Senate District 28
Tom Sawyer (D - Akron)
State Senator since 2007. State School Board Member. 2006: U.S. Congressman. 1987-2002, Mayor of Akron. 1984-1986, State Representative. 1977-1983.



Senate District 29
Scott Oelslager (R - North Canton)
Prior to serving four terms in the Ohio House, Sen. Oelslager spent 17 years as a State Senator.



Senate District 30
Jason Wilson (D - Columbiana)
State Senator since 2007. Sen. Wilson is a small business owner. Elected Assistant Minority Whip.



Senate District 31
Tim Schaffer (R - Lancaster)
State Senator since 2007. An association executive, Sen. Schaffer served in Ohio House of Representatives 2000-2006.



Senate District 32
Capri Cafaro (D - Hubbard)
State Senator since 2007. She has served as Minority Leader since January 2009.



Senate District 33
Joe Schiavoni (D - Canfield)
State Senator since 2009. An attorney, Sen. Schiavoni represents injured workers.

Ohio State House of Representatives

Majority Caucus Leadership

Speaker - Rep. Bill Batchelder
Speaker Pro Tem - Rep. Louis Blessing
Majority Floor Leader - Rep. Matt Huffman
Majority Whip - Rep. John Adams
Assistant Majority Floor Leader - Rep. Barbara Sears
Assistant Majority Whip - Rep. Cheryl Grossman
Finance Chairman - Rep. Ron Amstutz

Minority Caucus Leadership

Minority Leader - Rep. Armond Budish
Assistant Minority Leader - Rep. Matt Szollosi
Minority Whip - Rep. Tracy Heard
Assistant Minority Whip - Rep. Debbie Phillips

To find your Senator or Representative:
Just search these websites

U.S. Senate: (202) 224-3121
<http://www.senate.gov/>
U.S. House of Rep.: (202) 224-3121
<http://www.house.gov/>
Michigan State Senate: (517) 373-2400
<http://senate.michigan.gov/>
Michigan State House of Representatives: (517) 373-6339
or (517) 373-0135
<http://www.house.mi.gov/>
Ohio State Senate: (614) 466-4900
<http://www.ohiosenate.gov/>
Ohio State House of Representatives: (614) 466-3357
<http://www.house.state.oh.us/>

Ohio Legislative Directory



House District 1
Craig Newbold
(R - East Liverpool)
Rep. Newbold is a retired entrepreneur who founded BEST Consulting and established NewLife Academy (now NewLife Technical Institute).



House District 2
Andy Brenner (R - Powell)
Delaware County Recorder. Rep. Brenner spent 12 years in the private sector as an owner/operator of small mortgage companies and a real estate company.



House District 3
Ron Amstutz (R - Wooster)
2nd term State Representative. Served 28 years in both the Ohio Senate and Ohio House, and as Mayor of the City of Orrville. Elected Finance Chairman.



House District 4
Matt Huffman (R - Lima)
3rd term State Representative. An attorney. Rep. Huffman served on the Lima City Council. Elected Majority Floor Leader.



House District 5
Gerald Stebelton (R - Lancaster)
3rd term State Representative. An attorney. Rep. Stebelton served on the Lancaster City Council and Board of Education, and in the Franklin County Prosecutor's Office.



House District 6
Randy Gardner (R - Bowling Green)
3rd term State Representative. Previously served in the Ohio House from 1985-2000 and in the Ohio Senate from 2001-2008.



House District 7
Kenny Yuko (D - Richmond Heights)
4th term State Representative. Served with the Laborers' Local #860 for 30 years, including 25 years as union organizer.



House District 8
Armond Budish (D - Beechwood)
3rd term State Representative. An attorney. Rep. Budish has been Speaker of the House since January 2009. Elected Minority Leader.



House District 9
Barbara Boyd (D - Cleveland)
3rd term State Representative. Previously served 4 terms in Ohio House. Director of the Ohio Department of Job and Family Services before returning to the Ohio House in 2006.



House District 10
Bill Patmon (D - Cleveland)
Rep. Patmon served as a Cleveland City Councilman for 12 years and is the President of the East Erie Enterprise LLC.



House District 11
Sandra Williams (D - Cleveland)
3rd term State Representative. Previously worked in the field of criminal justice; served in the U.S. Army Reserve.



House District 12
John Barnes (D - Cleveland)
Rep. Barnes served as State Representative for the 12th district from 1999-2002 and is managing director of The Diplomacy Group.



House District 13
Nickie Antonio (D - Lakewood)
Rep. Antonio was elected to Lakewood City Council in 2005, serves as the Council liaison to the Community Relations Advisory Commission.



House District 14
Mike Foley (D - Cleveland)
4th term State Representative. An attorney. Rep. Foley served on Cleveland's Community Relations Board and Cleveland Tenants Organization.



House District 15
Timothy DeGeeter (D - Parma)
5th term State Representative (includes appointed and elected terms). An attorney. Rep. DeGeeter previously served as Parma City Councilman.



House District 16
Nan Baker (R - Westlake)
2nd term State Representative. Served on West Shore Chamber of Commerce, Westlake Board of Education, and Westlake City Council.



House District 17
Marlene Anielski (R - Walton Hills)
Rep. Anielski is currently the Mayor of Walton Hills and has served as Mayor/Safety Director for 10 years.



House District 18
Mike Dovilla (R - Berea)
Rep. Dovilla is a U.S. Navy veteran who served in Iraq, a small business owner, and president of The Dovilla Group, a government relations consulting firm.



House District 19
Anne Gonzales (R - Westerville)
Former Mayor of Westerville. Rep. Gonzales served 8 years as a member of Westerville City Council.



House District 20
Nancy Garland (D - Gahanna)
2nd term State Representative. An attorney. Rep. Garland served as Executive Director of the Ohio Physical Therapy Association.



House District 21
Mike Duffey (R - Worthington)
Rep. Duffey is a twice-elected member of Worthington City Council and has worked as a news reporter and in public relations.



House District 22
John Patrick Carney (D - Clintonville)
2nd term State Representative. An attorney. Rep. Carney organized the Computer Outreach Program at the Columbus City Schools.



House District 23
Cheryl Grossman (R - Grove City)
2nd term State Representative. Served as Mayor of Grove City, Grove City Council, and Central Ohio Municipal Council. Elected Assistant Majority Whip.



House District 24
Ted Celeste (D - Grandview)
3rd term State Representative. A developer and businessman. Rep. Celeste served as chief of the Bureau of Consumer Services.



House District 25
Mike Stinziano (D - Victorian Village)
Rep. Stinziano, an attorney, became director of Franklin County Board of Elections in 2008.



House District 26
Tracy Heard (D - Columbus)
3rd term State Representative. A political relations consultant for Clinton-Gore '96 and was a legislator in the Ohio Senate. Minority Whip.



House District 27
W. Carlton Wedel (D - Columbus)
2nd term State Representative. Previously in Columbus City School Board & City Status Committee. African Advisory Committee.



House District 28
Connie Pillich (D - Montgomery)
2nd term State Representative. An Air Force and attorney. Rep. Pillich's major priorities are to involve increasing access to opportunities for advancement.



House District 29
Louis Blessing (R - Cincinnati)
4th term State Representative. An attorney. Blessing served in the Senate from 1987-1994 and in the Ohio House from 1983-1996. Elected Pro Tem.

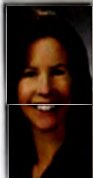


House District 30
Robert Mecklenborg (R - Green Town)
2nd term State Representative. An attorney. Rep. Mecklenborg served as Law Director for the City of Cheviot, Solicitor General for the State of Ohio, and Assistant Attorney General.

To find your Senator or Representative
Just search these websites:

U.S. Senate (2009-2010)
<http://www.senate.gov>
U.S. House of Representatives (2009-2010)
<http://www.house.gov>
Michigan State Senate (2009-2010)
<http://senate.michigan.gov>
Michigan State House of Representatives (2009-2010)
<http://www.house.michigan.gov>
Ohio State Senate (2009-2010)
<http://www.ohiosenate.gov>
Ohio State House of Representatives (2009-2010)
<http://www.ohiohouse.gov>

Ohio Legislative Directory



House District 31
Denise Driehaus
(D - Cincinnati)
2nd term State Representative. A co-owner of two small businesses. Rep. Driehaus served as President of the Cincinnati Recreation Commission.



House District 32
Dale Mallory
(D - Cincinnati)
3rd term State Representative. Rep. Mallory serves as 2nd vice president of the Ohio Legislative Black Caucus.



House District 33
Alicia Reece
(D - Cincinnati)
2nd term State Representative. Served in the Ohio Department of Development; vice mayor of Cincinnati (2002-2006); and City Councilwoman.



House District 34
Peter Stautberg
(R - Cincinnati)
2nd term State Representative. An attorney. Rep. Stautberg is involved with many non-profit organizations in his area.



House District 35
Ron Maag (R - Lebanon)
2nd term State Representative. Rep. Maag was a salesman for Bristol-Myers Squibb Company and a board member on the Warren County Farm Bureau.



House District 36
Michael Henne
(R - Clayton)
Born and raised in Clayton. Rep. Henne owns and operates the Boord-Henne Insurance Agency.



House District 37
Peggy Lehner
(R - Kettering)
2nd term State Representative. Rep. Lehner served briefly in the Ohio Senate and on the Kettering City Council.



House District 38
Terry Blair
(R - Washington Twp.)
2nd term State Representative. A businessman. Rep. Blair served as Washington Township trustee for 21 years.



House District 39
Clayton Luckie
(D - Dayton)
3rd term State Representative. Rep. Luckie served on the Dayton Public School Board (1996-2006).



House District 40
Roland Winburn
(D - Dayton)
2nd term State Representative. Rep. Winburn served with the Montgomery City Office of Family & Children, and as a Hamson Township trustee (2001-2010).



House District 41
Lynn Slaby (R - Akron)
Rep. Slaby retired from the 9th District Court of Appeals, and previously served 14 years as Summit County Prosecuting Attorney.



House District 42
Kristina Roegner
(R - Hudson)
Rep. Roegner serves on the Hudson City Council. She worked as a field engineer and project manager for Westinghouse Power and as a management consultant at McKinsey & Company.



House District 43
Todd McKenny
(R - New Franklin)
An attorney. Rep. McKenny worked as a Judicial Law Clerk, and was recently elected to New Franklin City Council.



House District 44
Vernon Sykes (D - Akron)
3rd term State Representative. An educator. Rep. Sykes served on the Akron City Council and in the Ohio House of Representatives.



House District 45
Zack Milkovich (D-Akron)
Rep. Milkovich worked in Akron's tire mold industry for 20 years and currently works as a contractor and real estate investor.



House District 46
Barbara Sears
(R - Sylvania)
4th term State Representative. A business owner. Rep. Sears served on the Sylvania City Council Elected Assistant Majority Floor Leader.



House District 47
Teresa Fedor (D - Toledo)
Rep. Fedor was elected to the Ohio House of Representatives in 2000; she served in the Ohio Senate and is returning as a freshman member of the House.



House District 48
Mike Ashford (D - Toledo)
Rep. Ashford was appointed to Toledo City Council in 2002 and is active in community organizations.



House District 49
Matt Szollosi
(D - Oregon)
3rd term State Representative. An attorney. Rep. Szollosi served on the Oregon City council. Elected Assistant Minority Leader.



House District 50
Todd Snitchler
(R - Uniontown)
2nd term State Representative. An attorney. Rep. Snitchler was chair of the Lake Township Chamber of Commerce and co-founder of the Lake Township Development Foundation.



House District 51
Kirk Schuring
(R - Canton)
Rep. Schuring has served in the Legislature for more than 16 years, as a member of both the Ohio House and the Ohio Senate.



House District 52
Stephen Slesnick
(D - Canton)
2nd term State Representative. Vice president of Slesnick Iron & Metal, sits on the Transportation Improvement District in Stark County.



House District 53
Tim Denickson
(R - Oxford)
2nd term State Representative. A businessman. Rep. Denickson served as a trustee of Hanover Township.



House District 54
Courtney Combs
(R - Hamilton)
4th term State Representative. A realtor and broker. Rep. Combs served on the Hamilton City Council and was Butler County Commissioner.



House District 55
Bill Coley
(R - West Chester)
4th term State Representative. An attorney. Rep. Coley represents small and large businesses and is active in many community organizations.



House District 56
Dan Ramos (D - Lorain)
Rep. Ramos worked as a legislative aide for State Rep. Joe Kozura, a policy aide for the Ohio House Democratic Caucus, and a senior policy analyst for Speaker Armond Budish.



House District 57
Matt Lundy (D - Elyria)
3rd term State Representative. A television news correspondent and anchor. Rep. Lundy served on Avon Lake's City Council and as Elyria's assistant safety/service director.



House District 58
Terry Boose (R - Norwalk)
2nd term State Representative. Previously served as the fiscal officer for Norwalk Township in Huron County and Huron County Commissioner.



House District 59
Ronald Gerberry
(D - Austintown Twp.)
3rd term State Representative. An attorney. Rep. Gerberry first served in the Ohio General Assembly, holding key positions.



House District 60
Robert Hagan
(D - Youngstown)
2nd term State Representative. A locomotive engineer for CSX. Rep. Hagan previously served in both the House, and the Senate.



House District 61
Mark Okey (D - Carrollton)
3rd term State Representative. An attorney. Rep. Okey is co-founder of The Okey Law Firm and resides on his family farm, which produces soybeans and corn.



House District 62
Lorraine Fende
(D - Willowick)
4th term State Representative. Previously served as Willowick Councilwoman and first female Willowick Mayor, and remains actively involved in her community.

Ohio Legislative Directory



House District 63
Ron Young
(R - Leroy Township)
Rep. Young served in the Ohio House of Representatives from and founded Technical Employment Services Inc. (TES)



House District 64
Tom Letson (D - Warren)
3rd term State Representative. A judge and practicing attorney, Rep. Letson served on the Warren City Board of Health and was a workers' compensation representative for the United Steelworkers.



House District 65
Sean O'Brien
(D - Brookfield)
Rep. O'Brien served as an assistant Trumbull County prosecutor, and founded the Trumbull County Community Foundation.



House District 66
Joseph Uecker
(R - Loveland)
4th term State Representative. Previously served as Administrator for the Clermont County Engineer's Office and as a Miami Township Trustee.



House District 67
Peter Beck (R - Mason)
2nd term State Representative. A small business owner, CPA, and former Marine, Rep. Beck served as mayor and vice-mayor of the City of Mason.



House District 68
Kathleen Clyde (D - Kent)
An attorney, Rep. Clyde served as Deputy Legal Counsel to the Speaker of the Ohio House of Representatives and worked for the Secretary of State and the Ohio Senate.

To find your Senator or Representative: Just search these websites

U.S. Senate (202) 224-3121
<http://www.senate.gov>
U.S. House of Rep. (202) 224-3121
<http://www.house.gov>
Michigan State Senate (517) 373-2400
<http://senate.michigan.gov>
Michigan State House of Representatives (517) 373-6339
or (517) 373-0135
<http://www.house.mi.gov>
Ohio State Senate (614) 466-4900
<http://www.ohiosenate.gov>
Ohio State House of Representatives (614) 466-3357
<http://www.house.state.oh.us>



House District 69
Bill Batchelder (R - Medina)
3rd term State Representative. An attorney and judge, Rep. Batchelder served in the Ohio house for 30 years. Elected Speaker of the House.



House District 70
Jarrod Martin
(R - Beavercreek)
2nd term State Representative. Served on Beavercreek City Council, Environmental Advisory Commission, and Planning Commission.



House District 71
Jay Hottinger
(R - Newark)
3rd term State Representative. Served in both the Ohio House and Ohio Senate and was President Pro Tempore of the Newark City Council.



House District 72
Ross McGregor
(R - Springfield)
3rd term State Representative. Rep. McGregor is a project manager and is president of the Champion City Development Company.



House District 73
Jay Goyal (D - Mansfield)
3rd term State Representative. A businessman, Rep. Goyal is vice president of Goyal Industries and member of the mass transit manufacturing community.



House District 74
Bruce Goodwin
(R - Defiance)
3rd term State Representative. A businessman and educator, Rep. Goodwin served as director of the Four County Career Center.



House District 75
Lynn Wachtmann
(R - Napoleon)
3rd term State Representative. A businessman, Rep. Wachtmann served as a state representative and state senator.



House District 76
Clifford Hite (R - Findlay)
3rd term State Representative. An educator and coach for nearly 30 years, Rep. Hite is active in numerous community organizations.



House District 77
OPEN
Rep. Zehringer was recently appointed by Governor-elect John Kasich to serve as the Director of Agriculture for the State of Ohio.



House District 78
John P. Adams
(R - Sidney)
2nd term State Representative. A Navy SEAL veteran and owner of two furniture stores, Rep. Adams was elected Majority Whip.



House District 79
Richard Adams (R - Troy)
3rd term State Representative. An educator, Rep. Adams is a member of the Unity National Bank Board of Directors and served as Miami County Commissioner.



House District 80
Dennis Murray
(D - Sandusky)
2nd term State Representative. An attorney, Rep. Murray served as Sandusky City Commissioner and ex-officio Mayor (President of the Commission).



House District 81
Rex Damschroder
(R - Fremont)
Rep. Damschroder has over 20 years of business experience in both management and ownership and was State Representative from 1995-2003.



House District 82
Jeff McClain
(R - Upper Sandusky)
2nd term State Representative. Previously served as Wyandot County Auditor for 26 years.



House District 83
David Burke
(R - Marysville)
2nd term State Representative. A pharmacist and co-owner of Dave's Pharmacy, Rep. Burke served as vice president of the Marysville City Council.



House District 84
Bob Hackett (R - London)
2nd term State Representative. A business owner, Rep. Hackett previously served as a Madison County commissioner.



House District 85
Bob Peterson
(R - Chillicothe)
Rep. Peterson is President of the Bureau, and one of Trustees, and elected Fayette County Commissioner.



House District 86
Cliff Rosenberg
(R - Clarksville)
Rep. Rosenberg is U.S. Air Force and helped start Clarksville Village Commission.



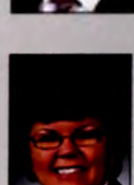
House District 87
John Carey (R -)
Rep. Carey served various terms in the Ohio House and 2 Ohio Senate.



House District 88
Danny Bubb
(R - West Union)
4th term State Representative. An attorney and decorated judge, Bubb served as County judge.



House District 89
Dr. Terry Johnson
(R - Portsmouth)
Dr. Terry Johnson, one of the Ohio Guard, served as County Coroner and his medical.



House District 90
Margaret Ann
(R - Mount Vernon)
2nd term State Representative. Rep. served as Mount Auditor and as City of Mount Vernon.



House District 91
Bill Hayes (R -)
Rep. Hayes is attorney in the area for 32 years served as Mayor of the city of Piquette.



House District 92
Debbie Phillips
(D - Athens)
2nd term State Representative. Rep. Phillips is the Athens City Planning and Zoning Committee and Assistant Mayor.

Ohio Leg. Directory

House District 93

Andy Thompson
(R - Marietta)
Rep. Thompson worked for the Competitive Enterprise Institute and is the publisher of Bird Watchers Digest.

House District 94

Troy Balderson (R - Zanesville)
2nd term State Representative. Rep. Balderson is co-owner of Balderson Motor Sales, assists with operation of a family-owned farm, and is active in numerous community organizations.

House District 95

Lou Gentile (D - Steubenville)
Rep. Gentile worked on two campaigns for Ted Strickland and was appointed by Gov. Strickland in 2007 to serve as assistant director of the Governor's Office of Appalachia.

House District 96

Al Landis (R - Dover)
Rep. Landis recently retired from Greer Steel Company and has worked in the steel industry since the 1970s.

House District 97

David Hall (R - Killbuck)
2nd term State Representative. Served as a Holmes County Commissioner; currently a member of the Ohio Farm Bureau and the Ashland, Medina, and Holmes County Chambers of Commerce.

House District 98

OPEN
Despite being elected to the 98th House District, Sen. Tim Grendell decided to stay and serve the remainder of his term in the Ohio Senate; the House Republican Caucus will be responsible for the appointment.

House District 99

Casey Kozlowski
(R - Pierpont)
A business manager, Rep. Kozlowski serves as President of the Pymatuning Valley Board of Education and is a member of the Ohio School Board Association, Ohio Small School Districts Advisory Committee, and Ohio Farm Bureau Federation.

Governor

John Kasich (R)
is a former U.S. Representative, and former Chairman of the U.S. House Committee on the Budget.

Ohio Directory

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ATM of America (248) 932-5400
Elite Bank Card ATM's (248) 594-3322

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Hearth Ovens Bakers by Masons Bakery (313) 636-0401
Interstate Brands/Wonder Bread/Hostess (248) 588-3954
Michigan Baking Co - Hearth Oven Bakers (313) 875-7246

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Gene Dickow (Energy Broker) (248) 396-7431
US Energy Engineers (248) 683-7355

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D&B Grocers Wholesale (734) 513-1711
Fun Energy Foods (269) 934-7000
General Wholesale (248) 355-0900
George Enterprises, Inc (248) 851-6990
Great North Foods (989) 356-2281
HKJ, Inc - Wholesale Grocery (248) 930-3201
Jerusalem Foods (313) 846-1701
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AFPD Prairie Farms Ice Cream Program (Large Format) 1-800-399-6970 ext. 280

ICE PRODUCTS

Arctic Glacier, Inc 1-800-327-2929
Home City Ice 1-800-759-4400
U.S. Ice Corp (313) 862-3344

INSURANCE SERVICES

AFPD North Pointe Insurance 1-800-229-6746
AFPD BCBS of Michigan 1-800-666-6220
AFPD CareWorks 1-800-837-3200 ext. 710
AFPD Cox Specialty Markets (North Pointe)
(Underground Storage Tank Insurance) 1-800-648-4300
Benchmark Financial Ltd (248) 642-0700
Bencivenga Insurance (Agent John Bencivenga) (248) 931-1000
Community Care Associates (313) 961-3100
Danno Insurance Agency (248) 649-1700
Farm Bureau/Jason Schoeberlein (517) 522-3300
Gadaleta, Ramsby & Assoc 1-800-263-3370
GLP Insurance Services (248) 848-0000
Great Northern Insurance Agency (248) 856-9800
Hedman Anglin Bara & Associates Agency (614) 486-7300
Merem Insurance Services (248) 921-1100
Primeone Insurance (248) 536-0700
Rocky Husaynu & Associates (248) 851-2200
USTI (440) 247-3700

AFPD indicates supplier program that has been endorsed by AFD.

* Indicates supplier only available in Michigan

** Indicates supplier only available in Ohio

SUPPORT THESE AFD SUPPLIER MEMBERS

INVENTORY SERVICES

1 PICS Inventory	1-888-303-8482
Target Inventory	(586) 718-4695

LEGAL SERVICES

AFD *Bellanca, Beattie, DeLisle	(313) 882-1100
AFD **Pepple & Waggoner, Ltd.	(216) 520-0088
Denha & Associates	(248) 265-4100
Jappaya Law PC	(248) 626-6800
Kecskes, Gadd & Silver, PC	(734) 354-8600
Mark Sessi The Kitch Firm	(586) 493-4427
Mekani Orow Mekani Shalal & Hinds P C	(248) 223-9830
The Liquor Lawyers	(248) 433-1200

LOTTERY

G Tech Corporation	(517) 272-3302
Michigan Lottery	(517) 335-5648
Ohio Lottery	1-800-589-6446

LOYALTY CARDS/DISCOUNT CARDS

AFD RewardPal	1-800-277-6099
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MAGAZINE & TRADE PUBLICATIONS

Chaldean News	(248) 932-3100
Chaldean Times	(248) 865-2890
Detroit Free Press	(313) 222-6400
Detroit News	(313) 222-2000
10/10 News	(586) 978-7986
Michigan Chronicle	(313) 963-5522
Suburban News/Magazines	(248) 945-4900
USA Today	(248) 926-0200

MEAT & DELI DISTRIBUTORS

A to Z Portion Control Meats	(419) 358-2926
Ruy & Sons	(810) 387-3975
Dairy Fresh Foods	(313) 295-6300
1 Clearborn Sausage	(313) 475-0048
64 Pan Foods	(586) 447-3500
1 Piquette Market	(313) 875-5531
1 Sherwood Foods Distributors	(313) 659-7300
4 Weeks Food Corp	(586) 727-3535
1 Volvonne Packing Company	(313) 259-7500

MILK, DAIRY & CHEESE PRODUCTS

AFD *Prairie Farms Dairy Co	(248) 399-6300
AFD *Dairymens	(216) 214-7342
AFD *H. Meyer Dairy	(513) 948-8811
AFD **Modern Foods	(606) 255-6045
Country Fresh/Melody Farms	1-800-748-0480

MISCELLANEOUS

Brothers Den LLC	(248) 747-3474
Hollywood Sunglasses	1-888-478-6932
Mike Donnan Ford	(586) 732-4100
21st Hour Tavern	(248) 623-3298

MOBILE MARKETING VIA CELL PHONE

AFD Mousetrap Group	(248) 547-2800
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MONEY ORDERS/MONEY TRANSFER/ BILL PAYMENT

AFD MoneyGram International	MI (517) 292-1434 OH (614) 878-7172
Eureka! (bill payment)	1-877-374-0009
IPP of America	(973) 830-1918

OFFICE SUPPLIES

AFD Staples	1-800-693-9900 ext. 584
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PAYROLL PROCESSING

ADP - Automatic Data Processing	1-877-634-1434
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PIZZA SUPPLIERS

Dough & Spice	(586) 756-6100
Hunt Brothers Pizza	(615) 259-2629

POINT OF SALE

BMC - Business Machines Specialist	(517) 485-1732
Caretek	(586) 713-9429

PRINTING, PUBLISHING & SIGNAGE

International Outdoor	(248) 489-8989
Michigan Logos	(517) 337-2267
Walt Kempski Graphics	(586) 775-7528

PRODUCE DISTRIBUTORS

Heeren Brothers Produce	(616) 452-2101
Tom Macen & Son Inc	(313) 568-0557

REAL ESTATE

American Business Brokers	(614) 419-5678
Judeh & Associates Appraisers	(313) 277-7989
Kuzana Enterprises (Property Management)	(248) 210-8229
Lighthouse Real Estate	(248) 210-8229
Signature Associates - Angela Arcon	(248) 359-3838

REFRIGERATION & REFRIGERATION SOLUTIONS

AFD Cool Curtains	1-800-854-5719
TGX Solutions	(248) 210-3768

REVERSE VENDING MACHINES/RECYCLING

Kansmacker	(517) 374-8807
TOMRA Michigan	1-800-610-4866

SECURITY, SURVEILLANCE & MORE

AFD MIST Innovations	(313) 974-6786
Brnk's Inc	(313) 496-3556
Central Alarm Signal	(313) 864-8900

SHELF TAGS

JAYD Tags	(248) 730-2403
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SODA POP, WATER, JUICES & OTHER BEVERAGES

AFD Arizona Beverages	(313) 541-8961
AFD Nestle Waters Supermarket Program	(734) 513-1715
AFD *Pepsi Program	1-888-560-2616
AFD Hansen's Beverage (Monster Energy)	(313) 575-6874
7UP Bottling Group	(313) 937-3500
Absopure Water Co	1-800-334-1064
Beverage Plus	(702) 586-0249
Coca-Cola Bottlers of MI	Auburn Hills (248) 373-2653 Belleville (734) 397-2700 Metro Detroit (313) 868-2008 Port Huron (810) 982-8501
Coca-Cola Bottling - Cleveland	(216) 690-2653
Faygo Beverages, Inc	(313) 925-1600
Garden Food Distributors	(313) 584-2800
Grandad's Sweet Tea	(313) 320-4446
Intrastate Distributors (Arizona program)	(313) 892-3000
Pepsi Beverages Company	Detroit 1-800-368-9945 Howell 1-800-878-8239 Pontiac (248) 334-3512
United Brands Company	(619) 461-5220

TOBACCO COMPANIES & PRODUCTS

Altra Client Services	(513) 831-5510
Capitol Cigars	(248) 255-8747
Nat Sherman	(201) 735-9000
R J Reynolds	(336) 741-0727
Snappy Cigs (electronic cigarettes)	(248) 747-5130

WASTE DISPOSAL & RECYCLING

AFD National Management Systems	(586) 771-0700
Smart Way Recycling	(248) 789-7190
WasteONE	(810) 624-9993

WINE & SPIRITS COMPANIES

Beam Global	(248) 471-2280
Brown-Forman Beverage Company	(248) 393-1340
Diageo	1-800-462-6504
Ghost Vodka	(616) 835-4108

WINE & SPIRITS DISTRIBUTORS

Galaxy Wine	(734) 425-2990
Great Lakes Wine & Spirits	(313) 867-0521
National Wine & Spirits	1-888-697-6424 1-888-642-4697

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Calendar



1910 **100** 2010

—February 11, 2011—

AFPD's 95th Annual Trade Dinner & Ball Rock Financial Showplace

46100 Grand River Ave., Novi MI 4837
Contact Auday Arabo at 800-666-623

—April 13, 2011—

Michigan Food & Petroleum 27th Annual Trade Show Rock Financial Showplace

46100 Grand River Ave., Novi MI 4837
Contact Auday Arabo at 800-666-623

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—February 11, 2011—

*Associated Food &
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*Invites you to join us
for our*

*95th Annual
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& Ball*

at six-thirty in the evening
at the Diamond Center at Rock Financial Showplace
46100 Grand River Ave., Novi, MI 48374

Black tie, please.

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