

Just In



**AFPD Foundation
 Golf Outing
 coming soon!**

It's time to register for the premier golf event of the season – the AFPD Foundation Golf Outing! This year it is scheduled for July 16 at the beautiful Fox Hills in Plymouth, Mich. As usual, we'll have some great prizes, and the proceeds benefit the AFPD Foundation Scholarships. More information is on page 15 and at www.afdom.org.

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Grocers and service station dealers ask Congress to sponsor Credit Card Fair Fee Act

On April 9, a national contingent of retail grocers and service station dealers – including AFPD staff and board members – traveled to Washington D.C. in a national lobbying effort to ask their members of Congress to co-sponsor and vote for H.R. 5546, the Credit Card Fair Fee Act. Sponsored by House Judiciary Committee Chairman John Conyers (D-MI) and 14 co-sponsors, the bill is designed to counter the market power of Visa and MasterCard in setting credit card interchange fees. H.R. 5546 will open up the market to competition within the credit card industry by allowing merchants a

seat at the negotiating table when fees are determined, an opportunity retailers are currently denied.

AFPD represented your interests as staff and board met with your members of Congress during “A Day in Washington Dedicated to the Credit Card Fair Fee Act.” All attendees at the event, which was coordinated by the National Grocers Association and Food Marketing Institute, were enthusiastic about the positive responses they received from Congressional representatives and senators.

“Credit card fees are eating away at the profit of our members and has become a serious problem



affecting retailers’ bottom line,” says Jane Shallal, AFPD president. “We must work collectively and be persistent to stop this practice and restore transparency to the credit card industry,” she added.

To see how credit card fees affect convenience stores, see page 8.

Ohio Trade Show builds on first year's success

AFPD Ohio Food & Petroleum Trade Show
Wednesday, June 11, 12:00 noon – 6:00 p.m.
I-X Center, One I-X Center Drive, Cleveland, Ohio, 44135

On Wednesday, June 11, the Associated Food and Petroleum Dealers will open the doors to its second annual Ohio trade show: The Ohio Food & Petroleum Trade Show. Cathy Willson, the show’s coordinator, has amassed an array of exhibitors who provide products and services sought by owners

and managers of gas stations, convenience stores, supermarkets, specialty stores, truck stops, bars, restaurants and drug stores in Ohio.

“We moved the show to Cleveland’s I-X Center this year in order to be close to many of AFPD’s member companies,” said AFPD President Jane Shallal.

Building on the success of AFPD’s first Ohio show last year, many of the exhibitors will offer products and services that are specific to the Ohio market.

“We have worked hard to provide a mix of exhibitors in our Ohio Food & Petroleum Trade Show who know and understand what retailers want and need to stay competitive in the Buckeye state,” says Willson.

Retailers will have six hours to view exhibits, sample new products

Free Tickets!
 AFPD members will receive free tickets in the mail. Non-members: call AFPD at 1-800-666-6233 and we will send you free tickets too. Admission is \$12 at the door, so be sure to get your tickets early!

Free Parking!
 Thanks to CBIZ, AFPD’s Parking Sponsor, attendees receive free parking.

and take advantage of show specials.

“To our knowledge, this is the only show in Ohio that provides retailers with access to food, beverage, petroleum and related service vendors all under one roof. This is an excellent opportunity to take it all in during one afternoon,” said Ed Weglarz, AFPD Executive Vice President of Petroleum. A show diagram and a description of exhibitors begins on page 22.

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Michigan to issue food stamps twice monthly



By Jane Shallal
AFPD President

Michigan is fortunate to be the first state in the country to pass legislation for twice monthly electronic transfer of food stamp benefits which would make one half of food stamp benefits available to a recipient in the first part of the month and the balance of the monthly benefit posted in the second half of each month. Senate Bill 120 -- which changes food

stamp distribution to twice monthly -- passed on a 35-2 vote. It was then sent to the House, where it passed by a vote of 87-19. Senate Bill 120 was sponsored by Senator Martha Scott. (A similar bill had been pending in the House sponsored by Rep. Andrew Meisner). This bill received tremendous bi-partisan support in both the Michigan Senate and House, and we thank our legislatures for being innovative in passing this groundbreaking legislation. (At the time of this printing, the bill had been awaiting Governor Granholm's signature).

The Food Stamp Program payment method is currently a once-a-month benefit. The current distribution method causes very high food stamp usage in the beginning of each month and has negative and detrimental effects on both retailers and recipients. Many of our retailers and suppliers are doing 80 percent of food stamp related sales in the first 10 days of the month, as a result of the posting and availability of Food Stamps benefits during this period of time. The current payment method created an enormous

problem for in-store staffing, cash flow, supplier delivery, and inventory and quality control especially with respect to perishable items. Sales dip severely at the end of the month, and work hours for store staff is cut. This impacts those employees. Some grocers report that vendors/suppliers have discontinued serving their area because of lack of steady or regular demand for products.

For recipients, distributing food stamps twice monthly will result in better quality of food, better ability for food stamp customers to take advantage of sales and special pricing offered through the month, and better staffing and services. Research has found a direct correlation between obesity and the monthly food stamp cycle. Studies show that households may be vulnerable to food insecurity in the later parts of the 30-day food stamp cycle. We are hopeful that SB 120 will cure these problems encountered by the grocery industry as well as recipients.

AFPD has been urging a change in the food stamp distribution method in Michigan for a number of years. This bill has received media attention on the state and national level. And while language in the federal Farm Bill has been recently introduced to forbid states from pursuing such an innovative policy, AFPD is continuing to work with our federal legislature to ensure that the voice of Michigan's retailers, senators and house representatives is heard and the intent of the Michigan legislature to implement such a system be fulfilled.

We look forward to working with the Department of Human Services and the U.S. Food & Nutrition Service in the development of a successful program. A tremendous thank you goes out to all our members who assisted and supported our efforts to get this legislation passed.

The Grocery Zone

By David Coverly



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Spartan to sell 12 Pharm stores to RiteAid

Spartan Stores has reached an agreement to sell 12 of its The Pharm drug stores to Rite Aid, and it is in negotiations to sell two remaining locations, in a move that would exit Spartan from the stand-alone drug store business. Spartan has 13 The Pharm locations in Ohio and one in Michigan.

RiteAid is expected to pay \$12.8 million in cash, plus the value of

inventory, for certain assets of the 12 locations, in a deal that is set to close within the next two months. The 14 stores generated annual sales of around \$125 million, Spartan said.

Last fall, Spartan closed five money-losing Pharm locations. "The Pharm stores have been a good business for Spartan Stores and it is staffed with hard working and dedicated associates,

making this divestiture transaction a more difficult decision," said Craig Sturken, chief executive officer of Spartan Stores. "Divesting these stores, however, will allow us to concentrate efforts and resources on business opportunities with the best long-term growth potential and focus more on our core distribution and conventional supermarket operations."

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Calendar

June 11, 2008

Ohio AFPD Annual Trade Show
Cleveland, OH
Contact: Cathy Willson
1-800-666-6233

July 16, 2008

AFPD Foundation Golf Outing
Fox Hills, Plymouth, MI
Contact: Michele MacWilliams
1-800-666-6233

July 24, 2008

AFPD/Liberty USA Golf Outing
Weymouth Golf Club, Medina, OH
Contact: Tony Deluca
1-800-666-6233

June is...

- National Candy Month
- National Dairy Month
- National Hunger Awareness Month
- National Iced Tea Month
- National Papaya Month
- National Seafood Month
- National Soul Food Month
- Turkey Lovers' Month

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AFPD works closely with the following associations:



Petroleum News & Views

Information of Interest to Petroleum Retailers, and Allied Trades

Granholtm steps up pump inspections

Michigan Governor Jennifer M. Granholtm and Michigan Department of Agriculture (MDA) director Don Koivisto outlined what they said are their efforts "to protect consumers' pocket books at the pump as unleaded gas prices climb toward the \$4 mark."

The governor said, "To further protect Michigan citizens, the MDA has re-directed employees in order to step up the state's inspection efforts. Given the rising cost of fuel, Michigan's motor fuels inspectors will continue to be on the front line ensuring that consumers are getting every penny's worth at the pump."

She said that while most gas station operators attempt to deliver the proper quality and quantity of fuel, motorists can help increase their protection by making sure that the price display on the pump is set to

zero before the pump starts and by verifying that the sign on the roadway matches the price on the pump before fueling. In addition, consumers should always request a receipt as a record of their purchase, she said.

In addition, Granholtm said she recognized the need to provide the same protection to the trucking industry. "With record high prices, ensuring accuracy at the diesel pump provides a direct benefit to every consumer," she said.

Recently, Granholtm provided testimony before the congressional Oversight & Investigations subcommittee and asked members to repeal unnecessary federal tax subsidies and ensure price competition of unbranded gasoline. Also, Granholtm, along with 20 other state governors, called on President Bush to urge oil companies to invest profits in fixing current refinery capacity issues.

EPA set to revamp tank regulations

The Environmental Protection Agency (EPA) plans to re-examine its underground tank regulations and may update them. The process began in April, when the agency met with marketers and other groups.

Current tank regulations have been in effect for 20 years without a significant change. The rules require any new tanks that are installed to have spill and overfill protection devices and tank leak detection steps, among other things. Tank owners must also monitor inventory and run tightness tests.

EPA has repeatedly expressed concern over the quality and effectiveness of current equipment. After inspections revealed

improperly functioning cathodic protection systems and tank linings that pulled away from inside tank walls, the EPA is also concerned about the effectiveness of two of the most popular corrosion protection methods.

According to the Petroleum Marketers Association of America, both technologies have been proven effective. However, improper installation by inexperienced vendors has caused problems for some tank owners. The publication Oil Express says that there has long been concern that the EPA would one day mandate the installation of double-walled tanks.

Are you "chronically late?" Suggestions to break the cycle

By Ed Weglarz
AFPD Executive Vice President of Petroleum

Chronic lateness is creating unnecessary friction within relationships and careers! If you're chronically late, here is some advice to break the habit:



Tell time honestly - People who are late underestimate the time it takes to do things by 20 to 25 percent. They only remember the day they sailed to work in 15 minutes, not the days when there was traffic or weather. List your routine tasks and how long they take for one week. Then budget the amount of time it took on the slowest occasion.

Plan to be early - A schedule designed to get you where you need to be "just on time" will result in tardiness whenever the slightest thing goes wrong. Aim to arrive 10 minutes early; you can always do some paperwork or catch up on reading if you are actually early.

Free up your morning - Don't leave everything for the morning. Shift as many tasks as possible to the night before. Pack your attache, locate your keys, lay out your clothes, and list the first couple things you need to accomplish the next day, all before going to bed.

Include time estimates on your "to-do list" - Block out time for each task to get a better idea of what you can accomplish in one day. Then rank each task in the order of priority so that you know what to pursue next as your day unfolds.

Perfection - forget about it! - Perfectionists often times find it difficult to move on to a new task until a current project is completed perfectly, often leaving them far behind schedule. Ninety-five percent correct and on time tends to be better than 100% correct and late!

Addiction to deadline pressure - Some people are drawn to the adrenaline rush created by looming deadlines and have motivation difficulty without that pressure. They often develop that "just in time" mentality, tackling tasks only at the last moment. To get out of that rut, you have to practice every day. Make a list. Each morning for one month, write down three tasks that you will do ahead of time that day and then do them. For example: fill your gas tank before the warning light comes on...turn in a report a day early...pay bills as soon as they arrive. Completing tasks early will become a habit, and you'll find that life is more enjoyable without the constant deadline pressure.

Dealing with others' tardiness

Don't get frustrated if you live or work with people who are always late.

It isn't personal - Punctual people think they are being taken for granted, but late people don't lack respect for you...they lack the ability to control their own time!

Explain - don't complain - Venting pent-up anger and frustration adds to the friction. Instead, explain how the tardiness makes you feel...anxious and disrespected, perhaps.

Take some stress out of your life. Try this regimen, no matter what side of the issue fits your style.

Toledo convenience store permit ruling prompts lawsuit

Toledo license law headed to court

Toledo convenience-store owners are challenging the city's law requiring those businesses to be licensed for \$250 a year, install security cameras, and turn over surveillance video to police.

According to the *Toledo Blade*, Scott Ciolek of the Toledo law firm Ciolek & Wicklund said the law is unconstitutional and will force some stores out of business.

In December, the Toledo City Council approved the new requirement for convenience store licensing. The law, which takes effect May 1, requires store owners to have security cameras and imposes a \$100/day fine—down from a previously suggested \$200-a-day fine—for stores that do not follow rules that dictate placement and how many times a videotape can be recorded over.

Council President Mark Sobczak has declined to comment specifically on the lawsuit, but said that the ordinance was modeled after a similar law in Minneapolis.

However, Ciolek said the law will hold business owners accountable for problems they have little control over, such as drug-dealing, gambling and prostitution. He said the requirement to turn over

surveillance video within eight hours is an unreasonable search and seizure.

Previously, AFPD had asked Toledo City Council members to provide factual evidence that such social and crime problems are the result of convenience store operations in Toledo.

"City officials should not be quick to cast blame for general social problems on our business owners without actual support or establishing a sound relationship that such businesses cause such social ills," wrote AFPD President Jane Shallal in a letter to the Toledo City Council.

"Your council should study the issues surrounding convenience stores. Alcoholism, drug abuse and crimes are not the result of convenience store operations, but have roots in other causes, i.e. unemployment, lack of an adequate education system, and lack of adequate drug prevention efforts in the community," she added.

AFPD asked the council to respond to the request to "demonstrate a factual relationship between the social ills which you indicate exist in your city and our members' businesses."

AFPD will continue to monitor this developing story.

Mr. Clean wants to shine your car

CINCINNATI — The familiar bald-headed icon of Procter & Gamble's Mr. Clean brand may soon be using his muscle to polish consumers' autos in the region, according to an article on CSNews Online.

Mr. Clean Performance Carwashes are undergoing testing in two affluent Cincinnati suburbs, and so far, both locations have exceeded initial sales projections, according to Susan Baba, company spokesperson.

The 2100-square-foot locations also offer a small convenience store and a lounge with flat screen televisions, public Internet access and fun areas to keep kids busy, according to CSNews Online. The company plans to build five to seven more car washes in Dayton, Cincinnati, and northern Kentucky, each creating about 50 full-time and part-time job opportunities.

Ohio liquor stings in full swing

MANSFIELD — An underage liquor sting nabbed employees at 10 liquor permit retail stores for selling alcohol to underage buyers during an enforcement sting conducted April 14 throughout Richland County.

Managed by the members of the METRICH Enforcement Unit, the "Underage Alcohol Compliance Operation" utilized young buyers under the age of 21 who tried to purchase alcoholic beverages at 78 retail stores. Citations were issued to clerks who did not take appropriate

measures to confirm a buyer's age.

The employees cited must appear in either Mansfield or Shelby Municipal Court, and the cases also will be presented to the Ohio Investigative Unit for possible citations of the liquor permit holder.

The county's METRICH Enforcement Unit consists of area law enforcement agencies and staff members from Community Action for Capable Youth.

AFPD reminds all retailers to strictly enforce age verification rules with their employees.

Shoppers bundle errands to save

Convenience stores attached to gas stations have seen a bump in sales as consumers spend more per trip in order to save on gas. "People are looking to bundle shopping experiences when gas prices are going up,"

said Jeff Lenard, vice president for communications of National Association of Convenience Stores (NACS). Lenard said some NACS members have reported increased grocery sales in recent weeks and declining sales of gas.

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AFPD Ohio Regional Meeting proved educational, informative

By Ron Milburn
AFPD Vice President

The Associated Food & Petroleum Dealers conducted a very successful Regional Membership Meeting on April 15th in Worthington, Ohio. The meeting was well attended by both retail members and associate members. The main topic of discussion centered on the Commercial Activity Tax (CAT) and how it is impacting the profitability of independent gasoline retailers.

AFPD also reported on its recent trip to Washington D. C. to fight rising credit card fees. AFPD met with members of Congress during that trip to explain to them, first hand, the exorbitant fees that a retailer pays to credit card companies on a gallon of gas and general store merchandise.

AFPD is pleased to announce that Congressman Patrick Tiberi, Ohio District 12, has become a co-sponsor of H.R. 5546, a bill that will control the way credit card companies levy their fees.



Bob Barbero

Another major topic was AFPD's Worker's Compensation Group Rated Program. AFPD President Jane Shallal, along with other business leaders, recently provided testimony to the new board of directors of the Ohio Bureau of Worker's Compensation. As a result, AFPD was able to maintain the group rated 2008 savings. The new board was attempting to lower the group rate from 90% for 2008 to 65%. Had this passed, AFPD members enrolled in the program would have received a 300% increase in worker's compensation payments. Through

negotiations, the board agreed to lower the 2008 program to 85%, rather than the 65% originally proposed.

Guest speaker was Bob Barbero of Lyndall Associates, Inc., who spoke about the rules and regulations regarding underground storage tanks and business liability insurance.

After the meeting, retail and associate members took the opportunity to network with each other and learn more about the

advantages of AFPD's endorsed programs. Companies represented included: Frank Gates Company (now called Avizent), Liberty USA, Gilligan Oil, Car Wash Technologies, Dresser Wayne of Columbus and Cleveland, H. Meyer Dairy, Central Ohio Petroleum Marketers, Superior Petroleum Equipment, and Real Living Business and Commercial Partnership.



The attentive crowd at the AFPD Ohio Regional Meeting.



Category dominance



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Consumers adjust spending on meals

With food prices increasing at the fastest pace in 17 years and gas prices soaring, a new study from The NPD Group finds consumers looking for value, making trade-offs and counting on leftovers when planning their meals.

The NPD report – *How Do Economically Challenging Times Affect In-Home Meal Strategies?* – found one-third of adults feeling their financial situation is worse this year than last, and the most concerned are those with larger families. Among these “financially concerned” adults, more than half said they are trying to prepare meals at home, to use up leftovers, and to stock up when items are on sale.

“American consumers now spend about 10 percent of their disposal income on food and have not, historically, allowed food expenses to rise faster than their disposable income,” said Harry Balzer, NPD vice president. “Consumers will likely shift behaviors to find food solutions that meet a budget before spending more on the same foods.”

Another strategy consumers use to

manage their spending on food is to change where they get meals and snacks. In past economic downturns, they have turned more to supermarkets and meals at home and pulled back on going to restaurants. Last year, 80 percent of meals and snacks were consumed at-home vs. 20 percent at restaurants, and according to another recent NPD study, the restaurant industry posted no growth in 2007.

“Despite rising grocery prices, in-home meals still provide a better value to consumers,” said Arnie Schwartz, who heads up NPD Group’s food and beverage unit. “One estimate shows that an in-home meal costs about a third of a meal purchased away from home.”

An added longer-term factor fueling the increase in in-home meals is a leveling off of women entering the workforce. “One of the pillars of change affecting the way people eat over the last five decades has been the increase of women in the workforce,” said Balzer. “We haven’t seen those increases in women working recently and that too is influencing the choice of where people eat.”

– *Progressive Grocer*

Grocers sour on grape packaging rules

USDA officials are proposing rule changes that would allow an increase in the number of loose grapes in bags sold at the grocery store without considering them defective. Buyers say permitting more loose grapes will lower the quality and make the fresh produce harder to sell. Under the Feb. 26 proposal by the Agricultural Marketing Service, an additional five percent of loose grapes in containers would not be counted as defects. Currently, loose grapes are counted toward a 12 to 15 percent

“tolerance” for imperfections under the No. 1 standard. If approved, the change would allow imperfect grapes to total up to 20 percent of those in a container or bag. Comments closed Mar. 27, and regulators are reviewing them. California growers have been pushing to increase the limit on loose grapes since 2005. The debate is over image and the bottom line in the \$2 billion fresh table-grape market, which has grown to 7-8 lbs of grapes per American, up from 2 pounds per person in 1970.

USDA to conduct more seafood country-of-origin labeling inspections

The U.S. Department of Agriculture will conduct surveillance reviews of retailers for compliance with seafood country-of-origin labeling requirements. Retailers with more than \$230,000 in invoice costs for fresh and frozen fruits and vegetables are required to label fish and shellfish with the country-of-origin and production method (farm-raised or wild) at the point of sale. USDA and the 50 states will conduct reviews in 2,000 stores between

now and the end of September, up from 1,657 similar reviews in 2007. If violations are found, they will be referred to USDA. Retailers have 30 days to respond indicating what steps have been taken to assure compliance. Retailers are advised to review their compliance procedures for labeling/posting of seafood country-of-origin and production methods. In addition, USDA is drafting regulations for country-of-origin labeling of meat and produce.

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Credit card fees hit C-Store profits

The latest annual report issued by the National Association of Convenience Stores (NACS) offers the following information:

- Convenience store industry sales reached a new high of \$577.4 billion in 2007, but profits dropped by \$1.4 billion, largely because of higher credit card fees, which surged \$1.0 billion, or 15.2 percent, to reach \$7.6 billion.
- Industry pretax profits dropped

by roughly the same amount, \$1.4 billion, falling to \$3.4 billion. The net effect is that the industry’s credit card fees are now more than double the industry’s pretax profits.

- Overall, industry revenues climbed only 1.4 percent, leveling off an extraordinary decade of growth that saw industry revenue grow more than three-fold from \$174.2 billion in 1997.



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By M. Scott Bowen
Michigan Lottery Commissioner

The Michigan Lottery's Raffle series, which includes the Millionaire Raffle and the Super Raffle, has been a huge success. Ticket sales of the four Millionaire Raffles and the three Super Raffles already conducted have totaled \$83,466,700 million, and you, our retailer partners, have earned \$5,926,136 in commissions.

Based on the correspondence we receive from players, the interest in Raffle games remains strong. And to maintain that interest, we are making some exciting improvements to the next Millionaire Raffle game due to launch May 5, including tripling the total number of prizes.

The fifth Millionaire Raffle, which will have a total of 600,000 tickets, will offer an early bird discount. The special incentive will offer the first 100,000 tickets for \$18 each. Once ticket no. 100,000 is issued, the remaining 500,000 tickets will be sold at \$20 each. The fifth Millionaire Raffle will also offer a new prize structure. In addition six prizes of \$1,000,000 (\$650,000 cash); 12 prizes of \$100,000, and 2,000 prizes of \$500, we've added 4,000 prizes of \$100 each. Overall odds of winning are one in 100.

The Millionaire Raffle winning numbers will be drawn on or after Monday, June 23, 2008. If all tickets are not sold by June 23rd, the

drawing will be conducted within 10 days of raffle sellout.

You will definitely want to promote the all new Millionaire Raffle game to players. Not only will you earn your standard sales commission of \$1.20 per ticket (even on the discounted tickets), but you stand to get some great publicity if you sell one of the top prize winning tickets.

New instant games: Five new instant games are on tap for April. Double Whammy, at \$1 and with top prizes of \$2,000, and Mother's Day Wishes, at \$5 and with top prizes of \$200,000, both go on sale April 14. The Lottery's Mother's Day ticket is always very popular, so be sure to stock up.

Also guaranteed to be a big seller is the \$1 Lucky Dog ticket, which will be available on April 28. This is the second round of Lucky Dog tickets, which feature photos of Lottery players' dogs and top prizes of \$5,000. Also available on April

28 will be two new \$2 games, Strike It Rich and Block Party Bingo, both with \$20,000 top prizes.

Over 95 cents of every dollar spent on Lottery tickets is returned to the state in the form of contributions to the state School Aid Fund, prizes to players and commissions to retailers. In fiscal year 2007, the contribution to schools was \$748.9 million. Since its inception in 1972, the Lottery has contributed more than \$14.3 billion to education in Michigan.

For additional information, please visit the Lottery's Web site at www.michigan.gov/lottery.

Dear readers:

Last month's column inadvertently left out two of our million-dollar retailers:

Angelo's Food Specialty in Benton Harbor and Meijer No. 145 in Fraser. We apologize for the mistake. These retail stores deserve to be acknowledged and thanked!

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- 2,000 Prizes of \$500
- NEW! 4,000 Prizes of \$100!

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Only 600,000 tickets will be sold and six players will win \$1,000,000. And with so many winners, this is the best Millionaire Raffle game yet!

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Now, not only can you cash \$500 winners in your store, but thousands of \$100 prizes can be cashed right on the spot, too. Other retailer benefits include:

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- All Lottery retailers earn \$1.20 on each ticket sold
- Over \$800,000 in total commissions

**Drawing on or after
June 23, 2008**

Synergistics provides a host of logistics solutions

By Kathy Blake

As the cost of transportation continues to increase, companies with private fleets are faced with the challenge of containing expenses. One solution is to employ a logistics company to customize driver routes.

Synergistics, LLC was created in 2005 to provide logistics solutions, utilizing the resources and best practices developed by its sister company UBCR, LLC. Synergistics is owned by Schupan & Sons, Inc. and TOMRA of North America and has three locations in Michigan: Wixom, Grand Rapids and Kalamazoo. In 2006, the partners built the Wixom facility. "We built it large, because we're still growing. At our current rate of growth we'll have to expand in two years," said Lou Grech-Cumbo, president of Synergistics, which offers services on five different platforms with the route management piece being their premium service.

Logistics services

"Synergistics does routing for any company with a fleet of vehicles," says Grech-Cumbo. Clients include Tier 1 auto suppliers, meat packers, steel recyclers, and more. Synergistics handles routing for trucks and drivers in Michigan, Ohio, Indiana and California as well as several New England states. The company does routing for other companies' fleets, as well as for its own trucks and drivers. Drivers use handheld or pocket PCs that receive instructions and mapped directions of where to go to pick up or deliver products.

"We provide as little service or as comprehensive as our customers require," said Grech-Cumbo. The services can include route

management, fleet management, asset base logistical solutions, consulting and software sales. With its route management services, Synergistics offers on-demand route optimization, which can result in improved productivity and the reduction in traveled miles.

Third-party pickup of returnables for smaller stores

For small- to medium-sized retailers whose backrooms are knee-deep in returnable bottles and cans, Synergistics offers a solution.

"Over the last eight years, retailers have had difficulty returning empty containers when distribution center drivers arrive with new products because the truck is often too full to take the empties back. This year Synergistics began servicing these retailers. In the state of Michigan a wholesaler is responsible to redeem a carbonated beverage container. Synergistics picks up the empty containers for the wholesalers allowing them to carry more products on their trucks for delivery to stores," explained Grech-Cumbo.

The company will pick up all containers, regardless of manufacturer, for a nominal fee by either the wholesaler or the retailer. Synergistics picks up all of a retailers' containers in bags and processes them by manufacturer. The totals are provided to the manufacturers and they, in turn, reimburse the retailers for their deposits. "It cleans the retailer's back rooms out quicker," said Grech-Cumbo.

UBCR 3rd party pickup for larger retailers

UBCR was formed to be an

industry solution for the collection, transportation, and processing of empty returnable beverage containers in the state of Michigan. It was started in 1997, with one driver, one tractor, and six trailers, picking up between nine and ten million cases of returnable bottles and cans from thirteen stores for ten distributors. UBCR now has 32 drivers, 15 tractors, and 170 trailers picking up in excess of 108 million cases from 550 stores for over 100 distributor/wholesalers.

"We pick up 2.3 billion containers per year in Michigan, representing 68 percent of all returnables in the state," said Grech-Cumbo. He hopes to collect part of the other 32 percent with Synergistics.

UBCR, LLC operates around the clock (except Thanksgiving and Christmas Day) from locations in Wixom and Grand Rapids. Retailers that redeem over 750,000 containers annually, utilize reverse vending machines with UPC detection



left: Lou Grech-Cumbo, president of UBCR and Synergistics.

below: Synergistics has a team of logisticians who track the locations of trucks and send routing instructions electronically to truck drivers. The technology improves the expediency and fuel efficiency of trucking fleets.



capabilities and are within a 200-mile radius of the two locations are eligible for services.

With UBCR, retailers can reduce labor costs by 20 to 30 hours per week and have a cleaner back room environment with empty containers stored in high-volume Gaylord bins, provided at no cost by UBCR. The company created the 4' x 4' poly bins plus a shorter bin size of 4' x 3'8"

Synergistics,

Continued on page 28.



The Wixom plant where the returnables go to be sorted, counted and prepared for recycling

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Ohio State Representative Matthew Dolan strives to be next Speaker of the House

**Ohio State Representative
Matthew Dolan**

Republican

District 98
City: Novelty
Term in Office: 2nd
Occupation: Attorney

By Kathy Blake

When Rep. Dolan votes on bills, he keeps his priorities in mind. He votes in favor of local government, reducing taxes and "Real" cuts in government spending. He also supports programs that create jobs and promote Ohio businesses, such as the Ohio Economic Stimulus package. "When Governor Ted Strickland instituted a plan to create jobs, he wanted to borrow \$1.7 billion from the general revenue fund," explained Dolan. Working

within the Republican caucus, Dolan fought the increase in government spending. "I want to achieve our state's goals of economic stimulus but not on the backs of future generations, said Dolan adding, "so we developed a pay-as-you-go plan. This plan borrows \$1.5 million and the payments will be much higher."

One part of the package includes revitalization of contaminated land. "With the Clean Ohio fund, brownfields and other contaminated tracts of land would be revitalized. Of the \$400 million needed, only \$200 million is sought through bonds from the general revenue fund. We hope to pass this through this summer."

Rep. Dolan stepped down from his position as chairman of the House finance committee in order to work on policy issues such as sponsoring the Great Lakes Compact. He is also seeking support within the

Republican caucus to be the next Speaker of the Ohio House of Representatives. Current Speaker Jon Husted, (R-Kettering), will complete his last term this year.

Rep. Dolan sponsored the Ohio bill for ratifying the Great Lakes-St. Lawrence River Basin Water Resources Compact. His bill passed in the house 90-3. The compact is an agreement, between the eight states that border the Great Lakes, to prevent diversion of water resources. It is currently in committee deliberation in the Senate. "If any state makes any changes, it goes back to 'Square One'. Four states have ratified it. With time and education, hopefully we can get it passed," said Dolan tentatively.

Representative Dolan's involvement in the reformation in the business tax code continues to attract new businesses to Ohio. "As a result of these changes and reforms, Ohio has created more than 36,000 jobs since June 2005," he added. "Families have already begun to see the benefits of the 21 percent personal income tax reduction included in the revised tax code."

He worked on the legislation last fall that allowed wineries to ship directly to Ohio consumers. Rep. Dolan is now pushing to increase the amount of wine that producers are allowed to ship directly to Ohio residents from 150,000 gallons to 250,000 gallons.

When looking at the big picture, Rep. Dolan says he supports legislation that protects citizens and assists, but doesn't sustain those in need. Regarding public schools, he believes the state needs a complete overhaul of educational spending and districts that are doing well should be rewarded while poor performing districts should be eliminated or overhauled.

Professional

Rep. Dolan is a current partner in Thrasher, Dinsmore & Dolan law



firm. He is formerly Chief Assistant Prosecutor for Geauga County and Assistant Attorney General for the State of Ohio.

Community and civic activities

Rep. Dolan is a member of the American Red Cross Advisory Board in Geauga; and a board member of the following: Kent State University-Geauga campus; Geauga County Library Foundation; Kent State University, Geauga Campus and the American Red Cross Cleveland Chapter. He is also a member of the Geauga Library Foundation and the Geauga County Republican Party Finance Committee.

Background

Born in 1965, Rep Dolan graduated from Boston College with a Bachelor of Arts in History. He received his Juris Doctorate from Case Western Reserve University. The representative has a son who helps keep him active in outdoor activities including swimming and baseball.

Contact

To reach Rep Dolan, write to State Rep. Matthew Dolan, 77 S. High St, 13th Floor, Columbus, OH 43215-6111 or call (614) 644-5088 or email district98@ohr.state.oh.us

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Econo Foods keeps in step with customers' demands

By Michele MacWilliams

There is a family-owned chain of six stores in Michigan's Upper Peninsula and northern Wisconsin that, through its history, has evolved and changed with the demands of its customers. The stores go by the name of T&C Markets and Econo Foods. There are three stores in Michigan and three in Wisconsin.

James Tadych, owner and founder, began his grocery career as a young man working in his family's store. His father stressed that customer satisfaction is always first and Jim has set that as a high priority in all his stores today.

Before beginning his grocery career, Jim took time to serve his country in the Army. Then in 1968, upon his return from the service, he purchased his first store in Brillion, Wisconsin and called it T&C Market. It didn't take long before there was a second T&C in Shawano, Wisconsin.

Jim could see that the grocery world was changing by leaps and bounds, not only structurally but technologically as well. He watched trends closely and worked at changing and growing his stores with the evolving tastes of his customers as he improved store operations with the advances in technology.

Shortly after opening the Shawano store, he began work on a new concept - the warehouse-style store that concentrated on low prices. He opened Econo Foods in Sturgeon Bay, Wisconsin and introduced the warehouse format to its residents. The concept was such a success, that Jim later reproduced it at three locations in Michigan (Marquette,

Houghton and Iron Mountain) and one more in Clintonville, Wisconsin. Econo Foods is a Nash Finch concept, which Jim personalized to suit the customers in his Northern Michigan and Northern Wisconsin regions.

The idea was to sell products at prices lower than conventional supermarkets by keeping employment and services to a minimum. Hence, items were simply stacked in their packing boxes and customers bagged their own groceries. A key factor in the warehouse format was the computer technology that, by this time, had become instrumental in the supermarket industry. It offered retailers better control of both inventory and prices.

The warehouse concept was popular for a time, however Jim realized that - although efficient - warehouse shopping wasn't everything to everyone. As demand grew for more upscale products and a wider assortment of goods and services, Jim changed his stores with the times.

He began to focus on the perimeter departments including banking facilities, floral, in-store bakeries and an expanded produce section. As he introduced more of these services, he moved away from the warehouse-type displays in exchange for more traditional shelving.

Today, Econo Foods still offers low prices, but they also cater to the many other needs of their customers. A new décor package was recently added to most of the stores, providing a bright, clean and comfortable atmosphere. The bakery department is full service



and bakes from scratch daily, turning out everything from bread and donuts to wedding cakes. The produce area is extensive and offers a large organic section. "Fresh, fresh, fresh is what we're all about," says Dave Tadych, Jim's brother and general manager.

The stores truly have something for everyone. They range in size from 30,000 to 60,000 square feet and feature services including Rug Doctor, photo copies, UPS drop off, laminating, Lottery, Lotto, film developing, Western Union, money orders and more.

Hungry lunch patrons will find a full-service deli, a changing menu of hot and cold prepared meals, and a fresh salad and olive bar.

Econo Foods also features a floral department with free delivery to the local hospitals and funeral homes and wine aisles which carry the box and jug variety all the way to Opus One,

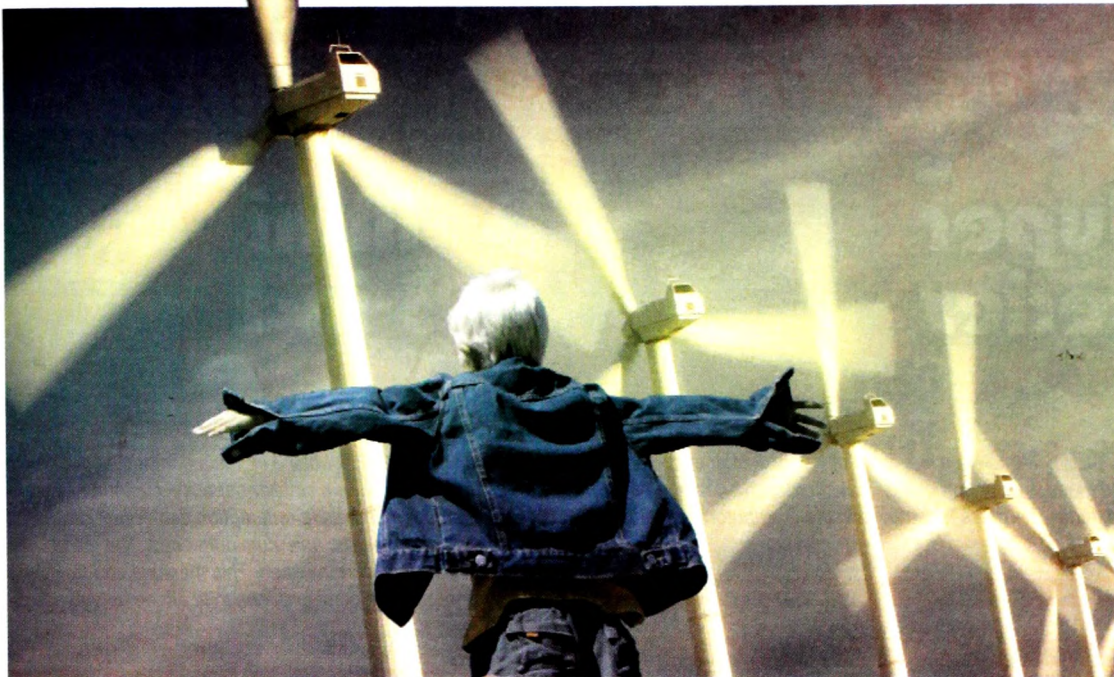
a Napa Valley premium wine that retails for well over \$100.

"The Opus sells too!" chuckles Dave. "Our goal is to offer the largest variety of items at the highest possible quality," he adds.

Econo Foods caters to the needs of their senior customers with a Senior Citizen discount day (Wednesday), parcel pickup, wheelchairs, special designated senior parking and electric carts.

"We are also proud to say that we have contributed over \$1 million to local churches, schools and other non-profit organizations, in addition to the sponsorship of many youth sports activities and other groups," Dave says proudly.

It is safe to say that Econo Foods is truly ingrained in the Northern Michigan and Wisconsin communities in which they serve. As the wants and needs of the region change, so - in turn - does Econo Foods.



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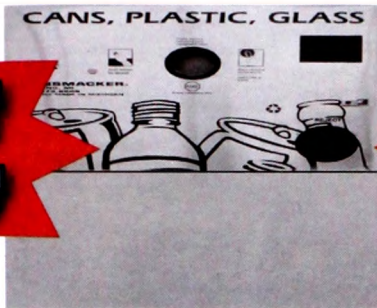


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Front Unload W/ Side Glass	47"	72"	54"
Rear Unload W/ Rear Glass	47"	72"	54"
Rear Unload W/O Glass	47"	72"	34"

VOLTAGE

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Front Unload W/ Rear Glass	32.5"	72"	53"
Rear Unload W/O Glass	32.5"	72"	33"
Rear Unload W/Side Glass	53"	72"	33"

VOLTAGE

110-115V 1 Ph (Standard Outlet)

PERFORMANCE/CAPACITY

Glass—40/minute—Holds up to 140

Plastic—30-45/minute—Holds 120-200

Cans—50+/minute—Holds up to 480

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Tough times mean higher use of coupons

An economic downturn and technology advancements will lead to increased coupon usage among U.S. shoppers, according to survey results released by Toronto-based Information Communications (ICOM).

Of the 1,529 U.S. consumers who responded to a recent ICOM survey conducted in mid-February, 67 percent said they are much more likely, or somewhat more likely, to use coupons during a recession. The breakdown was 45 percent much more likely and 22 percent somewhat more likely.

Broken down by age, 71 percent of consumers in the 18-34 year-old age bracket said they are much more likely or somewhat more likely to use coupons in a recession, vs. 68 percent in the 35-54 year-old bracket and 63 percent among those 55 years and above.

When it comes to coupon technology, 58 percent of respondents believe their coupon use would increase if they could download a coupon from the Internet and have it automatically connected to an electronically swiped frequent shopper card.

Of that 58 percent, 35 percent said they are much more likely to use such a card and 23 percent said they are somewhat more likely. AOL, Kroger, General Mills and Procter & Gamble are currently testing such high-tech coupons.

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

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Is your store secure?

Security breach at Hannaford Brothers Supermarkets serves as a warning to all.

By Michele MacWilliams

In March, a security breach at Hannaford Brothers Supermarkets, an East Coast supermarket chain, exposed 4.2 million credit and debit card numbers and led to 1,800 cases of fraud. Hannaford said credit and debit card numbers were stolen during the card authorization process and about 4.2 million unique account numbers were exposed. The breach affected all of its 165 stores in the Northeast, 106 Sweetbay stores in Florida and a smaller number of independent groceries that sell Hannaford products.

Then in April, a breach at Advance Auto Parts affected 56,000 of its shoppers in eight states. The discovery of the breach has prompted Advance to reassess its security measures.

These two instances are the latest at big U.S. retailers. Last year, TJX Companies, Inc. which runs discount retail brands TJ Maxx and Marshalls, disclosed that data from 45.7 million credit and debit cards were stolen by hackers over a period of 18 months,

as well as personal information for 451,000 people.

What can a retailer do to prevent security fraud?

There is no fool-proof manner in which you can protect yourself. However there are mandated requirements to which you must comply. If you do not take these required safety measures, you are putting your business or company at severe risk. The most critical compliance requirement for the acceptance of electronic payments is the Payment Card Industry Data Security Standard (PCI-DSS). PCI-DSS compliance is now mandated of every merchant or company that in any way handles, obtains, transmits or stores electronic payment data. Do not be fooled just because your processor is compliant. That does not relieve you from having to comply.

Recently, the Payment Card Industry Security Standards Council released a new set of Self Assessment Questionnaires required

for some credit card merchants to comply with the PCI DSS. Major retailers must have an auditor assess compliance. However, those retailers with fewer than 6,000,000 transactions per year instead can complete a Self Assessment Questionnaire (SAQ) on their own, combined with a Quarterly Network Scan. There are four distinct SAQs, designed to match different types of merchants, labeled from A to D, with A being the simplest and D being the most complex and thorough.

To help the retailer through this process, the National Grocers Association (N.G.A.) offers the N.G.A./CSR PCI Compliance TOOLKIT, an integrated cross-referenced system, which allows the merchant the ability to fully comply with the mandated requirements. It includes a detailed implementation manual, the required self-assessment questionnaire, procedures, policies, training manual, employee handbook inserts and penetration or vulnerability scans for one year.

If a breach occurs at your location

- Immediately put into action your pre-existing containment plan. If you do not have a plan, discuss this now with your processor and/or financial institution.
- Notify law enforcement.
- Notify your merchant financial institution and/or processor.
- Preserve evidence.
- Keep an accurate record of all actions taken, by whom and the time and date of the action.

The information that you should have available includes:

- Why you suspect that you have been compromised;
- What documentation you have as to the potential size of the compromise;
- The names of people that have access to the information;
- The name of your processor and merchant bank and the appropriate identifying information; and
- The physical location and equipment where the suspected breach occurred.

For more information on the TOOLKIT, visit the N.G.A. website at www.nationalgrocers.org, or contact N.G.A.'s Mary Wallace at (703) 516-0700. Also look for an AFPD sponsored workshop on PCI Compliance to be held this summer.



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202	203	302	303
204	205	304	305
206	207		
208	209	308	
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Free Tickets!

AFPD members will receive free tickets in the mail, one week prior to the show. Non-members: call AFPD at 1-800-666-6233 and we will send you free tickets too. Admission is \$12 at the door, so be sure to get your tickets early!

Free Parking!

Thanks to CBIZ, AFPD's Parking Sponsor, attendees can park for free! Park near the east entrance to enter the show.

Special Hotel Rates

AFPD has negotiated special hotel rates at the Holiday Inn Cleveland Airport, 4181 West 150th Street in Cleveland, 44135. Call (216) 252-7700 and mention AFPD to take advantage of this special offer. The rate for a single or double room is \$79 per night.

These are just a few of the exhibitors and products at the Trade Show:



With a team of more than 44,000 employees and 33 manufacturing facilities in the U.S., Frito-Lay's dedicated sales force, powerful direct-store-delivery system and world-class operations teams make it the industry leader. Frito's mission "To become the world's favorite convenience fun foods company," drives them to deliver sustained growth, through empowered people, acting with responsibility and building trust. Sample some great Frito-Lay products and learn how they can help your snack sales.

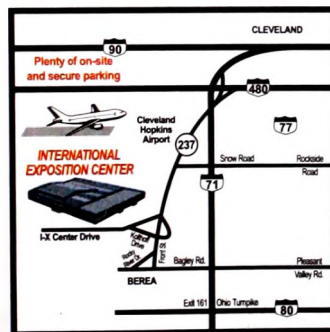
NEW ENGLAND COFFEE

Enjoy a good cup of Joe with New England Coffee! Through Liberty USA, the New England Coffee Company provides premium-quality, 100 percent Arabica coffee, and – for all your coffee purchases – you will receive a two-percent rebate! In addition, Liberty will give you one free month's supply of coffee every year and all equipment is provided at no charge.



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

I-X Center
1 I-X Center Dr.
Cleveland, OH 44135



Reliable Oil Equipment, Inc. provides a full line of products from the leading manufacturers and offers an extensive range of services. See how Reliable Oil Equipment can be your one stop for fuel system equipment.

Dairymens*

When it comes to dairy sales, independent Ohio retail members can now compete with the larger chains. Visit the Dairymen's and H. Meyer Dairy booth to learn about AFPD's group purchasing power for low dairy prices, in addition to a two-percent rebate on all purchases. Dairymen's covers the area north of I-70 and H. Meyer Dairy works with members south of I-70, so no matter where you are in Ohio, you can reap substantial savings with this program.



The Ohio Lottery Commission was created in May 1973 by a voter-approved constitutional

amendment. The first tickets went on sale in August 1974. Today, the Ohio Lottery Commission offers customers a wide variety of instant games and on-line games to play at about 8,500 licensed retailer locations across the state. Since 1974, the Lottery has provided more than \$14.5 billion to public education. Annually, they provide about 4.5 percent of the funding needed for public education - an effort shared by local, state and federal governments. Come visit their booth to learn more about the Ohio Lottery and all their current games.



Think of Home City Ice as bottled water in a bag! It begins with the company's sophisticated purification process. By freezing water from the "inside out," all impurities are eliminated. Drinks also look better, since there is no air trapped in the cube which can leave a cloudy appearance. You'll also find that Home City Ice cools drinks faster and lasts longer than ice made in a traditional home freezer. The convenient 7 lb. Home City Ice bags fit easily into home ice makers and freezers, so customers can have the great Home City Ice taste everyday! Stop by their booth for more information. Thank you Home City Ice for providing all the ice to keep our products cool at the trade show!

At the USTI/Lyndall Insurance Agency booth, you will find answers to



all of your insurance needs. After more than 15 years of providing solutions for Ohio Underground Storage Tank owner's deductibles, they can clear any confusion you may have regarding your insurance requirements and deductibles. USTI/Lyndall has saved hundreds of Ohio AFPD members significant premium dollars on their entire insurance programs. They understand all of your requirements when it comes to property and casualty insurance. Thank you USTI for being our trade show bag sponsor!



COLD. HARD. REFRESHING.

Mike's Hard Lemonade Co. is a Canadian-based manufacturer of flavored malt beverages. It is named after its flagship and original product, Mike's Hard Lemonade. The "Mike's" product line now includes Mike's Hard Lemonade, Mike's Hard Iced Tea, Mike's Hard Cranberry Lemonade, Mike's Hard Berry, Mike's Hard Lime, Mike's Light Hard Lemonade, and Mike-arita. Enjoy samples at the show.

COLLINS EQUIPMENT

For 65 years Collins Equipment has been a petroleum equipment supplier, service organization and an installer. Collins is a member of the Petroleum Equipment Institute and holds a position on the board of directors of the Ohio Petroleum Contractors Association. The company represents Dresser Wayne fuel pumps, Verifone fuel controller POS devices, and Veeder Root tank gauges as full-service distributors in Ohio. Please stop by their booth to see what's new in petroleum equipment!

OHIO BRIDGEWAY POWER

Ohio Bridgeway Power is the distributor representative for Cummins Power Generation Systems, a leading worldwide producer of generator systems of all sizes and types. Bridgeway Power; a Division of Cummins Bridgeway LLC., will be providing customers with business solutions for emergency backup power. These services include rental generators and associated equipment/service, 24/7 service/parts and maintenance and new stationary emergency generator systems. Make sure your business is ready to deal with the unexpected!



Platinum Wireless is a national sales and distribution organization that offers a wide range of products and services such as PayGo, Boost Mobile, Sprint, VOIP, wireless handsets and accessories. Want to attract new customers? Increase your cash flow? Now you can! Platinum Wireless is proud to offer the all new Sony SnapLab. Drive business into your location by offering your customers the opportunity to print their digital images from either their Bluetooth phone or digital camera. Sony SnapLab is a stylish, compact, portable on-location photo lab. See it for yourself at the Platinum Wireless booth.

CBIZ

CBIZ Benefits & Insurance Services

CBIZ understands what it's like to run a business. CBIZ is uniquely positioned to assist you with professional services and solutions including employee benefits, HR, accounting/tax, retirement services, wealth management and other business needs. According to Business Insurance magazine, CBIZ is the number one benefits specialist for the past six years. Stop by their booth to discover how they can help your business.

AIR-serv

Servicing the petroleum industry since 1981, Air-serv has become the recognized leader for tire inflation and vacuum services. Enjoy the benefits of reliable air and vacuum services without the headaches. Air-serv's program can create a new profit center while providing service and maintenance at no cost to the customer. Stop by their booth to find out how you can benefit from air!



The H.T. Hackney Company began in 1891

as a small grocery distributor with a simple promise: to provide fine products with integrity and superior service. As one of the largest wholesale distributors in the United States, Hackney services over 25,000 retail locations and stocks over 20,000 products. Let them show you how to be successful in today's increasingly competitive market. Please visit the Hackney booth for more information.

GILLIGAN OIL COMPANY

Gilligan Oil has sold fuel under BP, Shell, Sunoco, and Exxon banners. In addition to operating our own convenience stores, they also operate Gilligan Oil Distribution and Transportation, Subway food franchises, and Gills Car Washes. Gilligan Oil is also the regional franchise developer for the Exxon/Mobil "On the Run" convenience store franchise. Gilligan Oil, through their expertise and experience, can provide you with support in all aspects of the petroleum industry. Visit their booth to find out more.

SWISHER INTERNATIONAL

Swisher International, Inc. is a leader in the tobacco business, accounting for one-third of the nation's cigar sales and standing as America's largest cigar exporter. Stop by their booth to learn more.

Show Products,
Continued on next page.

Show Products,

Continued from previous page.

HUNT BROTHERS PIZZA

Now you too can offer hot, delicious pizzas to your customers. Hunt Brothers Pizza offers turnkey pizza operations for c-stores, including weekly service by a pizza consultant, inventory rotation, POS signage and in-store training. Find out more, at the show!



If you are looking for a one-stop shop for all your Sprint Cup NASCAR merchandise, New Dale Jr. #88 gear, Wild Wear biker accessories, giftware, glassware, knives, state souvenir programs, collegiate merchandise, die cast collectibles, and other impulse counter display merchandise, then look no further than Hi-Way Distributing! They carry the latest merchandise and customized planograms! Stop by their booth to see what they can do for you!"

TECHNIQUE ROOFING SYSTEMS

Technique Roofing Systems LLC creates custom prefabricated roofs. Over 80% of each roof is manufactured in a controlled environment with prefabricated panels up to 3000 square feet. This technique reduces the amount of field seams. Visit them at their booth to find out more.

Since 1932 Modern Welding Company, Inc. has provided top-quality underground and aboveground storage tanks for petroleum and chemical products. Please stop by their booth and ask about our existing and new products to serve your storage needs.



Marketplace Solutions of Michigan looks to be the leading provider of retail and hospitality Point-of-Sale systems. A stop to their booth will provide information on optimum response time, technical expertise, industry knowledge, competitive pricing, and support. Whether your business is small or large, Marketplace Solutions has a system for all requirements.



Established in 1907, Faygo Beverages' products are primarily distributed east of the Mississippi River and include about 40 flavors plus Ohana non-carbonated beverages and Rip It Energy Fuel. Sample some of the superior flavors of Faygo at the show!



Liberty USA currently services Pennsylvania, Ohio, West Virginia, Maryland, Delaware, New York, Kentucky and is growing! Liberty offers incentive programs that add more profits to your bottom line including a state-of-the-art food service program and monthly flyers timed to maximize your sales efforts to the selling seasons. A full-service convenience store supplier and exclusive AFPD supplier in Ohio, Liberty now introduces Cold Cow Ice Cream and DaVinci's Pizzeria. For more details, contact Liberty's sales department. Phone: 800-289-5872 or 412-461-2700, ext. 3, Fax: 412-461-2734, www.libertyusa.com, e-mail: salesmarketing@libertyusa.com



Family-owned since 1920, Ballreich's is an 88-year young company with a passion for making "THE BEST POTATO CHIPS IN THE WORLD." They strive to offer a premium, melt-in-your-mouth product each and every time a bag is opened. They offer potato chips, tortilla chips, popcorn, pretzels, pork rinds, party mix, corn puffs/curls, licorice, nuts, meat snacks and seasonal chocolates in a variety of sizes from vending to institutional. With competitive pricing, a product that is always light and crisp, and exemplary customer service, their market share is growing by leaps and bounds. Find out why they are so popular by visiting the Ballreich's booth!

COMMONWEALTH BRANDS

Commonwealth Brands, Inc. is the fourth largest cigarette manufacturer in the United States, producing six brands of high-quality cigarettes that are sold at discount prices. Commonwealth Brands also manufactures Tuscan, which is their introductory premier brand. See their entire line at the show.



Avizent/Frank Gates, AFPD's Ohio workers' compensation program administrator, helps AFPD members achieve the highest possible savings on premiums. See how much you can save! Visit their booth and fill out a free, no-obligation savings estimate. Avizent/Frank Gates has 62 years of experience serving Ohio employers. Along with group rating and workers' compensation claims management, the company offers claims administration for auto, general and property liability, alternative risk financing and RMS software. Learn more at www.avizentrisk.com.

ATM OF AMERICA

ATM of America, Inc. is a full-service ATM company, established in 1997, with the mission to provide complete cost-effective ATM solutions to businesses, large and small, across the country. ATM of America has identified the key factors to net a great return on your investment. They also provide personalized customer service and a huge selection of ATMs from top manufacturers such as Triton, Tidel and Tran, with certified and experienced technicians to provide support. Ask for more information at their booth.



What makes Genuine Broaster Chicken® the best fried chicken in the world? Genuine Broaster Chicken® begins with the finest quality chicken, carefully marinated and coated with specially formulated Broaster ingredients. Then, as each order is received, the chicken is placed inside the Broaster Company manufactured pressure fryer, designed to cook each individual piece of chicken "under pressure" in the chicken's own natural juices, limiting the absorption of cooking oil and driving the marinade deep down to the bone while searing the chicken with a golden, crispy-crunchy coating. Stop by their booth to learn more about this company and about becoming a certified broaster operator.

CAR WASH TECHNOLOGIES

Car Wash Technologies is a full service distributor for Belanger and Mark VII car wash systems, featuring the latest innovations in touch-free automatic car washing, soft touch friction rollovers, and express exterior and full service tunnel equipment lines. Car Wash Tech provides unmatched sales, service, installation and financing options for Pennsylvania, Ohio, and Northern West Virginia. Find out more at the show.

Products,
Continued on next page

Real Living
BUSINESS
The Commercial Partnership

Are you considering the sale of your existing gas/convenience store operation or are you interested in buying existing fuel/convenience operations and want to know how or where to begin the process? Real Living Business

Partnership maintains a professional staff of brokers devoted exclusively to the art of mergers and acquisitions and site selection services. Whether you are considering entering the exciting fuel and convenience market, expanding on your present location holdings, or looking to exit the market, you owe it to yourself to consult with a professional. Contact Scott Hrabcak or Tim Weber of Real Living Business/Commercial Partnership Inc. 614-888-3456, or better yet, visit them at their booth. Professionals with the experience and market knowledge to help you reach your investment goals!

Astro Inc.

Astro Food Equipment is a full service distributor for Henny Penny in Eastern Ohio and West Virginia. Astro offers sales, service and parts as well as breaching and oil. Astro can provide everything needed for a successful hot food program. The company also handles over 100 additional manufacturers to service all of your foodservice requirements and they would like to meet you at the show.

EMIL PAWLUK & ASSOCIATES

Emil Pawluk & Associates will be featuring Dresser Wayne Nulleus POS/Dresser Wayne Ovation Dispensers. Dresser Wayne is a leading supplier of integrated solutions to the global retail petroleum industry. At the show, you can discover how these systems can be the solutions for your business.

PINEBROOK VALLEY MEAT COMPANY

Pinebrook Valley Meat Company has introduced a full economic box meat program which is being distributed exclusively by Sherwood Food Distributors. This exciting program can result in substantial savings. Please take the time to visit their booth for further information.



Orlando Baking Company has over 250 varieties of breads and rolls, and a product line that includes: Italian, French, Rye, and Wheat breads; an extensive variety of Subs, Hoagies, Kaisers, and Hamburger Buns; and one of the largest varieties of Dinner Rolls offered by any bakery. Their signature Ciabatta® Bread is becoming a staple on menus across America along with their stonebaked Artisan breads. Stop by their booth to find out how you can provide their quality breads to your customers.

The Amster - Kirtz Company

Amster-Kirtz Company will be featuring tobacco, candy, energy drinks and grocery items. Stop by their booth for more information.



Ohio Bureau of Workers Compensation will be on hand to answer your questions and discuss their free safety service, premium payments and discount programs. They will also be available to tell you about education opportunities, reserving systems and new programs for the future.

Show Products,
Continued on next page.

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Fax: 1.877.719.6997

Show Products,

Continued from previous page.



At the Diageo-Guinness booth, retailers will be able to sample an assortment of malt beverages. Guinness Irish Stout was the first stout ever produced. Guinness is a complex, robust tasting beer with a creamy aftertaste. Smithwick's Irish Ale is Ireland's oldest and best-selling ale. Smithwick's is a clean and refreshing ale that balances bittering hops and roasted barley for a flavorful beer experience. Smirnoff Ice's newest flavor sensation, Strawberry Acai, combines Strawberry and exotic Acai berry from Brazil for a terrific new flavor combination that is both flavorful and refreshing.



Xerxes/Franklin Fueling/Beta Lighting will be at the show with petroleum equipment, underground tanks, pipe and lights. Stop by their booth to learn more about these great products.



Jones Soda has always been about the people and interacting with the consumer. Starting with the ever changing photos on their labels, Jones Soda has created a cult following and a passion for their product. In addition to funky labels, Jones Soda uses pure cane sugar instead of high fructose corn syrup. Their selection of flavors is unique and includes Orange & Cream, Green Apple, Blue Bubble Gum and Fufu Berry to name a few. Stop by their booth and for a taste!

Slowing economy hurts food banks

You can help with the AFPD 1.5 Million Pound Challenge

A slowing economy and rising food prices have sent more families to food banks seeking assistance with groceries. Food-assistance charities find their shelves are less stocked and that there is an increase in the number of those in need.

Even in the more affluent areas, food banks are feeling the pinch. In addition, rising costs of energy, fuel and food have food banks struggling to pay their bills and help those in need. Contributing to the stress on food banks are declining donations from farmers, who are selling more products overseas.

You as retailers can help this problem in Michigan through the AFPD 1.5 Million Pound Challenge – our Forgotten Harvest program. AFPD is challenging its member retailers and wholesalers in Metro Detroit to help exceed its last year's goal of donating one million pounds of surplus food to Forgotten Harvest in a year's time.

Last year AFPD members accepted the challenge, and surpassed it by donating 1,125,992 pounds of surplus perishable and prepared food, the cash-equivalent of \$1.7 million. Now the challenge

is increased to help meet the growing demands. The 1.5 Million Challenge began in February and runs through February 1, 2009. AFPD members are once again challenged to donate their surplus perishable or non-perishable food to Forgotten Harvest.

Forgotten Harvest rescues surplus perishable and prepared food from grocers, restaurants, caterers, farmers, wholesalers and other Health Department-approved sources and delivers it – same day, free of charge – to 135 emergency food providers throughout Wayne, Oakland and Macomb counties.

The food they rescue is still fresh and suitable for consumption, but could be short dated or slightly blemished making it harder to sell. Rather than simply throwing it away and writing off the cost, food donors are encouraged to donate their food and receive considerable tax incentives (ask your tax advisor about The Pension Protection Act of 2006 - Public Law 109-280).

To donate, contact Forgotten Harvest at (248) 967-1500. Tell them you want to be part of the 1.5 Million Pound Challenge!

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www.cumminsbridgeway.com

Because AFPD is focused on your success, you can focus on running your business

Operating a successful business is never simple. That is why over 3,000 retailers in Michigan and Ohio rely on the Associated Food & Petroleum Dealers.

Beyond selling the product or delivering services that your company offers, you must also manage the people and systems that keep it running efficiently and profitably.

AFPD can help. We are uniquely positioned to provide a wide range of professional services and solutions that are custom-tailored to the food, beverage and petroleum retail industries in Michigan and Ohio.

For more information about our programs and services, call 1-800-666-6233 or go to www.afdom.org.

AFPD - Committed to serving food, beverage and petroleum retailers.

AFPD Executive Office
 30415 West 13 Mile Road
 Farmington Hills, MI 48334
 (248) 671-9600 • F: (248) 671-9610

AFPD Ohio Office
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Four industry trade shows bring the products and services you need together under one roof



AFPD advocates for the independent retailer - so you can concentrate on running your business



The AFPD Food & Petroleum Report keeps you updated on industry trends and news



The AFPD Foundation provides more than 20 scholarships each year to deserving students

Detroit Police Chief outlines crime mapping program

By Dan Reeves

Detroit Police Chief Ella Bully-Cummings was the featured speaker at a recent ASIS Detroit Chapter/Detroit Safety Committee meeting, where she outlined several initiatives that the Detroit Police Department is instituting, including a new interactive online crime mapping system called CrimeView Community. With this new system, reported crime activity is available to the public by way of easy-to-use online maps. The maps provide information within specific geographic boundaries throughout Detroit on the types of crimes and the time period that these crimes occurred.

The Chief said that awareness is the first step toward prevention. It is the Department's belief that the crime mapping function included in their updated website will allow residents to keep an

eye on neighborhood crime. The online crime mapping system is part of an on-going effort of the Detroit Police Department to help keep the public informed, encourage community involvement, and build a safer community.

Chief Bully-Cummings also spoke about the development of Community Command Accountability meetings that will be held every two weeks at which the public will be welcome. These meetings will update citizens of current Department projects.

All information can be accessed through the City of Detroit's website: www.detroitmi.gov and then click on Police Department.



Detroit Police Chief Ella Bully-Cummings

Synergistics,

Continued from page 12.

by customer request. They have 26,000 bins in use in Michigan. Grech-Cumbo is proud of this storage solution. "The 4'x4' bins perfectly cube out a 53-foot trailer. Fifty-four bins utilizes 100 percent of the trailer, which reduces transportation costs." The Gaylord bins are collapsible and stackable.

Schupan Recycling

The bottles and cans meet their end at Schupan Recycling. Formed in 1985, the company is a processor and marketer of Used Beverage Containers (UBCs) including aluminum cans, plastic bottles (PET), and glass bottles. The recycler operates multiple processing facilities that recycle billions of cans and bottles for soft drink wholesalers and beer wholesalers throughout the state of Michigan. Schupan's capabilities have established

the company as one of the largest independent purchasers and marketers of UBCs in the nation.

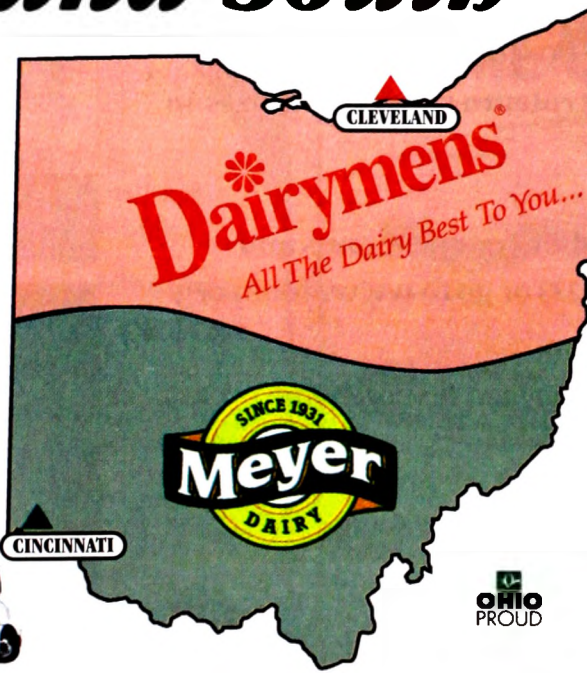
Schupan Recycling has transformed the way beverage containers are recycled by developing an on-site, comprehensive densification program for beverage wholesalers in Michigan. The company developed a system for processing distributor bags of aluminum cans and PET bottles. This has streamlined the deposit retrieval process for small retailers that don't use reverse vending machines.

For Michigan, Synergistics, UBCR and Schupan Recycling have the solutions for deposit container recycling. This group of companies is keeping abreast of new technology and implementing it as it becomes available.

For more information, call UBCR and Synergistics at 1-888-422-7404 or visit the companies' websites at www.ubcrllc.com and www.synergisticsllc.com.

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

FOR SALE: BUSINESS OPPORTUNITY—Well established mini-supermarket and three rental spaces in strip-center. Located in Warren. Total space 15,000 sq. ft. Owner retiring. Call Bob at (888) 755-1616.

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

DRY STORAGE WAREHOUSE—Reasonable rates. Call (313) 491-1500.

STORAGE—Liquor, beer and wine storage. Licensed since 1946. Call (313) 491-1500.

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FOR SALE—Michigan thumb area convenience store. Beer, wine, lottery, gas, food & property. Call (810) 387-3390 or (810) 387-0154.

LIQUOR STORE FOR SALE—Located in Muskegon (West Michigan). Busy Location. Must sell, owner moving out of state. Asking \$329,000. Serious enquiries only. Call (231) 288-0532

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

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

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

FOR SALE— Alma, MI. 14 plus acres air expressway with 6 on & off ramps. Good building site, class A road. Natural gas at the street and electric on the property. \$495,000 ORO please call (989) 389-1428.

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

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

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

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WE NEED—Outdated, close dated and discontinued products—food, candy, juices, etc. \$\$\$ Phone 313-491-1500. 100% tax write-off also available.


Governor declares April as Michigan Wine Month

Governor Jennifer M. Granholm has declared April "Michigan Wine Month" to honor Michigan's wide selection of quality wines and the wine industry's significant contribution to the economy. Sales of Michigan wines grew more than 14 percent in 2007, while total wine sales were up

just over three percent. Michigan's wine and grape industries contribute nearly \$790 million to the state's economy each year. In addition, Michigan's 56 wineries won 800 medals in 2007 from regional, national and international wine competitions.

"Michigan's wine industry is an

important component of the state's nearly \$64 billion agriculture and agriculture tourism industries," Granholm said. By generating more than \$300 million for the state's economy and growing at a rate of 15 percent annually, it serves as a model for growing businesses in Michigan."



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To sign up today or for more information regarding benefits and rates on MyBlue plans, contact the Associated Food & Petroleum Dealers at 248-671-9600.



bcbsm.com/myblue

Blue Cross Blue Shield of Michigan is a nonprofit corporation and independent licensee of the Blue Cross and Blue Shield Association

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Trans-Con Sales & Marketing 1-888-440-0200

BAKERIES:

Ackroyd's Scotch Bakery (313) 532-1181
Awrey Bakeries 1-800-950-2253
Great Lakes Baking Co (313) 865-6360
Interstate Brands/
Wonder Bread/Hostess (248) 588-3954

BANKS/FINANCIAL SERVICES

ATM Depot (248) 414-9600
ATM of America (248) 932-5400
ATM of Michigan (248) 427-9830
Bank of Michigan (248) 865-1300
Bravo Tax (248) 336-1400
Comerica Bank (313) 222-4908
Community South Bank (616) 885-1063
DTI Systems - Quick Capital (586) 286-5070
IPP of America (973) 830-1918
Legal Collections (248) 982-2029
Level One Bank (248) 737-1115
MoneyGram (517) 292-1434
(614) 876-1712
1-866-286-9188
Netco Services (248) 548-2900
Peoples State Bank (248) 586-1040
Quickserv Tax (248) 586-1040

BEVERAGES:

7UP / Amencan Bottling (313) 937-3500
Absopuer Water Co 1-800-334-1064
Anheuser-Busch Co 1-800-414-2283
B & B Beer Distributing Co (616) 458-1177
Bacardi Imports, Inc (734) 459-2764
Brown-Forman Beverage Co (734) 433-9989
Brownwood Acres (231) 599-3101
Cadillac Coffee (248) 545-2266
Central Distributors (734) 946-6200
Coca-Cola Bottlers of MI
Auburn Hills (248) 373-2653
Belleville (734) 397-2700
Metro Detroit (313) 868-2208
Port Huron (810) 982-8501
Coca-Cola Bottling - Cleveland (216) 690-2653
Coors Brewing Co (513) 412-5318
Dan Henry Distributing (517) 393-7700
Diageo 1-800-462-6504
Distilled Spirits Council of the US (202) 628-3544
E & J Gallo Winery (248) 647-0010
Eastown Distributors (313) 867-6900
Fan-T Corp 1-877-278-2807
Faygo Beverages, Inc (313) 925-1600
Future Brands (248) 471-2280
Galaxy Wine (734) 425-2990
General Wine & Liquor Co (313) 865-0521
Great Lakes Beverage (313) 865-3900
Hansen's Beverage (313) 575-6874
Henry A. Fox Sales Co 1-800-762-8730
Hubert Distributors, Inc (248) 858-2340
Imperial Beverage (269) 382-4200
Intrastate Distributors (313) 892-3000
J. Lewis Cooper Co (313) 278-5400
Jones Soda (269) 217-4176
Kent Beverage Co, Inc (616) 241-5022
Liquor Group (248) 449-2987
McCormick Distilling Co (586) 296-4845
MGL Select (734) 524-0100
Michigan Beverage Dist. LLC (734) 433-1886
Mike's Hard Lemonade (248) 344-9951
Miller Brewing Company (847) 264-3800
National Wine & Spirits 1-888-697-6424
1-888-642-4697
New England Coffee Co (717) 733-4036
Old Orchard Brands (616) 887-1745
On Go Energy Shot 1-877-LIV-ONGO
Paramount Coffee (517) 853-2443
Pepsi-Cola Bottling Group
- Detroit 1-800-368-9945
- Howell 1-800-878-8239

- Pontiac

Pernod Ricard USA (248) 334-3512
Petitpre, Inc (248) 601-0172
(586) 468-1402
Premium Brands of MI (Red Bull) 1-877-727-0077
Skyy Spirits (248) 709-2007
Shaw-Ross International Importers (313) 873-7677
Tri-County Beverage (313) 584-7100
United Beverage Group (404) 942-3636
Xango (313) 608-9847

BROKERS/REPRESENTATIVES:

Bob Arnold & Associates (810) 635-8411
CROSSMARK Sales Agency (734) 207-7900
Property One Real Living (614) 545-1421
S & D Marketing (248) 661-8109

CANDY & TOBACCO:

Martin Snyder Product Sales (313) 272-4900
Nat Sherman (201) 735-9000
R.J. Reynolds (336) 741-5000

CAR WASH:

Car Wash Technologies (724) 742-9000

CATERING/HALLS:

A-1 Global Catering (248) 514-1800
Farmington Hills Manor (248) 888-8000
Penna's of Sterling (586) 978-3880
St. Mary's Cultural Center (734) 421-9220
Tina's Catering (586) 949-2280

DAIRY PRODUCTS:

Buth-Joppe's Ice Cream (616) 456-1610
Country Fresh/Melody Farms 1-800-748-0480
Dairymens 1-800-944-2301
Edy's Grand Ice Cream (734) 656-1034
H. Meyer Dairy (513) 948-8811
Kistler Farms (269) 788-2214
Pars Ice Cream Co (313) 366-3620
Prairie Farms Dairy Co (248) 399-6300
Williams Cheese Co (989) 697-4492

EGGS & POULTRY:

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

ENVIRONMENTAL & ENGINEERING:

Environmental Services of Ohio 1-800-798-2594
Flynn Environmental, Inc (330) 452-9409
Huron Consultants (248) 546-7250
Oscar W. Larson Co (248) 620-0070
PM Environmental (517) 485-3333

FRESH PRODUCE:

Aunt Mid Produce Co (313) 841-7911

FUEL SUPPLIERS:

Atlas Oil 1-800-878-2000
Central Ohio Petroleum
Marketers, Inc (614) 889-1860
Certified Oil Company (614) 421-7500
Countywide Petroleum (440) 237-4448
Free Enterprise, Inc (330) 722-2031
Gilligan Oil Co. of Columbus, Inc 1-800-355-9342
Gillota, Inc (216) 241-3428
Refiners Outlet Company (216) 265-7990
Uilman Oil, Inc (440) 543-5195

ICE PRODUCTS:

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

INVENTORY SERVICES:

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

INSURANCE:

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

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

MANUFACTURERS:

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

MEAT PRODUCERS/PACKERS:

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

MEDIA:

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

POTATO CHIPS/NUTS/SNACKS:

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

PROMOTION/ADVERTISING:

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

RESTAURANTS:

Ram's Horn (248) 350-3430

SECURITY/SURVEILLANCE:

ADT Security Services, Inc (248) 583-2400
Axiom Protection Group Inc (734) 942-1600
Freedom Systems Midwest, Inc (248) 399-6904
POS Systems Group Inc 1-877-271-3730
Scada Systems (313) 240-9400

SERVICES:

AAA Michigan 1-800-AAA-MICH
Advance Me Inc (770) 590-9822
Al Bourdeau Insurance Services 1-800-455-0323
American Communications of Ohio (614) 855-7790
American Mailers (313) 842-4000
AMT Telecom Group (248) 862-2000
Bellanca, Beattie, DeLisle (313) 882-1100
BMC (517) 485-1732
Cartronics, Inc (760) 707-1265
Cateraid, Inc (517) 546-8217
Central Alarm Signal (313) 864-8900
Clear Rate Communications (734) 427-4411
Constellation New Energy (248) 936-9027
Cox, Hodgman & Giamarco, P.C. (248) 457-7000
Cummins Bridgeway Power (248) 573-1515
Detroit Warehouse Co (313) 491-1500
Diamond Financial Products (248) 331-2222
Dragon Payment Systems 1-888-285-6131
DTE Energy 1-800-477-4747
Excel Check Management (248) 787-6663
Financial & Marketing Ent. (586) 783-3260
Gadaleto, Ramsby & Assoc. 1-800-263-3784
Gasket Guy (810) 334-0484
Great Lakes Data Systems (248) 356-4100
GTech Corporation (517) 272-3302
Integny Mortgage Solutions (586) 758-7900
Jado Productions (248) 227-1248

Kansmacker (248) 248-8888
Karoub Associates (517) 482-5000
Lincoln Financial Advisors (248) 948-5124
Marcoin/EK Williams & Co (614) 837-7928
Marketplace Solutions (248) 255-2471

Mekani, Orow, Mekani, Shallah,
Hakim & Hindo P.C. (248) 223-9000
Metro Media Associates (248) 625-0071
Network Payment Systems 1-877-473-9477
Legal Collections (248) 982-2025
Platinum Wireless (619) 654-4044
POS Systems Group Inc 1-877-271-3737
Rainbow Tuxedo (248) 477-8611
RFS Financial Systems (412) 999-1599
Secure Checks (586) 758-7221
Security Express (248) 304-1900
Shmoun, Yaldo & Associates, P.C. (248) 851-7900
Signature Signs (586) 779-7446
Southfield Funeral Home (248) 569-8080
Staples 1-800-693-9900
UHY-US (248) 355-1044
Verndae Products (313) 834-4194
Waxman Biumenthal LLC (216) 514-9400

STORE SUPPLIES/EQUIPMENT SERVICES:

Belmont Paper & Bag Supply (313) 491-6656
Culinary Products (989) 754-2457
DCI Food Equipment (313) 369-1666
DryB's Bottle Ties (248) 568-4257
EMS, Inc 1-877-666-9936
Envipoc (248) 471-4771
Hobart Corporation (734) 697-3070
JAYD Tags (248) 730-2403
Leach Food Equipment Dist (616) 538-1471
Lighting Supply Company 1-800-544-2852
MSI/Bocar (248) 399-2056
Mo Banners (248) 688-5000
Petro-Com Corporation (216) 252-6800
Superior Petroleum Equipment (614) 539-1200
Taylor Freezer (734) 525-2535
TOMRA Michigan 1-800-610-4866
Wayne Service Group (614) 330-3733
Wiegand Mack Sales & Service (313) 806-3257

WHOLESALE/FOOD DISTRIBUTORS:

Broaster Sales (989) 427-5868
Brownwood Acres (231) 599-3101
Capital Distributors 1-800-447-8100
Central Foods Wholesale (313) 862-5000
Chef Foods (248) 789-5319
D&B Grocers Wholesale (734) 513-1715
Derby Pizza (248) 650-4451
EBY-Brown, Co. 1-800-532-9276
Great North Foods (989) 356-2281
Hacienda Mexican Foods (313) 842-8823
Hispanic Foods Wholesale (313) 894-2100
H.T. Hackney-Columbus (614) 751-5100
H.T. Hackney-Grand Rapids 1-800-874-5556
International Wholesale (248) 353-8800
Interstate Brands/
Wonder Bread/Hostess (313) 868-5600
Jerusalem Foods (313) 846-1701
Kaps Wholesale Foods (313) 567-6710
Karr Foodservice Distributors (313) 272-6400
Liberty USA (412) 461-2700
Liberty Wholesale (586) 755-3629
Lipari Foods (586) 447-3500
MGL Select (734) 524-0100
Nash Finch (989) 777-1891
Nat Sherman (201) 735-9000
Nikhlas Distributors (Cabana) (248) 582-8830
Norquick Distributing Co (734) 254-1000
Piquette Market (313) 875-5531
Polish Harvest (313) 758-0592
Royal Distributors of MI (248) 350-1300
S. Abraham & Sons 1-800-477-5454
Sherwood Foods Distributors (313) 659-7300
Spartan Stores, Inc (616) 878-2248
SUPERVALU (937) 374-7609
Tom Macen & Son, Inc (312) 568-0557
United Wholesale Dist. (248) 356-7300
Value Foods (248) 967-2900
Weeks Food Corp. (586) 727-3530

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