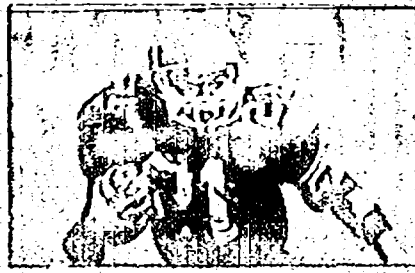


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Westland Observer

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City will tighten belt for harder times

By **Tedd Schnelder**
staff writer

The Thomas administration will prepare an austere budget for next year in anticipation of a mild recession, the mayor said Monday.

"The only (proposed) new hires, if any, will be in the police department and it would be only a few more officers," Thomas said Monday during a press conference in his office.

"We would continue to hire replacements (for resigning or retiring city employees) as needed," the mayor said.

The city has added six police officers and three firefighters under the current budget.

"I think with the next budget we will need to tighten the screws," Thomas said.

While he doesn't think there will be a deep, protracted financial slide like the early 1980s, Thomas said he sees "a mild recession for a few years."

He said Westland should be able to avoid financial trouble if elected officials adopt a cautious approach to spending.

ALSO, THE mayor said, modest increases in state equalized valuation of 4-5 percent and recovery of TIFA (Tax Increment Financing Authority) district funds as the district is phased out over the next three years will help.

The city is also scheduled to receive about \$1 million for developers of the senior citizens complex at Marquette and Carlson when the sale of the city-owned land is closed next month.

Thomas said his biggest area of concern is "skyrocketing costs" for waste disposal.

Thomas Monday released details of a financial plan he has presented to the Westland City Council calling for creation of "a rainy day fund" to cover city emergencies.

The council has yet to act on the plan, which Thomas submitted in an Aug. 29 letter to council president Tom Brown.

Thomas' plan calls for deposit of 25 percent

of the remaining city surplus — which city officials said will total \$1.9 million when first quarter figures become available later this week — to establish the emergency fund. Twenty-five percent of new surplus money at the end of each fiscal year would be added to the fund, Thomas said.

ACCORDING TO the plan, a two-thirds vote of the seven-member council (or five members) would be required to authorize spending from the fund and that the fund be used only in emergency situations when no other money is available.

Please turn to Page 2



Mayor Robert Thomas proposes belt-tightening

3 running for board vacancy

Familiar faces to grace race

There's one more day to toss your name into the Wayne-Westland school board hat.

With three people filling applications as of Wednesday morning, residents have until 4 p.m. Friday to notify Wayne-Westland Community Schools they would like to fill the seat of resigning board member Kenneth Barnhill.

The three people who have applied for the vacancy are familiar names in that they also sought an appointment last December.

The three are Linda Pratt, businesswoman, officer of a school citizens' group, and a candidate in last June's school board election; Laurel Ralsanen, Observer & Eccentric Newspapers production department employee, Patchin School PTA member, and a candidate who narrowly lost a school board seat in June; and Michael Reddy, Westland fire department battalion chief.

Resumes from other interested candidates will be accepted at the board office until the 4 p.m. deadline, said Thomas Svitkovich, associate superintendent for administration. Applicants must be district residents.

Seventeen people applied for a board seat last December following trustee Terri Reighard Johnson's election to the Westland City Council. Leonard Posey was appointed by the board and then elected last June.

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ART EMANUELE/staff photographer

Scary yard

This Halloween scene is stopping a lot of traffic at 153 Ross, north of Cherry Hill and west of Venoy, during the holiday season. Dennis Gossea gets a close look at the decorations put together by homeowner Gerald Wilkie. For more on Halloween decorations and pumpkins, turn to Page 3A.

ations put together by homeowner Gerald Wilkie. For more on Halloween decorations and pumpkins, turn to Page 3A.

Mayor cautious on library project

By **Tedd Schnelder**
staff writer

Mayor Robert Thomas said Monday the city will take a cautious approach to building a Westland library, despite approval of a two-year, \$2 million state grant to fund construction.

Thomas reiterated his belief that a tax increase to pay for operating expenses would be a "last resort" and that the administration and the Westland City Council should explore other ways to fund the project.

The mayor also called for splitting the combined 10-member Wayne-Westland Library Board so that the original, five-member Westland Library Board could take an active role in the process.

"I think I've ruffled a couple of feathers (by suggesting the split) but that's the way I see it," Thomas said during a press conference in his office.

"I just think this should be something for Westland people."

No legislative action would be needed to split the board, Thomas said. The Westland Library Board was mandated by city ordinance

'We could take \$500,000 of that and use it to staff a library. We don't have to spend the whole \$2 million on construction'

— Robert Thomas
mayor

about 20 years ago. The joint board was the result of an informal action following the 1987 failure by Westland voters to approve a millage for construction of a library.

THE MICHIGAN legislature has passed a capital outlay program that includes \$2 million for construction of a library in Westland. The bill, which was signed by Gov. James Blanchard on Oct. 12, also earmarks \$600,000 for renovations at the Wayne-Westland Public Library, on Sims in Wayne.

Please turn to Page 4

Coaching lessons help shelter director

By **Tedd Schnelder**
staff writer

What sounds like a radical career change — from college basketball coach to running a suburban shelter for homeless families — isn't all that stunning for Linda Makowski.

"There are similarities," said Makowski, who will serve as director for the Wayne County shelter at the former Eloise property in Westland when it opens later this year.

"As a coach, I was dealing with organization and self-esteem (of her players). That is much of what the job at the shelter will involve."

"The goal is to create an environment of acceptance, safety and se-

people

curity — especially for the kids," Makowski said.

Makowski, 37, has spent the past five weeks putting together the staff and program for the shelter. She was hired by the Wayne Metropolitan Community Services Agency, which has been retained by Wayne County to run the facility.

The county is remodeling a portion of the former commissary at its Michigan Avenue-Merriman proper-



Linda Makowski

ty for the shelter, believed to be the first of its kind in the country.

Please turn to Page 2

Tax hike will hurt local businesses

By **Leonard Poger**
editor

Local businesses are gearing up for a downturn because of the expected boost in a variety of taxes designed to reduce the federal deficit.

Many retail businesses will feel the pinch as consumers look for ways to tighten their budgets, said Chamber of Commerce officers in Westland and Garden City.

Joyce Wheeler, executive director of the Westland Chamber of Commerce, added that several friends told her they intend to reduce their Christmas shopping, either through

fewer gifts and/or less expensive gifts, she said.

Another area of business to feel the pinch are those that benefit from discretionary spending, such as for entertainment.

People may be more likely to rent a video to watch at home instead of going out to a movie theater and having a snack afterward.

Debbie Eves, Garden City chamber executive secretary, said she has a concern about travel and party store businesses that will be affected by the expected boost in federal taxes.

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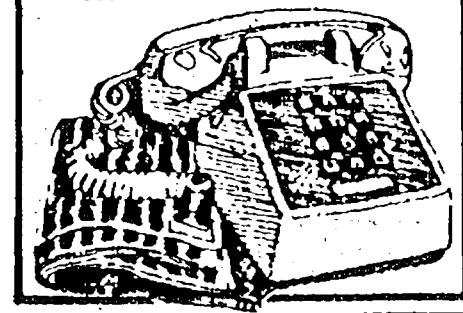
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Challenger wants part-time House; Barns disagrees

This is the last of two articles on candidates for the Michigan House of Representatives, 38th District. Rep. Justine Barns, D-Westland, faces Republican challenger Kenneth Raupp, Tuesday, Nov. 6.



Candidate endorsements, 12A

By **Tedd Schnelder**
staff writer

A part-time Michigan legislature, filled with newcomers to state government, would accomplish more than the current full-time, incumbent-dominated House of Representatives, according to Kenneth Raupp, the Republican challenger for the 38th District House seat.

Rep. Justine Barns disagrees. Democrat Barns — seeking re-election to a fifth, two-year term — pointed to her record of accomplishments for senior citizens and other constituents. She also argued that a part-time legislature would lead to

"a state government that is controlled by the full-time lobbyists" in Lansing.

"I'm not home very much. This is a full-time job. It always has been," Barns said.

"IF YOU (changed) to a part-time legislature, lobbyists and others with special interests would end up with an undue influence in state government," she said.

Raupp said the part-time system has been instituted in New Hampshire at a significant cost-savings to taxpayers. He said that salaries for the 400 part-time legislators in that state total \$6.75 million annually, or

about \$16,867 per legislator per year.

That's about 2½ times less than the \$42,000 annual salary for Michigan House members.

Barns countered that New Hampshire's part-timers are reimbursed for considerable travel expenses not provided to Michigan legislators.

Barns said her growing seniority in the House has enabled her to push important legislation through channels, particularly for seniors. She chairs the House senior citizen and retirement committee.

She cited changes in Blue Cross/Blue Shield benefits that were beneficial to seniors and a program that would encourage municipalities to bring retired workers back into active volunteer work as measures she pushed for last term.

"I'm still big on (senior/retirement) issues," she said. "I think we should help rehabilitate all the folks we can. It's very sad not to be able to utilize people who can contribute to society."

RAUPP SAID the most important



Kenneth Raupp challenger

thing the legislature needs to do for seniors is to enact tax laws "that will keep them in Michigan." He favors granting large tax cuts to senior citizens, many of whom struggle to make it on a fixed income.



Justine Barns seeks re-election

Raupp said the additional burden such a measure would place on other taxpayers could be eased by the elimination of "pork-barrel spend-

Please turn to Page 2

Coaching experience a plus for new shelter director

Continued from Page 1

THE SHELTER should open early this winter, slightly behind the scheduled fall opening officials hoped for when the project was announced last February, Makowski said last week.

She spent her first month on the job getting a feel for what kind of program the shelter will provide, she said. Her work has included travel to other facilities serving homeless people.

"I've seen a lot of work finally being done on this issue across the country, but I'm surprised that our country has been so slow to respond to this problem," Makowski said.

"This (homelessness) didn't just happen yesterday. It's amazing to me that as a soci-

ety we let it get to this point."

But she has channeled her disappointment at the plight of homeless people into energy for her new job. The challenge of helping to build a shelter program from the ground up is "very exciting," she said, in part because "so little has been done in this area."

The suburban shelter, intended as a temporary facility to house people for up to 30 days while they seek permanent housing, will place a heavy emphasis on counseling and other rehabilitative services, Makowski said.

AFTER BEING admitted to the shelter on an emergency basis, clients will go through a second, more in-depth process to

determine placement and what services they require.

A pleasant surprise has been the response from the community, Makowski said.

"I thought it would be like pulling teeth, but so many people have called to offer services or things they think we can use," she said.

Still, volunteers are needed to supplement a full-time staff of 8-10 who will be working with up to 27 families (80-120 clients) at a time.

A Hamtramck native, Makowski came home after 12 years of coaching women's basketball at Wayne State University, University of Dayton (Ohio) and George Washington University.

"I had been in coaching for quite a while, and I guess I was just getting tired of living in motels and rental cars," she said.

Also, she was eager to come home to family and friends.

Makowski left GWU and Washington D.C. in 1988 and returned to Eastern Michigan University for a master's degree in community counseling. She also holds a bachelor's degree in physical education from EMU.

As a coach at the major college level she is no stranger to administration, Makowski said. "That's really what college athletics is — running a business — although people don't tend to see it that way."

"And the coach is director of a program," she said.

MAKOWSKI HAS an earlier tie to the area, one year of student teaching for Wayne-Westland Community Schools in the early 1970s.

Her hobbies include bicycling and travel, and she particularly enjoys seeing the fall colors in northern Michigan.

But Makowski doesn't anticipate a lot of free time in the next few months. The shelter "will be in business for a while — until an end to the homelessness problem puts us out of business," she said.

People who would like to work as volunteers at the Wayne County homeless shelter may call Linda Makowski at Wayne Metropolitan Community Services, 728-7510.

Raupp challenges Barns for House seat

Continued from Page 1

ing." He said he didn't have specific spending cuts in mind, but cited several areas where he felt the state was wasting tax dollars.

He said seniority won't matter as much if voters mandate a change to a Republican-controlled House. "All you would need is for six seats to change (to Republican) and you will

accomplish that," he said.

Barns, 65, was elected to the House in 1982. In addition to the seniors/retirement committee, she serves on committees for corrections, education, legislative retirement and public health.

She is a member of the National Conference of State Legislators.

A former Westland City Council president and 16-year council member, Barns was named Westland

Woman of the Year in 1975.

SHE HAS SERVED as a Democratic precinct delegate and member of numerous city and county boards and commissions.

A widow with two sons, she is a member of the First United Presbyterian Church in Wayne.

Raupp, 46, is an engine development technician for Ford Motor Co., where he has worked for 20 years.

He is a member of the Westland Republican Club, the Michigan Chapter of Americans for Tax Reform, the Michigan Taxpayers Association and Justice Pro Se.

He belongs to the Kettering School PTA and is a volunteer instructor for the school's chess club.

Mayor sees tougher times, tighter budget, few hirings

Continued from Page 1

"We must budget for bad weather and storms that may, or may not occur, unknown emergencies, breakdown of our infrastructure and any number of things," the mayor wrote to Brown.

At the press conference, Thomas also said his policies on development and spending from the surplus had been

misunderstood. He said he advocates "controlled development," not eliminating development.

HE SAID none of the money for the new contract with city employees in AFSCME Local 1602, the city's biggest union, would come from the surplus.

The first-year cost of the contract is coming from the general fund and subsequent costs will come from general fund revenues, the mayor said.

Westland Observer

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3 run for school board spot

Continued from Page 1

Public interviews of board candidates will be 7 p.m. Monday. A second interview session could be scheduled if there is a large number of candidates.

Under Michigan law, the board has 20 days from the Oct. 23 effective date of Barnhill's resignation to

fill the vacancy. Barnhill's term expires June 30, 1993.

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Patch produces pumpkin pointers

By Julio Brown
staff writer

Laura Webb's son, Alex, is only 11 months old but he's already learned a thing or two about choosing a pumpkin.

"This is his first trip to the pumpkin patch, so he can get his first pumpkin," she said. "It's great. It's fun."

Alex is a bit young to go trick or treating, but he'll wear his pumpkin shippers at home for Halloween. His mom helped him pick out a pumpkin last week.

The Webbs were among those who visited the Jay S. Richards pumpkin patch in Plymouth Township Tuesday as part of a mother-child group field trip.

"They came out last year and everyone had such a good time," said Nancy Lashlee-Darragh, who organized the event. Her kids, Adam, 4½, and Ruthven, 1, looked for pumpkins in the patch.

ADAM HAD some ideas about what he wanted in a pumpkin.

"A big one or a small one," he said. "There's small ones out there too."

Jay S. Richards, who owns and operates the pumpkin patch on Canton Center Road, was glad to have the group visit. This is a busy time of year for him.

"I had about 100 and some yesterday," said Richards, who's been growing pumpkins for 13 or 14 years.

He has about six acres for growing pumpkins to sell. The biggest pumpkin he's grown this year weighed in at 253 pounds, an increase of 22

pounds from last year.

Richards has found children have different ideas about what kind of pumpkin they want.

"It depends on their size." Generally, kids look for pumpkins that are basketball-size or larger. He prices pumpkins just by looking at them rather than weighing each one.

Richards doesn't mind if kids take some time to find that just-right pumpkin. He likes to see youngsters have a good time during their search.

"Oh, I love that. That's why I do it. It's a lot of work, but I love it."

AFTER GETTING pumpkins, the Moms and Tots met for lunch at Holly's in Plymouth. About 35 people participated.

Moms enjoyed spending time with their preschool children.

"Oh, definitely," said Lashlee-Darragh, a Plymouth resident. "It's so easy to lose track of your kids."

Parents can fall into the habit of just handling maintenance duties such as meals and baths, said Lashlee-Darragh, a full-time homemaker and mom. Spending time together having fun is also important.

"It's too late when they get to be big," she said. "You have to start when they're young. You get to know your kids, so you have open lines of communication."

Laura Webb believes in spending time with her young son, Alex. Webb taught school and is now a full-time homemaker and mom. She plans to return to teaching when her son is older.

"That's my No. 1 job, being with him. I'm already his best friend," Webb said.



Lana Horowitz, daughter of a flower shop business owner, shows off some of the designs she painted on pumpkins for the

Halloween season. Her parents own Flower King on Wayne Road at Plymouth Road.

ART EMANUELE/staff photographer

Development threatens to squash fields

By Diano Galo
staff writer

Local pumpkin shoppers may lose rural pumpkin farms in the next few years as developers push more into northwest Wayne County.

Pumpkin farmers are predicting that their acres of orange squash that each year mark the onset of fall will be devoured by developers with-

in the next five years.

"We're hoping to get it (the land) next year and probably that will be the last year," said Louann Hamblin.

Her father, Okie Hamblin, has been growing pumpkins for more than 35 years. The North Territorial and Ridge road property in Plymouth Township is owned by developers.

"I feel like a dying breed out here, because I know it (the pumpkin field) won't be out here," she said.

CANTON FARMER Duane Bordine faces the same situation with the land he farms on Ridge and Ford roads in Canton Township.

"In less than five years I'll have to move," he said. "A lot of people don't know that I rent" from a developer.

"It's another era and another field of pumpkins," Bordine said.

"The bottom line is that you can't eat cars, buildings and asphalt. How are we going to get it? Get fresh vegetables out of tubes? People have started to wake up to the environment, and now they have to wake up to farm land, too."

Bordine predicts that the farm likely will be replaced with shopping

'It's another era and another field of pumpkins.'

—Duane Bordine
farmer

malls or houses.

THIS YEAR, however, Bordine and Hamblin will be selling their Halloween specials as usual.

You've heard about guarantees for washing machines and other appliances? Well, Bordine puts a twist on the idea by guaranteeing his pumpkins.

Each pumpkin he sells comes with a guarantee that says: "If by some prank of Mother Nature I collapse, please scrape me up, put me in a plastic bag, and present me with this piece of paper to my farmer friend, Mr. Bordine at Bordine's Farm Market before Halloween and you will receive at no additional charge one of my brothers or sisters."

Bordine tells a story of a woman who didn't believe the guarantee.

She drove up, looked irritated and said: 'Is this damn thing any good?'

"I said, 'Ma'am, go and get another pumpkin and come right back in line and you'll get a guarantee for that one too.'"

"People just can't believe it," said Bordine, 47, who describes himself as a lifelong farmer.

This year, Bordine planted five pumpkin varieties on 29 acres. Pumpkin sizes range from a handful to 400 pounds with price tags going from 75 cents to \$150.

LOUANN HAMBLIN, a part-time deputy for the Washtenaw County Sheriff's Department in the Marine Division, said picking your own pumpkin from a patch can become a family outing. It's like cutting down your own Christmas tree.

"No one wants to go to Meijer to get their pumpkins," Hamblin said.

The U-Pick pumpkin patch is open through Wednesday, Oct. 31, every day beginning at 10 a.m.

"We've had a couple of hundred out already," Louann Hamblin said before the you-pick-season opened.

Youngsters on the way home from school scotch past this scary Halloween display on Geronimo, east of Wayne Road and between Hunter and Warren Road.



ART EMANUELE/staff photographer

Teacher talks continue

By Leonard Poger
editor

Round-the-clock bargaining was ordered resumed as negotiators of the Wayne-Westland school board and Wayne-Westland Education Association try to reach an agreement by early Monday morning when the teachers' union has a scheduled vote on a potential strike.

In its latest communication with the public, the board of education Wednesday agreed to distribute a two-page letter throughout the community explaining its position and that it can't afford the pay raises sought by the union.

But William Reece, WWEA president, said Wednesday morning he disputes part of the school board's letter, saying that the union offered the board an off the table pay proposal which was less than the one on the table and had it rejected by the board's negotiating team.

"There are 78 items on the table," Reece said. He added that the board has proposed a rollback of teachers' fringe benefits, including health insurance.

The WWEA has scheduled a membership meeting for 6 a.m. Monday in the Wayne Memorial High School auditorium to vote on one of three options: continue working while ne-

gotiations continue; set a new timetable for a new agreement, or strike.

Reece said the union by-laws require that a strike be approved by at least 70 percent of the members.

IN ITS letter to the community, the school board said it has directed its bargaining team to continue round-the-clock bargaining sessions "if necessary to explore all reasonable means of reaching an equitable settlement with our teachers' union."

But the board concluded that it wants the community to know that it's ready to "make the hard choices to operate the district within budget limitations and take all necessary steps to return the district to academic excellence."

The board said it offered the WWEA an economic proposal which would have meant "an initial sacrifice on the part of the teachers, but, which over a three-year period, would have resulted in a reasonable settlement. The board believed that in order to be accepted by our voters and to be in the best interests of the community, a millage proposal had to both restore programs (cut earlier in the school year) and at the same time provide sufficient additional funds to meet demands by our eight unions."

The board had set an Oct. 1 deadline for a tentative settlement so it would have had to schedule a millage election for November.

The board's latest letter reiterated the district's financial problems.

The district's operating tax rate is 4.01 mills lower than two years ago when voters approved an increase. That drop, combined with the Headlee Amendment rollback, resulted in a revenue loss of just over \$6.1 million.

THAT AMOUNT would have been enough to restore reduced programs, the board said, but more funds will still be necessary to provide money to negotiate "equitable contracts with eight unions; improve the minimal resources now allocated to student supplies and classroom equipment, and to address other educational issues which have been curtailed or eliminated because of cost-saving measures."

Since the start of school two months ago, the board has adopted a pay-to-play fee for sports and other extra-curriculum activities; reduced the fine arts program; reduced the number of administrators, and cut the junior high day to five hours from six.

Voters twice rejected a tax rate hike this year.

First Citizen deadline nears

The deadline for Westland First Citizen award nominations is only four days away.

Persons or groups must submit nominations for the fifth annual community service award by 5 p.m. Monday.

Winner of the fifth annual community service award will be honored at a Westland Chamber of Commerce luncheon Tuesday, Nov. 13.

Entries are now being accepted for the fifth annual award, to honor a person for volunteer community service activities.

In the past four years, the winners were Joseph Benyo, Thomas Brown,

Sam Corrado and Linda Pratt. People can be nominated on the basis of their work within a specific area, such as education or recreation, or several areas.

The judges will select the First Citizen based on the impact the nominee has had on the general community or a specific part of the community.

Local residency is not a requirement.

Groups or individuals can nominate people. Entries must be detailed written accounts of the nominee's contributions and how he affected the community or a group.

The judges will meet the week of Oct. 29 to review the nominees and select a winner.

Nominations are to be directed to the Westland Observer editorial department, 36251 Schoolcraft, Livonia 48150.

The award is co-sponsored by the Westland Observer and the Westland Chamber of Commerce. The First Citizen award winner is announced the week before the Nov. 13 chamber luncheon.

In past years, the First Citizen winner is not only publicly honored by the awards' co-sponsors but also by the mayor, state legislators and county commissioner.

strip malls.

The defendants are Vondale Tate, 25, of Inkster, and Dana Reynolds, 22, of Northville. They are charged with breaking into a parked vehicle.

cop calls

TWO PEOPLE face a Westland district preliminary exam today in the breaking-and-entering of a vehicle on a Meljer's Store parking lot, on Warren Road at Newburgh.

The two were arrested Wednesday afternoon, Oct. 17, by a Livonia officer who had been following the pair for weeks after a rash of break-ins of employees' cars in area regional malls and

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Community Corner

This week's question:

Who will you vote for as governor? Why?

We asked this question to Westland residents outside the K mart store on Wayne Road at Cherry Hill.



"I'm undecided. I'm still looking for the facts (about the candidates)."
— Dorothy Bigelow



"Probably (Gov. James) Blanchard. I don't like the big business types that (John) Engler stands for."
— Richard Norman



"Blanchard. I think he's done a darn good job so far."
— Evelyn Jewell



"Engler. He probably can do a better job than Blanchard has done."
— Kathy Nichols



"I haven't decided. I don't think Blanchard is doing all that great, but I'm not sure Engler is the one to replace him."
— Cheryl Gorsinke



"I'm undecided. I haven't given it much thought."
— Stanley Lincoln

Taxes to cut federal deficit will hurt local businesses

Continued from Page 1

Already seeing a slowdown in beer and wine sales is Mike Kassab, owner of the Carnival Gourmet Shoppe convenience store on Merriman at Warren Road.

"My customers don't like it (referring to the projected tax increase on beer and wine)," Kassab said. "All party stores are slow now."

Echoing his comments was Buddy Atchoo of Mr. McK's Wine Shop on Inkster Road at Sheridan, Garden City.

While he has seen no major difference in sales in recent months, some customers are indicating they will reduce their consumption of beer and wine, Atchoo said.

WHEELER ADDED that the expected tax boost will

be felt by consumers in other ways.

"Small industrial companies which deal with plastics will have higher costs of doing business because of the increase in oil," Wheeler said. "And those costs will be passed on to the consumer."

Another business expected to feel a drop in sales are travel agents because of higher airfares and a reduction in special prices.

On a personal level, Wheeler admitted that she will put off replacing her full-sized auto for another year.

The most vocal businessman complaining about an expected federal tax hike of 9½ cents per gallon of gasoline was Ray Turner, a partner with his father, Orville, of Ray's Ultra Service Station, on Wayne Road at Cowan.

Shortly after an interview about retail and wholesale

gasoline prices, Ray Turner learned that a station a half mile away lowered its prices by 2 cents a gallon. He said he will have to drop the price of his lowest-price gasoline to remain competitive.

Turner displayed a wholesale invoice from Sun Oil Co. that showed that he is billed \$1.35.9 a gallon for the economy grade.

That's also the price he charges customers.

Not only does he fail to make a penny on that grade of gasoline, but many customers are quickly changing their buying habits from the full-service pumps to the self-serve pumps to save 35 cents a gallon.

"Before (the Iraqi invasion of Kuwait in August), I sold an average of 2,800 gallons a day with about one-third being at the full-service pumps," Turner said.

"FULL-SERVICE gasoline sales used to represent about one-third of my volume. Now, full-service sales represent only 7 percent of sales, which are down to 2,200 gallons a day."

The worst part of the increase in gasoline prices in the nearly three months since the invasion is that customers are taking it out on the local gasoline stations.

"Some think we're making money hand over fist. But my profit margin is half of what it used to be and cash flow is non-existent."

One organization that would expect to benefit from budget-conscious families reported no change in floor traffic.

The Salvation Army's Red Shield store on Ford east of Middlebelt "is always busy," said manager Sandy McKnight, who has not seen any increase in shoppers.

Mayor says taxes for library are 'last resort'

Continued from Page 1

State Sen. William Faust, D-Westland, pushed for the library appropriation in the pending plan.

Thomas Monday outlined recent administration discussions on the library.

He said operating expenses could be raised several ways, including dedicating extra tax money not levied by the city this year but allow-

able under state law. The city levied 6.52 of its allowable 7.4 mills, he said.

The additional .88 mill would generate about \$750,000 in revenue.

For a resident in a \$60,000 home, .88 of a mill would mean a rate increase of 88 cents per \$1,000 of state equalized valuation or an annual increase of \$26 a year.

Other proposals under consideration include using a portion of the \$2

million for operating expenses, which Thomas said would be allowable under state law.

The city will receive \$1.375 million from the state in fiscal 1992 and \$675,000 in 1993.

"We could take \$500,000 of that and use it to staff a library," Thomas said. "We don't have to spend the whole \$2 million on construction."

But Thomas said recent estimates put construction cost of the building planned in 1987 at \$2.2 million. He said those plans could be altered.

Thomas has said he hopes to schedule a study session with the council to discuss library plans by mid-November.

Police probe Westland murder try

Police are investigating an apparent case of attempted murder in which a Westland man was shot late Monday night.

The man, 33, told officers he felt a sharp pain in his right shoulder as he left Rogala's Bar on Ford Road accompanied by his brother, 26.

About two hours later, after going to bed, the man told officers he awoke coughing blood.

The man was taken to Garden City Hospital where doctors first indicated he might have been stabbed. After examining X-rays, doctors indicated the man had been shot twice, possi-

bly with a 9-mm weapon.

The man and his brother told officers that they had not heard any

shots being fired and had not been involved in any dispute inside the bar.

Police have hit-run suspect

Westland police have identified a man who was killed by a hit-and-run driver early Saturday morning as Robin Gary Seguin, 36, of Westland.

Traffic officers are investigating a suspect after finding bits of a headlight near Seguin's body, police said.

Seguin was reported to have been walking south across Cherry Hill

east of Merriman when he was struck by a car.

There were no witnesses to the accident, but an employee at a nearby gas station told police he heard a noise about 1:15 a.m. About 90 minutes later, a passing motorist discovered Seguin's body on the road.

Schools will have \$2 million less

Millage defeats last February and June will leave Wayne-Westland Community Schools with projected revenues nearly \$2 million below 1989-90 figures, according to district auditors.

The Southfield-based firm of Plante and Moran estimates the district will receive \$74.2 million in total revenues for 1990-91, down from \$76.15 million for the year ended last June 30.

The projection was presented to school board members Monday as part of the annual audit report.

The audit covers the 1989-90 year and doesn't include \$5 million in budget cuts approved by the board last spring.

BUT THE disparity between revenues and expenditures will in the longrun become greater without addi-

tional tax increases and if enrollment continues to decline, said Tom Svitkovich, associate superintendent for administration.

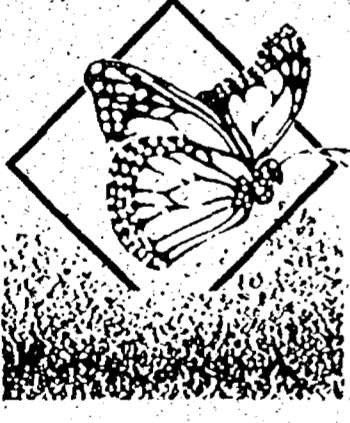
The audit, approved 6-0 by the board, found "no material instances of non-compliance" with state and federal guidelines, said Pearl Hoferty of Plante and Moran.

For 1989-90, the 16,500-student district received \$42 million in revenues from local property taxes, \$3.8 million from a Wayne County special education tax and \$30.3 million in state aid, the audit showed.

General fund expenditures were \$79.2 million, with the deficit being made up from the district's \$5.9 million surplus from the previous year.

The remaining surplus, along with the budget cuts, was used to balance the 1990-91 budget, according to school officials.

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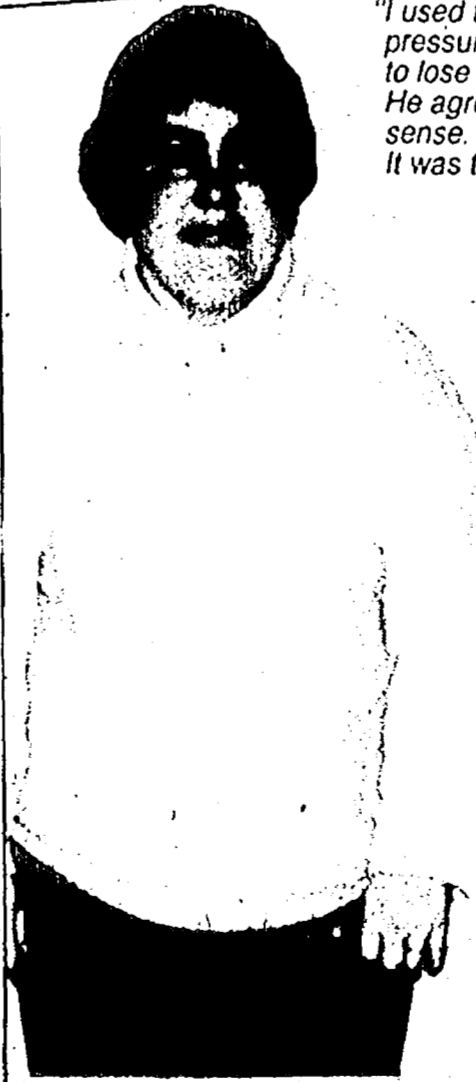
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Crowded field vies for state board of ed seats

Incumbents Rollie Hoppgood and Barbara Roberts Mason, both Democrats, face GOP challengers Richard DeVos and Lowell Perry, as well as four third-party candidates, in this year's state board of education race.

Winners will receive an eight-year term. Voters will vote for two candidates and will be able to split their ticket.

Here are thumbnail sketches of each candidate:

• Hoppgood, a Taylor resident, has been a board member since 1988, is currently treasurer of the state board. He is an administrative assistant with the Michigan Federation of Teachers, Detroit. Prior to that, he taught art, social studies and physical education in the Taylor Schools for 19 years, serving as president of the teachers union local from 1977-81.

He is co-chairman of the state Democratic Party's education subcommittee and was elected "Boss of the Year" in 1989 by the American Business Women's Association, Star of Detroit chapter.

Hoppgood holds a bachelor's in education from Western Michigan University and a master's in education leadership from Eastern Michigan University.

• Mason, a board member since 1974, is a Lansing resident. She served as board president in 1979-80 and 1987-88, the only person to have served two terms in that capacity.

She is a consultant in the Michigan Education Association Office of Professional Development and Human Rights. Before that, she was a speech consultant in the Lansing Schools.

In 1987, she founded the Black

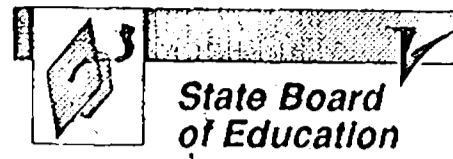
Child and Family Institute, Lansing, to address concerns expressed in the state's "Black Child in Crisis" symposiums.

Mason holds a bachelor's in speech and audio pathology and a master's in educational psychology from Michigan State University and is working toward a doctorate in educational curriculum.

• DeVos is president and chief executive officer of The Windquest Group, Inc., a Grand Rapids-based investment company. Prior to that, he was international vice president of Amway Corp. of Ada, Mich.

He was co-chairman of the Michigan Republican party's 1990 Lake Michigan conference and on host committees for Michigan visits of President George Bush and Vice President Dan Quayle.

DeVos is also chairman of the



Kent-Ottawa-Muskegon Foreign Trade Zone Board and a board member of the Mackinac Center, a market-oriented public policy research center based in Midland. He is a national advisory committee member of the American Family Society.

• Perry, a Southfield resident, is director of community relations for Michigan Bell, Detroit.

A former player, coach and scout

Please turn to Page 9

State board of ed duties broad, varied

Just what is the state board of education anyway, and what does it do?

Those questions are asked every two years by voters who find board members' names on the ballot.

The state board, an eight-member body, supervises education in every public school district in the state. Chief among its duties is administering state financial aide to local districts and setting teacher certification standards.

The board directs policy of the state Department of Education — developing education programs for local districts, as well as overseeing their implementation.

Its other key duties include appointing the superintendent of public instruction, overseeing special education and coordinating education activities among Michigan's public school districts and its universities and community colleges.

Board members is a partisan post, members are nominated at party conventions. Two members

of the board face re-election every two years. The current board includes four Democrats and four Republicans.

Those not up for re-election this year include: Dorothy Beardmore, Rochester, Cherry Jacobus, Grand Rapids, Annetta Miller, Huntington Woods, Gumecindo Salas, East Lansing, Barbara Dumouchelle, Grosse Ile and Marilyn Lundy, Grosse Pointe.

The governor serves as a non-voting member of the board.

In addition to overseeing the department of education, the board also oversees activities of numerous other boards including, the State Board for Public Community and Junior Colleges, the Career Education Advisory Commission, Michigan Council on Vocational Education, Michigan Higher Education Assistance Authority, Michigan special Education Advisory Committee and State Tenure Commission.



Barbara Roberts Mason, Democrat



Rollie Hoppgood, Democrat



Dick DeVos, Republican



Lowell Perry, Republican



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YOUTH BASKETBALL

Youth basketball league registrations are being accepted by the Wayne-Westland YMCA, 827 S. Wayne Road, one block south of Cherry Hill. The league is open to boys and girls in the third through sixth grades. For information, call 721-7044.

HAUNTED HOUSES

Through Oct. 31 — Westland Jaycees Haunted House will be directly across the street from Westland City Hall, Ford Road west of Wayne Road and east of Newburgh. Admission is adults \$4, children and seniors (over 65) \$3. Haunted house hours will be 7 p.m. to midnight Friday-Saturday; 7-11 p.m. Sunday-Wednesday; and closed all Thursdays. The Wayne-Westland Family YMCA will also have a haunted house in its barn, 827 S. Wayne Road, south of Cherry Hill, 6:30-10:30 p.m. weekdays and 6:30-11:30 p.m. Fridays and Saturdays. The house will be open Oct. 25-31. Admission is \$2.50.

OPEN HOUSE

Friday, Oct. 26 — In observance of National Substance Abuse Month, Straight, an adolescent drug treatment program, will have an open house 3-6 p.m. at 42320 Ann Arbor Road just west of I-275. The public also may stay for an open meeting at 6:30 p.m. For more information, call Judy Preslar at 453-2610.

HAUNTED HAYRIDE

Friday-Tuesday, Oct. 26-30 — The Garden City Jaycees and the Dearborn Heights Jaycees present a haunted hayride and pumpkin patch for ghosts and goblins of all ages in Parkland Park, Ann Arbor Trail 1 1/2 miles east of Telegraph. Hours will be 7-11 p.m. and Saturday until midnight. There will also be matinee "Unhaunted" Hayrides Saturday and Sunday 3-8 p.m. Friday night there will be an adult costume contest at 7 p.m. A children's costume contest for 12 and under will be Saturday at 4 p.m. Admission for the hayride is \$3 for adults and \$2 for children 12 and under. For information, call Ellen at 525-2862 or Tim at 721-3544.

HALLOWEEN PARTY

Saturday, Oct. 27 — Children in grades one-six will enjoy "Halloween Spooktacular" at 2 p.m. in Garden City Library, 2012 Middlebelt, south of Ford. The program will feature the magic of Bernie Stevens, pumpkin lottery and treats for all. Register in person or call 525-8855.

VEGAS NIGHT

Saturday, Oct. 27 — Westland Goodfellows will have a Vegas Night, 7:30 p.m. to midnight in St. Richard Catholic Church, 35851 Cherry Hill. Tickets are \$3 per person. Maximum cash payout \$500 per person. Tickets available at the door.

BOUTIQUE

Saturday, Oct. 27 — St. Dunstan's will have its annual boutique 10 a.m. to 4 p.m. in the church, 1616 Belton St. There will be more than 70 tables of crafts. Free instant winner raffle tickets will be given away. All proceeds will be used for the Christmas Day Dinner for anyone who is alone on Christmas Day.

YMCA HALLOWEEN

Saturday, Oct. 27 — Children from 6 to 12 are invited to a Halloween Party 4-9 p.m. in the Wayne-Westland YMCA, 827 S. Wayne Road. Swimming will begin at 4 p.m., followed by spooky food, games, costume judging and face painting. The evening will end with a visit to the Y's haunted house. For information, call 721-7044. Fee is \$5 for Y members and \$10 for non-members.

MORE HALLOWEEN

Saturday, Oct. 27 — A Halloween Party will be from 7:30 p.m. to 1 a.m. in the Wayne Ford Civic League Hall, 1645 N. Wayne Road. Admission is \$10 and includes dinner, mu-

sic, beer and set-ups. Persons are asked to bring their own refreshments. Prizes for best costume. For information, call Kathie 728-5010.

CRAFT SHOW

Sunday, Oct. 28 — A craft gallery show will be 10 a.m. to 4 p.m. in Roma's of Garden City, Cherry Hill at Venoy. There will be country folk art, Victorian crafts and early Americana designs. Admission is \$2. No strollers, no cameras. For more information, call 274-7076.

MILLIONAIRE'S PARTY

Friday, Nov. 2 — A millionaire's party will be 7:30 p.m. to 1 a.m. in Hawthorne Valley Country Club, on Merriman north of Warren Road. Admission is \$7.50. Proceeds will support the Y's Indian Guide program.

HOLIDAY BOUTIQUE

Friday-Saturday, Nov. 2-3 — The women of the Garden City Presbyterian Church will hold its holiday boutique Friday 4-8 p.m. and Saturday 9 a.m. to 3 p.m. in the church, 1841 Middlebelt, south of Ford. A family style dinner with roast turkey will be served Friday. Dinners are \$6.25 for adults, \$4 for children. Admission to the boutique is free.

ROAD RALLY

Saturday, Nov. 3 — A road rally in the western Wayne County area will begin at 6 p.m. Tickets are \$15 per person which includes pizza and salad. Cash prizes awarded. For reservations, call Rhonda at 464-1576 or Lynda at 522-5927 before Oct. 26.

WILDWOOD CRAFTS

Saturday, Nov. 3 — An arts and crafts show will be 9 a.m. to 4 p.m. in Wildwood Elementary School, 500 N. Wildwood at Cherry Hill, between Venoy and Wayne Road.

ST. DAVID'S BAZAAR

Saturday, Nov. 3 — St. David's Episcopal Church will hold its annual bazaar from 9 a.m. to 4 p.m. in the church, 27500 Marquette at Inkster Road. There will be a raffle for a handmade wall hanging plus other prizes. Lunch will be served during bazaar hours.

FRUIT SALE

Saturday, Nov. 3 — Garden City High School marching band and color guard students will be selling cases of Florida oranges and grapefruit door to door in Garden City. Delivery will be Dec. 8. Oranges are \$11 per case and grapefruit \$9 per case. Proceeds will go toward the students' annual band competition. To place an order by phone, call Cassie Butcher at 427-0539.

BAZAAR

Saturday, Nov. 3 — The United Methodist Women of Garden City will have their bazaar 9 a.m. to 4 p.m. in Garden City United Methodist Church, 6443 Merriman at Maplewood. There will also be a lunch of homemade vegetable soup, turkey croissant sandwiches and homemade pierogies at 11 a.m.

BLOOD DONATIONS

Saturday, Nov. 3 — Blood donations will be accepted 10 a.m. to 4 p.m. in Good Shepherd Reformed Church, 6500 N. Wayne Road. Walk-ins welcome. For appointments, call 421-9097.

FOREST HARVEST

Sunday, Nov. 4 — A "Forest Harvest" tour looking for fruits, berries and nuts will be in Holliday Park Nature Preserve. Tour will begin at the Koppernick entrance at 1 p.m. For information, call Wayne County Parks and Recreation at 261-1990.

AEROBICS

Monday, Nov. 5 — Aerobic classes begin at the Wayne-Westland YMCA, 827 S. Wayne Road, one block south of Cherry Hill. Instructor will be Diane Roberts. For information, call 721-7044.

community calendar

Non-profit groups should mail items for the calendar to the Observer, 36251 Schoolcraft, Livonia, MI 48150. The date, time and place of the event should be included, along with the name and phone number of someone who can be reached during business hours to clarify information.

SWIMMING

Monday, Nov. 5 — Swimming classes for children 6 months old through adults begin in the Wayne-Westland YMCA, 827 S. Wayne Road, one block south of Cherry Hill. Registrations are now being taken. For information, call 721-7044.

GARDEN CLUB

Monday, Nov. 5 — The Garden City Garden Club will meet at 7 p.m. in the Log Cabin at Garden City Park, Cherry Hill at Merriman. The meeting will feature a canning demonstration for Georgia and Ageline Scappaticci. For information, call Jan at 422-0864 or Daisy at 427-5365.

GED TESTS

Monday-Tuesday, Nov. 5-6 — Livonia Public Schools will offer GED tests 5-10 p.m. at Bentley Center, 15100 Hubbard. For information, call 523-9294.

BOUNCING BACK

Tuesday, Nov. 6, 13, 20, and 27 — The Wayne-Westland Chapter 340 of Parents without Partners is sponsoring an admission-free program, "Bouncing Back," for single parents. The four workshops is designed to help single parents overcome the hurts and confusion felt during a divorce. The workshops will be held 7:30-9 p.m. in Stottlemeyer Elementary School, on Marquette, between Wayne Road and Wildwood. For information, contact Kelly Gorney at 532-1068 evenings.

COLLEGE PROGRAM

Wednesday, Nov. 7 — Schoolcraft College's Women's Resource Center will sponsor a program for adults who want information on entering or reentering college 9 a.m. to 12:30 p.m. in the college's Liberal Arts Building, Room LA-200, on Haggerty Road between Six and Seven Mile Roads. For information, call 462-4443.

CRAFT SHOW

Saturday, Nov. 10 — Kettering Craft Show will be 9 a.m. to 5 p.m. in the school, 1200 S. Hubbard, a half mile south of Cherry Hill and half mile west of Merriman. For information, call 721-7384 or 721-1266.

ARTS FAIR

Saturday-Sunday, Nov. 10-11 — Sts. Simon and Jude Church in Westland will hold its arts and crafts fair Saturday 9:30 a.m. to 5:30 p.m. and Sunday noon to 5:30 p.m. Eight-foot tables are available for \$15 on Saturday, \$10 on Sunday or \$20 for both days. For more information, call Margaret at 728-4333 or Rita at 595-1325.

I'M WONDERFUL

Tuesday, Nov. 13 — A spaghetti dinner and presentation, "I'm Won-

derful," will be 6 p.m. in the Maplewood Community Center, on Maplewood west of Merriman. Tickets are \$5 and must be bought in advance at the center. Performance artist O.J. Anderson will illustrate to young viewers self-esteem, imagination, creativity through his one-man extravaganza of songs, games and skits.

CRAFT FAIR

Saturday, Nov. 17 — Memorial Craft Fair will be 10 a.m. to 4 p.m. in the school, 30001 Marquette. Exhibitors are needed. There is a \$15 per table rental fee. For information, call 261-1683.

MORE CRAFTS

Saturday, Dec. 1 — Crafters are needed for the Hamilton Elementary Craft Show. For information, call Barb 722-7264, Bobbie 728-4916 or Ed 728-2657.

CHRISTMAS BOUTIQUE

Saturday, Dec. 1 — Lather School's Christmas boutique, 28351 Marquette, Garden City, has table rentals available at \$20 per table. For information, call Brenda at 422-2389.

TOPS

Thursdays — Take Off Pounds Sensibly meets at 10 a.m. Thursdays in the Log Cabin in Garden City Park, Cherry Hill and Merriman. For information, call 422-2297 or 561-9205.

FITNESS GYM

Monday-Saturday — The Wayne-Westland Family Y will sponsor a fitness gym open 6 a.m. to 9:45 p.m. weekdays and 8 a.m. to 3:45 p.m. Saturday. Daily guest pass is \$5 per visit. For information, call 721-7044.

PLAY/LEARN

The Wayne-Westland YMCA is accepting registrations for children ages 2 1/2 through 6 years of age for its Play and Learn Program. For more information, call 721-7044.

DANCERS WANTED

The Polish Centennial Dancers are accepting registrations for fall. Students ages 3 through adults can learn Polish folk dancing, American polkas, along with a touch of jazz and various routines. For information, call 427-2636 or 464-1263.

CARDIAC GROUP

Mondays — A cardiac support group meets the second and fourth Monday of every month 7:30-8:30 p.m. in Garden City Osteopathic Hospital classroom No. 1, 6245 N. Inkster Road at Maplewood. The group will offer educational and emotional support of cardiac patients and their families.

TRAVEL GROUP

Fridays — The Travel Group meets every Friday at 12:45 p.m. in

the Westland Friendship Center, 1119 N. Newburgh, unless a trip or special program is planned. Program includes speakers, films, celebration of birthdays and weekly door prizes. There is a \$3 membership fee for residents; \$12.50 for non-residents. For more information, call 722-7632.

SCHOOL GROUP

Fridays — The Wayne-Westland Citizens for Education Committee meets at 7:30 p.m. the second Friday of each month in the Westland Historical, Cultural and Meeting House (formerly The Rowe House), 37025 Marquette. The group informs citizens of important issues regarding the community schools. For information, call Dave Moranty at 729-1748.

CLASSES OPEN

St. David's Nursery School, 27500 Marquette, Garden City is accepting applications for the 1990-91 school year. Classes are available for 3- and 4-year-olds. For information or an appointment to visit, call Greta Kenner at 422-3187 or Jenny Schlarer at 295-7790.

MEDICAL SERVICE

Fridays — Free medical service, provided by Dr. Stanley Sczecienski, is available every Friday beginning 9 a.m. (appointments only), at the Friendship Center, 1119 N. Newburgh. Service will include consultation, blood pressure readings, heart and lung check, and ear, nose and throat examination. If a potentially serious problem is found, Dr. Sczecienski will refer you or recommend you go to your own doctor. For information, call 722-7632.

EXERCISE

Monday-Friday — A daily exercise program for retirees 50 and over meets 9:30-10:30 a.m. with an instructor at Westland Friendship Center, 1119 N. Newburgh. The program will be inside and outside on the walking course. The Exercise Room is also open daily 9 a.m. to 5 p.m. with commercial exercise equipment geared to the retiree's needs. Membership cards are \$5 per year for residents and \$10 for non-members. For more information, call 722-7628.

HAIRCUTS

Wednesdays — Haircuts are available 10 a.m. to 3 p.m. in the Friendship Center, 1119 N. Newburgh. Cost is \$5 for men and \$6 for women. Perms are also available. For information, call 722-7632.

HYPERTENSION

Hypertension screening will be provided by United Care and Westland Medical Center 10 a.m. to noon Mondays, except for the fifth Monday of the month. A nurse from Home Health Care will provide blood pressure screenings 9-10 a.m. every Thursday. Screenings also will be by appointment with Dr. Sczecienski at 9 a.m. Fridays.

TOASTMASTERS

Thursdays — Toastmasters will have a public speaking seminar at 6:30 p.m. in Denny's Restaurant, 7742 N. Wayne Road at Cowan. For more information or reservations, call 455-1635.

JOBS

Part-time jobs are available for low-income men and women 55 and older through the Senior Community Service Employment Program. For more information, call Lynne at 722-2830.

ALZHEIMER'S SUPPORT

Wednesdays — Members of a support group for Alzheimer's Disease meet at 2 p.m. the first Wednesday of the month in the Westland Convalescent Center, 36137 Warren Road. For information, call 728-6100.

HOST LIONS

Thursdays — The Westland Host Lions Club meets at 8:30 p.m. the second and fourth Thursdays of the month, in the Red Lobster Restaurant on Wayne Road, north of Ford.

TOPS

Thursdays — TOPS (Take Off Pounds Sensibly) meets at 7:30 p.m. every Thursday in the Garden City Education Center (the former Harrison School), on Harrison, north of Maplewood. For information, call Delores Grenke at 427-8824.

PURPLE HEART

Wednesdays — The Military Order of Purple Heart meets 8 p.m. the third Wednesday of the month in the VFW Hall on Ford Road, west of Venoy. Meetings are open to combat-wounded vets.

CONCERT BAND

Wednesdays — The Westland Concert Band meets 7 p.m. every Wednesday in Marshall Junior High, 35100 Bayview, south of Cherry Hill east of Wayne Road. Musicians are sought for the newly formed band. Call Jim Frobe, 729-7386.

OPEN SWIM

The Wayne-Westland YMCA has daily open swim available 7-8 p.m. Monday-Friday, and 1-3 p.m. Saturday. Family Swim is 8:45-9:45 p.m. Friday and 3-4 p.m. Saturday. The YMCA is at 827 S. Wayne Road, Westland. For more information, call 721-7044.

CO-OP NURSERY

Suburban Children's Co-op Nursery is accepting applications for 3- and 4-year-old classes that begin in September, 1990. Three-year-old classes meet Monday and Thursday and 4-year-old classes meet Tuesday and Friday. For more information, call Cheri Kolodziejczak, 462-3687.

KARATE

Karate classes are offered Tuesdays and Thursdays at the Wayne-Westland Family YMCA, 827 S. Wayne Road, Westland. Bob Preville will teach children's classes 6:30-7:45 p.m. and adults 7:30-9 p.m. For more information, call 721-7044.

ANAMILO CLUB

The Anamilo (which means "to speak again") Club meets 2-4 p.m. the third Wednesday of every month at the Garden City Education Center, 6701 Harrison. The club is a support group offering assistance, encouragement, companionship and mutual support to people and families of people who have lost their larynx to cancer.

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- Why is this event taking place?
- Where can people buy tickets?
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Please provide the Observer with the name and telephone number of a person with whom we can verify the information. If you are submitting a photo for our consideration, please keep in mind that black and white pictures reproduce the best. Send the information to the Observer Newspapers, 36251 Schoolcraft, Livonia 48150 at least two weeks in advance of the event.

Hard times fuel fake car insurance claims

By Diane Galo
staff writer

A slumping economy and surging gasoline prices are helping to fuel fake auto insurance claims.

"Since I came into auto theft four years ago, it was estimated that 10 to 15 percent of the claims were owner give ups," said state police Lt. Sandy Miller, commander of the Western Wayne Auto Theft Team, made up of suburban police officers and based in Canton Township.

"We feel it's higher — between 20 and 30 percent," she said.

COMPILING ACCURATE figures on how many people file fake claims is hard and one reason is that there's no profile of the type of person who

would commit this crime, said state police Lt. Frank Deon, commander of the Eastern Auto Theft Unit.

"We've found that it's older people, younger people, businessmen, housewives — there's no set pattern," he said. "They do it because they can't keep up with a car payment, a divorce or they're in some economic bind."

Fraud is booming and an ailing economy gives drivers new incentives to make up stories, and collect on insurance policies, according to a recent Wall Street Journal article.

The type of fraud that is filed, including arsons, giving the car away and changing the car's identification, is just as varied as the person who makes the claim, Deon said. The av-

erage cost of the stolen vehicle is \$5,000 to \$6,000.

"Generally when we find a car and nothing is taken off it we know something is fishy," Deon said.

Last year in Michigan there were 65,297 cars stolen, which is down from 1985 when there were 75,123 cars stolen — that's down 13.1 percent.

Frank Skinner, State Farm Insurance division claims superintendent, state chair of the anti-theft committee and board chairman of the Automotive Theft Prevention Authority, commented.

"They're thinking up new scams every day. It depends on the ingenuity of the person making the claims."

ARSON INVESTIGATIONS are

extremely difficult, he said, because "you have to be careful not to accuse innocent people."

More people are getting caught, too, Miller said, because officers are identifying more fraud cases and prosecutors are more willing to take on the cases. Insurance holders pay a \$1 fee and that money goes to fight car theft through the Auto Theft Prevention Authority.

Through last month, the Western Wayne team investigated 228 fraud cases in 1990. The team had helped to prosecute eight cases as of September.

Proving that a car was stolen, is easy, Miller said. But proving someone made a fake claim is tough, because there isn't any concrete evidence

ONE RECENT case involved more evidence than most. A Westland man last spring gave a 1986 Chevy Celebrity to an undercover state police officer, according to state police Sgt. Mike Lewis.

Six months later the Westland man filed an insurance claim saying the car was stolen. Meanwhile he had continued paying on his insurance policy.

He was charged with obtaining more than \$100 under false pretenses. The charge carries a maximum prison term of 10 years.

To help investigators uncover fake claims, call the 242-HEAT (Help Eliminate Auto Theft) tip line, operated by the Michigan Automotive Insurance Placement Facility.

Church says seminary sale 'far from done deal'

By Tom Henderson
staff writer

The Archdiocese of Detroit begs to differ with a Maryland firm, saying that the proposed purchase of the St. John Provincial Seminary in northwest Wayne County is "far from a done deal."

John Erickson, president of Retirement and Health Services Corp., said Tuesday that all the details had been worked out in the purchase of the seminary on Sheldon and Five Mile in Plymouth Township and that the church and his firm would close on the 35-acre property in the spring after what are expected to be routine examinations of the buildings and the land.

Not so, said a church spokesman

in response. "We've entered into a conditional contract for sale of the property," said Richard Laskos. "(But) all sorts of things could happen. I was told it's far from a done deal. It's certainly not a done deal."

Michael Erickson, director of marketing for Retirement and Health Services, said of Laskos's statement: "Their response on that sort of surprises me. . . . The contract is very specific and we're treating it that way," he said.

He said he hoped current communications with the church would resolve any problems regarding the proposed 1,000-unit retirement center, without the need for litigation.

THE CHURCH listed all 175 acres at the site, including a golf course,

for \$20 million in 1988. The seminary buildings and 35 acres, excluding the course, were listed at \$7.5 million. When the church was unable to find a buyer for the entire property, it signed the purchase agreement earlier this year for the smaller parcel.

Since the purchase agreement was signed, about 1,000 acres of land kitty-corner to the seminary property were sold by Wayne County to developer Robert DeMattia for a golf course, office complex and residential community.

Speculation is that since that sale, the church may feel it can now more easily sell the entire 175 acres in a single deal.

When asked to comment that since the sale of the 1,000 acres north of

Five Mile and west of Sheldon, the archdiocese may be reconsidering its tentative deal with his firm, Michael Erickson said: "I would be surprised if that happened. I've seen the agreement we have and it doesn't allow that. It would impair anything like that."

Erickson said the purchase agreement includes an escape clause for the church that would allow it to back out of the deal only in the event that Retirement and Health Services' plans for the 35 acres would lower the value of the golf-course property.

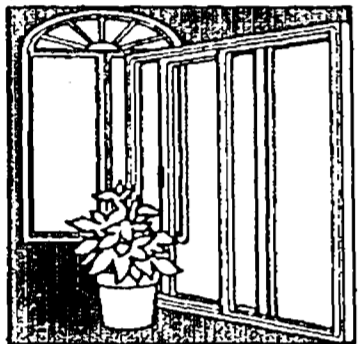
"And there's no way what we're putting in there could make the land worth less," said Erickson. "Our studies show that putting in a

1,000-unit retirement community makes it easier for the church to sell the golf course — for a shopping center or whatever."

MAURICE BREEN, Plymouth Township supervisor, confirmed that there was a purchase agreement between the church and Retirement and Health Services. "I saw (Cardinal Edmund) Szoka's name on the agreement. We (township officials) wanted to see that before we proceeded. There are some escape clauses in there, but whether they would allow the church to get out of it, I don't know."

The property would have to be rezoned. Current zoning allows single-family houses on one-acre plots.

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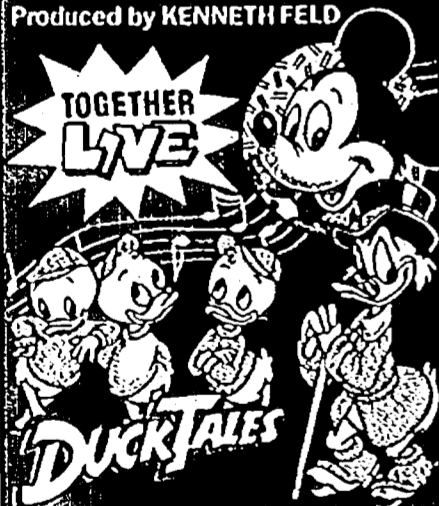
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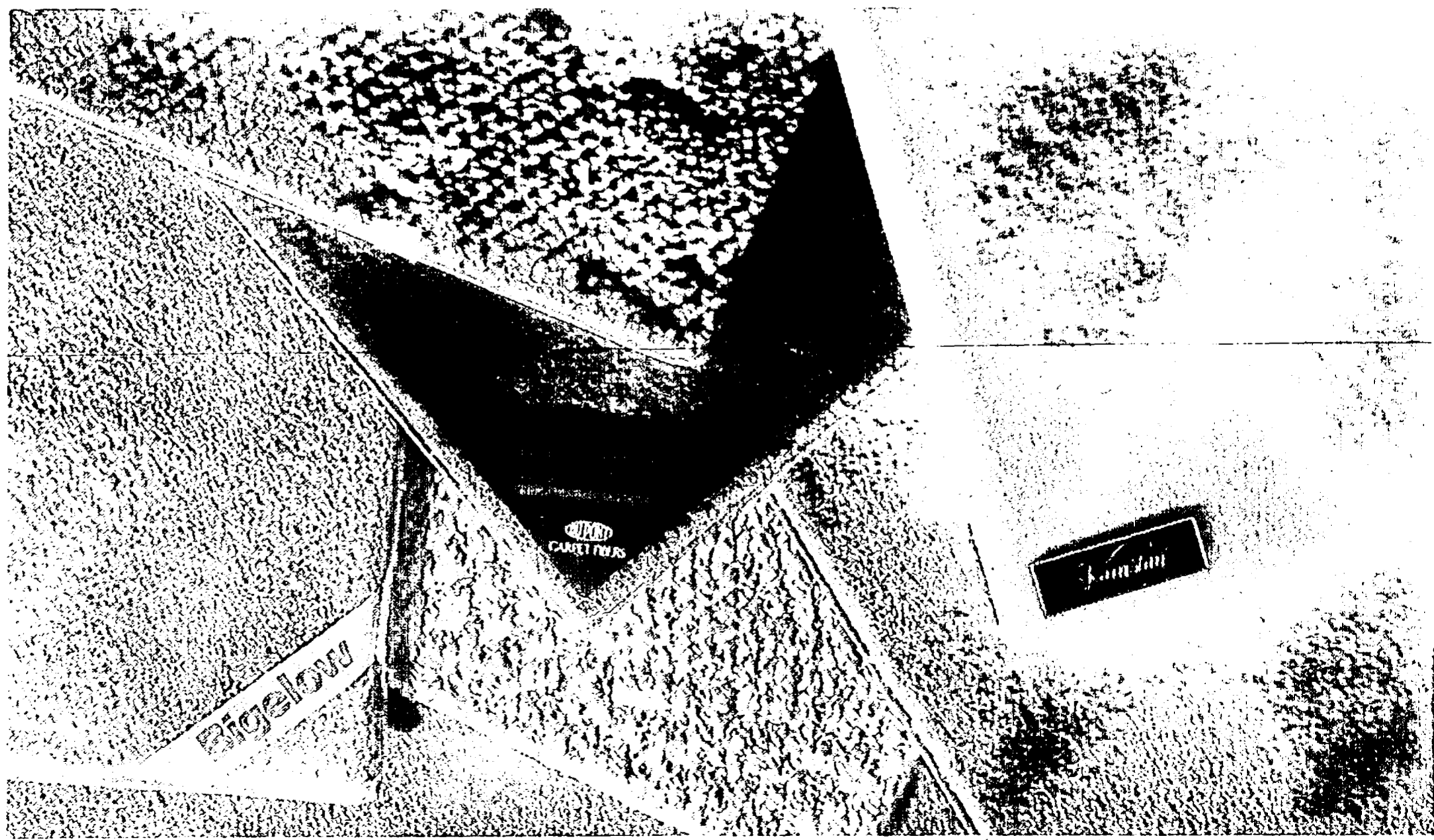
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Steppin' country style

Traditional dancing keeps them light on their feet

Country dancing has become a cure-all for Sharon Scanlan-Ballios of Canton.

Shaking off the day's woes is key to someone who juggles a full-time job as a secretary at the Westland Presbyterian Retirement Village, a part-time job at McDonald's, two teenage children and the responsibilities as the only child of an elderly mother.

"It's good exercise, a wonderful stress reliever and it's fun," said Scanlan-Ballios, 50.

A LOT of people mistakenly believe that country dancing is strictly for Southerners and cowboys, she said. The Westside Silver Star Steppers club that meets at Lucilles every Monday night, she said, shoots holes in that theory.

The 60 club members include singles, couples, all age groups and a wide range of professions. "Everyone mixes with each other, so really the club is for anyone," she said.

A Star Steppers survey showed that all the members listed the social atmosphere as the top priority a dancing came in second place, said Jo Ann Smith, club president.

Scanlan-Ballios said she walked for exercise in the past, but found that by dancing she can exercise and socialize at the same time.

"I got divorced a couple of years ago and that's (walking) certainly not a great way to meet men," she said. "People who like country are

generally down to earth and fun people."

Her love of country music takes her on the road, too.

"Country people will go just about anywhere if they know it's a good dance, or a good instructor, or a good band," she said.

Last weekend, Scanlan-Ballios and other club members went to Toledo to take part in a dance sponsored by a club in that city. "We'll go and support dances and they'll come and support ours."

A melting of different sounds, like the blues and rock 'n roll, has helped the popularity of country music, Scanlan-Ballios suggests. And an array of performers are bringing the country sound into mainstream listening, too, she added.

JERRY STEWART, owner of Lucilles said, "Country is more like the music I grew up with in the '60s."

And dancers like Scanlan-Ballios are just the type of customer he likes best.

"Lucilles is more of a dance crowd and a dance crowd isn't rowdy," Stewart said. And that means liability and lawsuits are down, too.

"I make money in numbers," he said. "I'd rather sell two orange juices than one beer."

Scanlan-Ballios, who refers to herself as a city girl who started listening to country music only a few years ago, said if she misses

'Country people will go just about anywhere if they know it's a good dance, or a good instructor, or a good band.'

— Sharon Scanlan-Ballios

the routine she feels the effects.

"If I don't dance once a week, I'm telling you I can get out of shape," she said. "If anyone is interested in losing weight it's wonderful."

SCANLAN-BALLIOS had been heavily involved in Latin dancing, but she doesn't have to give that up totally, because country incorporates that, too. And now she says country dancing is the "most fun I've ever had in my whole life."

Wearing a blue jean dress, Scanlan-Ballios lights a cigarette at a table at Lucilles and could easily be mistaken for 20 years younger as she explains that she is so involved in country that she even carries a fan to keep in step with traditional country dancing.

"Men in Texas carry a fan and fan the women when they're done dancing," she explained.

On the dance floor Scanlan-Ballios and other club member last Monday, practiced line dances,

two-steps, three-steps, Western polkas, Shoddish and waltz steps.

"Lucilles is my second home and I don't come to bars to drink," she said. "The people here are friends. They even helped move my mother."

Here is a list of country dancing events:

• The Westside Silver Star Steppers meets every Monday from 7-11 p.m. the club meets at Lucilles, on Michigan Avenue north of Sheldon in Canton.

• Country Western Dance Workshop, Saturday, Oct. 27, V.F.W. Post 9973, 4945 South Beech Daley, Dearborn Heights. The workshops begin at 9 a.m. and end with a dance party at Lucilles.

• Country Western Dance, 7:30 p.m. to midnight, V.F.W. Hall, Beech Daley in Dearborn Heights. The cost is \$5 at the door or \$4 for advance tickets, which are available by calling 397-1988.

Grant sought to restore Friends Meeting House

By Joe Bauman
staff writer

The city of Livonia is hoping to snag a \$115,000 state grant to pay for the restoration of the historic Friends Meeting House at Greenmead and thus complete the work a year ahead of schedule.

If successful, major improvements to both the interior and exterior of the building will be completed next year, instead of in 1992 as previously planned, said community resources director Suzanne Wisler.

City officials should know by December whether all, or a portion, of the grant is approved. The city will have to match a portion of the grant with local funds.

WISLER CALLED the meeting house project a major priority in the city's continuing restoration effort at the historical village.

"The meeting house was one of the first buildings in Livonia officially recognized for its historical significance. We expect the total restoration to cost in excess of the grant amount."

The Friends Meeting House had stood on what was formerly known as the Quaker Acres site on Seven Mile west of Farmington before its relocation to Greenmead.

In other Greenmead developments, the city council is expected to vote on financing two other projects

at the village.

The first is a nearly \$31,000 request to reconstruct the roof of the Blue House and replace it with a vintage cedar shake roof.

The cost of the roof replacement was questioned by Councilman Ron Ochala at an Oct. 15 study session, who said he thought the cost was excessive.

"I can't support this as a prudent allocation of the available financial resources."

Instead, Ochala suggested using a more traditional asphalt shingle roof and using the rest of the money on other renovations for the Blue House.

BUT COUNCILMAN Robert Bishop supported the expenditure, saying it was important to preserve the integrity of the restoration work.

"The whole idea of Greenmead is to bring these buildings back to their original state. We may be troubled by the cost of doing this, but asphalt roof would impact the house from a historical viewpoint."

Councilwoman Laura Toy concurred with Bishop, adding that the Blue House is a priority because the city hopes to generate revenues in the future by renting it out for weddings and other receptions.

Total cost for renovating the Blue House is estimated at \$250,000 with completion scheduled for 1994.

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Schuetten blasts Levin's record on Social Security

By Tim Richard
staff writer

U.S. Sen. Carl Levin did too vote four times to freeze Social Security cost-of-living allowances, said Republican challenger Bill Schuette.
"I don't think you should tamper, cut, freeze or alter the Social Security trust fund," Schuette told 65 sen-

ator citizens in the Farmington Hills Inn nursing home last week.

The 36-year-old Midland congressman said Democrat Levin, seeking a third term in the Senate, wrongly charged him with distorting Levin's record on Social Security COLAs. Schuette said Levin voted:

4.2 percent to 2 percent in December of 1987.

- For a six-month freeze on COLA in May of 1985.
- For a one-year Social Security COLA freeze in May of 1984.
- To delay COLAs for federal retirees' benefits and veterans' compensation in April of 1984.

Schuette added Levin voted twice in 1983 to delay COLA.

Meanwhile, Levin's campaign manager accused Schuette of "playing hooky" from the House Budget Committee to campaign for the Senate. The Levin spokesman said Schuette missed 15 roll call votes in two days.

"I've made 95 percent of the roll

calls," Schuette replied. "It's the same old song of the Democrats: tax and spend."

Asked in an interview which of seven constitutional amendments he most strongly supported — a ban on abortion, equal rights for women, balanced budget, line-item veto, con-

gressional term limitation, school prayer or a ban on flag burning — Schuette replied:

"Term limitation... I'm not going to make a lifetime of government... The liberal career politicians have their hands on the throttle of tax increases again."

Here's background on ed candidates:

Continued from Page 5

for the Pittsburgh Steelers football team, Perry is also a former National Labor Relations Board attorney. A member of the Michigan Bar, a

life member of the NAACP and a member of the Urban League, Perry also served as chairman off the U.S. Equal Opportunity Commission in 1975-76.
Perry holds a bachelor's from the

University of Michigan, and is a member of the U-M Football Hall of Honor. He received his law degree from Detroit College of Law.

- Other candidates in the race include Tisch Party candidates Robert

Tisch of Laingsburg and Fayette Kaufman of Huntington Woods, as well as Libertarian Party candidates Mary J. Ruyart of Kalamazoo and Gwendoline Stillwell of East Lansing.

Airport bill prompts concern

Wayne County Commissioner Susan Hubbard, D-Dearborn, announced plans for a telephone campaign to increase local control over airport noise.

Hubbard, chairwoman of the commission's Special Committee on Airport Noise, said a bill pending in Congress could take away local noise regulating authority.

She expressed fear that Senate Bill 3094, would be rushed through in the closing days of Congress as a hasty budget attachment.

Hubbard called on county residents concerned with airport noise to raise immediate objections by contacting their representatives in Washington through telephone or fax this week.

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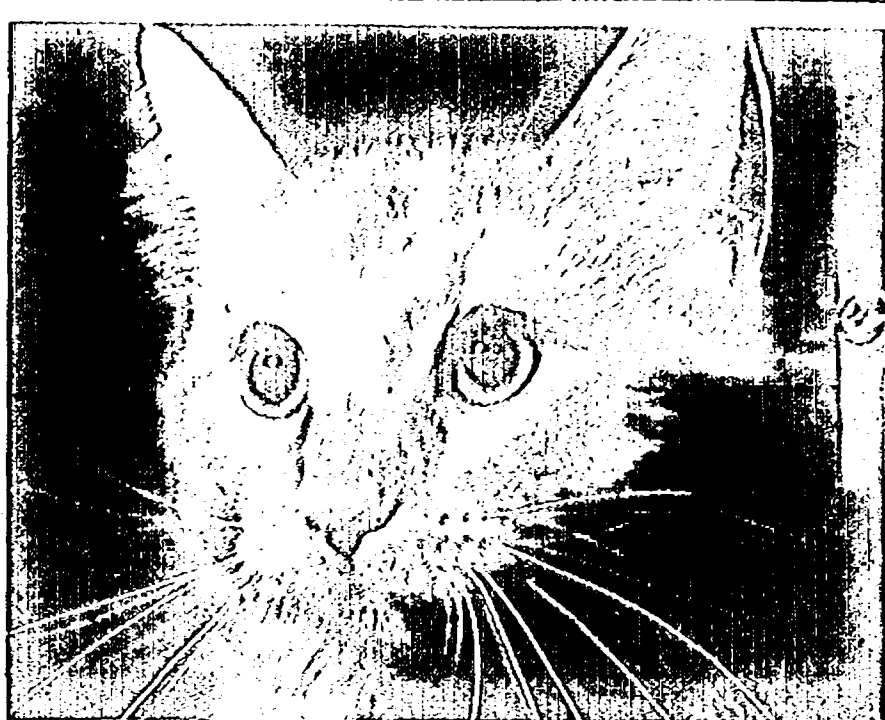
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Pets of the week

Teddy, a 1½-year-old Irish wolfhound mix, and Wheaty, a 1-year-old domestic male cat, need homes. Teddy (Control No. 304306) is a big dog with a sweet disposition. He is neutered and good with children. Wheaty (Control No. 304365), also de-



BILL BRESLER/staff photographer

scribed as very sweet, is housebroken and good with children. To adopt these pets, call the Westland Kindness Center of the Michigan Humane Society, 721-7300.

Teens are more likely to have auto accidents

A regional study says drinking teens are more likely to run off the road than older drivers.

"When alcohol is involved in a traffic crash, teens are four times more likely (than older drivers) to run off the road, and 21 percent more likely to hit objects such as trees or mailboxes," according to a 1989 study conducted by the Southeast Michigan Council of Governments (SEMCOG).

Project Graduation of Southeast Michigan presented a student lead-

ership workshop Tuesday in Roma's of Livonia for more than 1,000 student leaders, teachers and faculty advisers from 100 high schools.

Housed and administered by WTVS, Channel 56, Project Graduation is sponsored by a coalition of more than 30 organizations comprised of volunteers, substance abuse professionals and the media.

Its premise is that teens pressure each other to use alcohol and drugs, so teens should serve as the primary agents for change.

Ex-governor to speak

Former Michigan Gov. John B. Swainson will speak on "Citizenship and the Bill of Rights," at the Blessings of Liberty Conference, Thursday, Nov. 8, at Mercy College, Detroit.

The event is sponsored by the Michigan Commission on the Bicentennial of the U.S. Constitution, Michigan State Board of Education and Michigan Council for Social Studies.

Swainson, governor from 1961-62, is a member of the Michigan Bicentennial Commission and president of the state Historical Commission.

Mercy College is at 8200 W. Outer Drive.

Blessings of Liberty conferences are being held throughout the state through November, as part of the Bill of Rights 200th anniversary celebration.

Additional information is available by calling 467-1341, or writing Dr. Phyllis Robinson, Wayne County Intermediate School District, 33500 Van Born, Wayne 48184, by Monday, Oct. 29.

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Local U.S. reps split on revised budget plan

Here's how Observer & Eccentric-area members of Congress were recorded on major roll call votes in the week ending Oct. 19.

HOUSE:

To Reduce Deficit — By a vote of 227 for and 203 against, the House sent to conference with the Senate a Democratic-drafted budget reconciliation bill (HR 5835) that is the cornerstone of a plan to reduce deficits by \$40 billion in fiscal 1991 and \$500 billion between 1991 and 1995. Sponsors said they hoped the plan would cut annual deficits from the current \$300 billion-plus range to double digits within a few years.

This bill accounts for nearly \$200 billion of the targeted \$500 billion, with the remainder to be achieved as individual committees make program cuts the legislation requires of them. Its major component is nearly \$150 billion in new taxes (see next issue) that touch all income levels but hit hardest at the wealthy. Other key provisions are major spending restraints in Medicare and farm subsidies. Milder curbs in a variety of other programs and lower interest payments that will result from the legislation.

A yes vote was for the Democratic-drafted budget bill.

Voting yes were William Ford, D-Taylor and Sander Levin, D-Southfield. Voting no from Michigan were Carl Pursell, R-Plymouth, Dennis Hertel, D-Harper Woods and William Broomfield, R-Birmingham.

The Democratic Fiscal Plan — By a vote of 238 for and 192 against, the House amended HR 5835 (above) to incorporate tax increases, Medicare cuts and other provisions drafted by the tax-writing Ways and Means Committee to form the heart of the \$500 billion reconciliation bill.

Provisions aimed at the wealthy would increase top-bracket income tax rates from 28 to 33 percent, put a 10 percent surtax on taxable income above \$1 million, levy a 10 percent luxury tax on certain expensive consumer goods and increase the alternative minimum tax utilized by many affluent taxpayers from 21 to 25 percent.

Among provisions that could affect most or all income levels, the measure delays for one year that adjustment of income tax brackets for inflation, raises taxes on cigarettes and alcoholic beverages, increases airline ticket taxes, and allows certain tax-free capital gains. To cushion the impact of higher sales taxes on the working poor, it increases the earned income tax credit.

Regarding the elderly, the measure increases monthly Medicare insurance premiums from \$28.60 to \$46.20 by 1995, raises from \$51,300 to \$100,000 the wage base for the 1.45 percent Medicare payroll tax

and increases the Medicare deductible for doctors' bills from \$75 to \$100.

A yes vote supported the deficit-reducing amendments.

Voting yes were Hertel, William Ford and Levin. Voting no were Pursell and Broomfield.

Trade With China — The House voted 247 for and 174 against to end trade preferences for China. This approved measure (HJ 647) overturning President Bush's designation of China as a most-favored trading partner despite its restriction on emigration by its citizens. Most-favored nations receive the lowest available tariff on their exports to America.

Roll Call Report

Sponsor Gerald Solomon, R-N.Y., said "we cannot stand by while thousands of Chinese are imprisoned and hundreds are executed every month just because they want to be free like you and I."

Bob Michel, R-Ill., the minority leader, said "if we stay in contact (with China), the cause of democracy will be strengthened."

A yes vote was to stop favored treatment of imports from China.

Voting yes were Pursell, Hertel and Levin. Voting no from Michigan were William Ford and Broomfield.

SENATE:

Fiscal Plan — By a vote of 54 for and 46 against, the Senate sent to conference with the House its version of the most massive deficit reduction ever attempted by Congress, a bill (S 3209) to reduce red ink by \$500 billion between fiscal 1991-95.

One key difference between the House measure (above) the Senate bill is that the latter raises the federal gasoline tax, from 9 to 18.5 cents per gallon. Another is that the Senate does not raise the top-bracket tax rate, as the House does, but increases taxes on the wealthy by

curbing their deductions, nor does the Senate go along with the House plan to delay for one year the adjustment of income tax brackets for inflation, a revenue-raiser that has drawn heavy Republican criticism. The Senate version achieves smaller Medicare savings than the House measure.

The bills are similar or identical in most other areas, including plans to put an income tax surcharge on the wealthy, raises in taxes, add a special excise tax on luxury purchases, raise taxes on airline tickets and impose new higher taxes or fees on scores of government services for veterans, students, boaters and other constituencies.

A yes vote supported the \$500 billion deficit-reduction plan. Voting no were Sens. Carl Levin, D, and Donald Riegle, D.

Gasoline Tax — The Senate refused, 40 for and 59 against, to take a crucial procedural step removing an increase in the federal gasoline tax from the budget reconciliation bill (S 3209; see preceding vote). This left intact language to raise the tax from 9 to 18.5 cents a gallon.

A yes vote was to move toward deleting the gasoline tax hike. Voting yes were Levin and Riegle.

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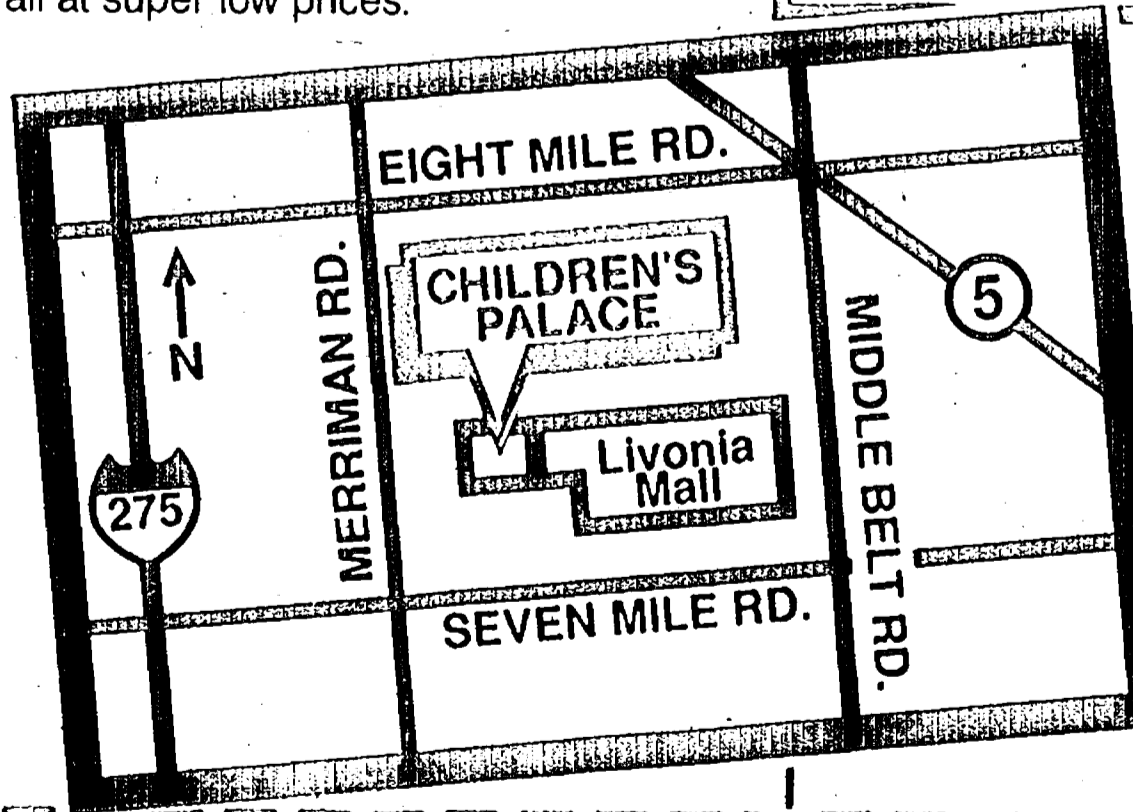
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*Drawings at 5 PM, Sat., November 3, 1990.

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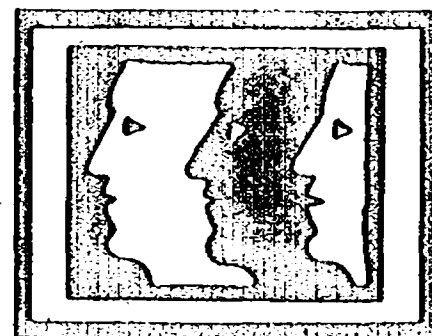
Children's Palace

Grand Opening

October 27th & 28th, Livonia

Suburban Life

Sue Mason editor/591-2300



Thursday, October 25, 1990 O&E

(L,R,W,G)18

Forever in blue jeans

Denim 'decks Dockers

By Janice Brunson
staff writer

"Phenomenal!" That's the word of choice by Gap manager Jeannie Wildenhaus to describe blue jean sales this fall at the clothing chain's Westland Center store.

At the opposite end of the mall, Kohl's manager Terri Hughes reports sales in jeans brisk enough to "blow out (empty)" existing stock.

Next door at the County Seat, "sales on jeans alone are up 53 percent" over this time last year, according to sales clerk Mary Jones.

And responding to news reports suggesting jean sales are down, Michelle Rajskub of the mall's American Eagle store had an unequivocal, "Oh, no, no, no."

Blue jeans, according to a recent report by the New York-based newsletter Fashion Network, are fading from the fashion forefront as shoppers opt for new styles.



Forget the faded look, Hap Graves opts for traditional blue denim

But stroll through Westland Center or most any area mall and, based on what people are wearing, it's obvious blue jeans are as popular here as ever. The observation is supported by local sales reports.

"OUR DENIM business has been phenomenal," said Wildenhaus. "We can't keep in enough women's stock. We lose sales because of that. Our distribution center is even out of certain stock."

The shop carries Gap Jean and Levi brands, offering all shapes and sizes ranging from contour or cinch fits to full or loose fits for both sexes.

"Everybody is one size or the other," said Jones who is convinced the Levi 550 or 505 styles accommodate most any body shape. "The 505 sells to people, well, guys like in the seventh grade and still real skinny. The 550 gives more room in the back thighs, which is necessary, because nobody's real skinny anymore."

"Everyone is thicker in the waist, more built these days."

Other observations by Jones who, as a result of selling jeans has evolved into a virtual walking encyclopedia of jean trivia, is that males who prefer button flies have probably always worn jeans. Newcomers to the world of jeans prefer zipper flies.

While County Seat carries Levi, Girbaud, Guess and Cavaricci wear, Levi is currently most in demand for no explicable reason other than perhaps price. Levi's typically cost \$38 a pair, compared to \$57 for a pair of Girbaud's, \$62 for Guess and \$72 for Cavaricci.

"Everybody used to come in and buy Guess," Jones said. "Now everyone seems to want Levi. 'Can you size me into Levi's?' I don't know what it is."

IN RESPONSE to constantly changing fashion, jean manufacturers continually reshape lines to include every possible option. Legs, for example, are available wide, baggy, straight, zippered or with tapered ankles, and may be extra long, knee length or short, depending on preference.

A quick glance around indicates preferences are as varied as wearers.

"Our best seller is Silver Tab, pleat in front, tapered, baggy pant, more room in the thigh; it's new for Levi," said Rajskub of the American Eagle, a men's shop that targets high school and college-age customers. "Chino pants are the shop's best seller, followed by Levi pants."

Silver Tab is also available in a new 512 slim fit, an equivalent to the noted Guess Jean with its glove fitting. Another Levi innovation this season, the new color Retro Metro black.

Kohl's, a Midwestern chain with 66 stores, is one of Levi's largest accounts, according to Hughes. In addition to jeans, Kohl's also carries an extensive inventory of matching jackets in washed, stone-wash, bleached and vintage denim of wheat, gray, blue and black.

Appealing to what Hughes describes as the older, larger customer, "the guy in his 40s," Levi offers Two Horse, a line of stylish jeans in designer denims for larger, older men.

"We do really good in that line, men who are looking for style; Levi caters to them," Hughes said.

KOHL'S ALSO carries jeans by Lee, Union Bay and L.A. Gear but none offer lines for older, larger customers, according to Hughes, and it is this gap in design lines that is affecting the popularity of jeans, according to the report by Fashion Network.

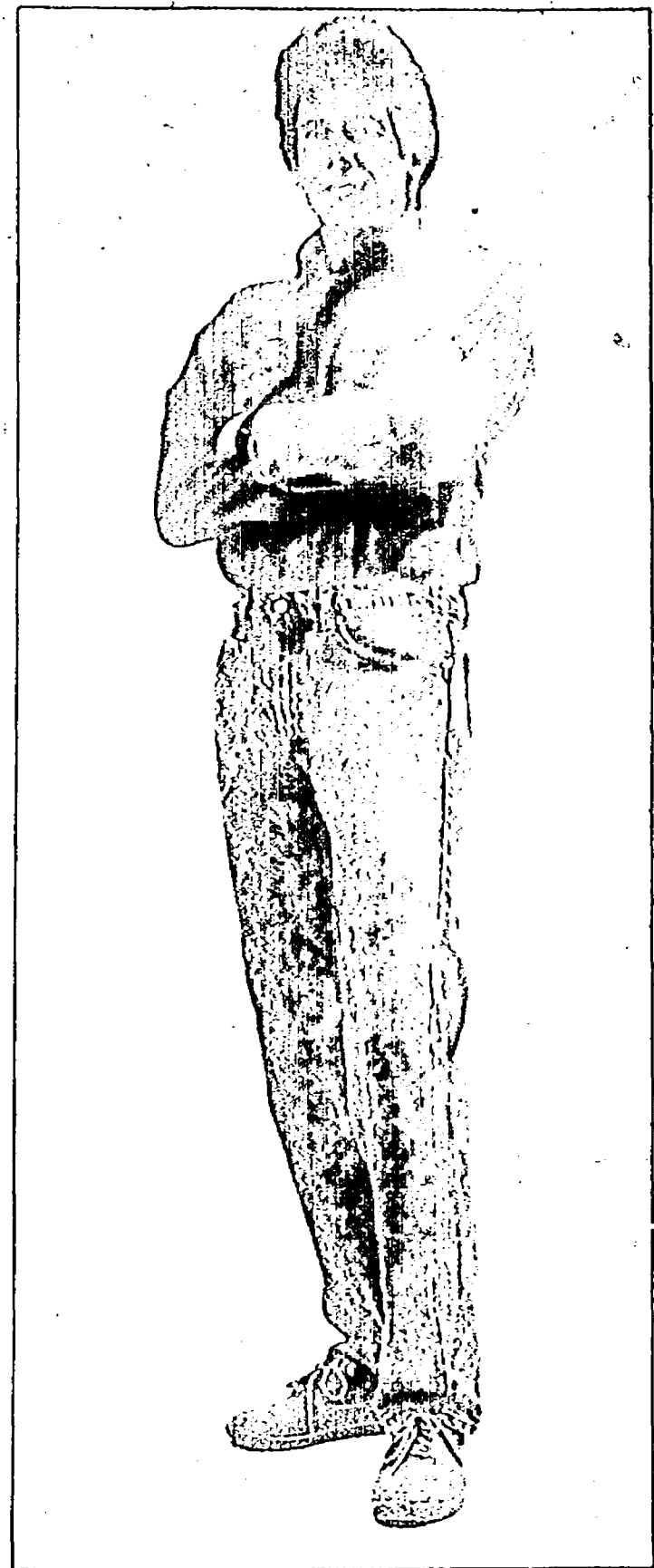
Aging baby boomers, the "thirtysomething" generation, is starting to confront the flab of middle age and facing that fact are opting for more flattering looks, the report said.

This changing fashion preference accounts for a decline in sales from a 1981 peak of 502 million pairs to 387 million pairs in 1989. In the first three months of 1990, the number of jeans sold declined by 6 percent, the report said, adding that manufacturers are scrambling to diversify products, ranging from children's sweat gear to sexy lingerie.



photos by JIM JAGDFELD/staff photographer

Nikki Leith (above) likes her acid-washed blue jeans pegged and rolled, while her mother Renee opts for a straight-legged style. Al Smitley (left) agrees with Renee on style, but leans toward the stone-washed look.



Seminar to address needs of cancer patients, families

The Children's Leukemia Foundation of Michigan has offered several small conferences throughout the state, but none quite as large and as involved as its upcoming conference, "Coping with Cancer in the '90s."

The CLF, in cooperation with seven metro Detroit hospitals, the Michigan Cancer Foundation and the American Cancer Society, will present the daylong conference 9 a.m. to 3:30 p.m. Saturday, Nov. 3, at the Livonia Civic Center Library, Five Mile east of Farmington Road, Livonia.

The conference is the result of a needs assessment recently conducted by the University of Michigan Center For Research on Social Organization for the CLF.

The center studied 500 leukemia patients and their families to determine current needs and gaps in services. The results of the needs assessment will be presented at the conference.

"We listened to the voices of the patients," said Mary Jane Johnson, CLF marketing and special events coordinator.

"This is an opportunity for the families of cancer patients to network with the families of other can-



Dr. Paul Pearsall

cer patients, meet other people and share their experiences."

WDIV-TV METEOROLOGIST Paul Gross, a recovering cancer patient, will moderate the conference. He will share the podium with well-known author Dr. Paul Pearsall of Franklin, a survivor of lymphoma who has undergone a successful bone marrow transplant.

Pearsall is the author of four best selling books—"Super Immunity: Master Your Emotions and Improve Your Health," "Super Marital Sex:

Loving for Life," "Super Joy: Learning to Celebrate Everyday Life" and "The Power of the Family: Strength, Comfort and Healing."

His conference topic will be "Making Miracles," his personal experiences while coping with cancer treatment.

"I think people like to see faces that are familiar to them and see that they are going through the same thing," Johnson said of Gross and Pearsall's participation in the conference.

ALSO SPEAKING at the conference will be Dr. Mark Chesler of the U-M Center for Research on Social Organization, who will discuss helpful suggestions and needed services; Dr. Barbara Chesney of the University of Toledo, who will speak about coping with lifestyle changes brought on by cancer; and Dr. Bruce Redman of Harper-Grace Hospital, who will look at new treatment and research for cancer in the '90s.

The conference will also feature six one-hour workshops offered during both the morning and afternoon sessions. The topics reflect the conference goal of maximizing participants' coping skills.

Please turn to Page 2

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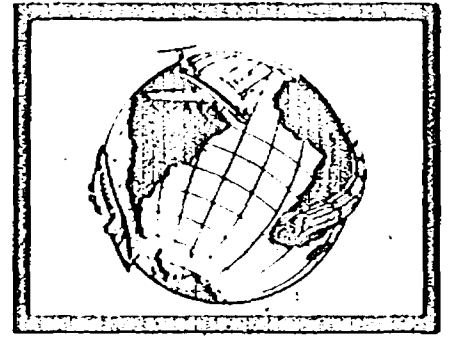
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- NOVI: NOVI TOWN CENTER south of I-96 on Novi Rd. 347-3323
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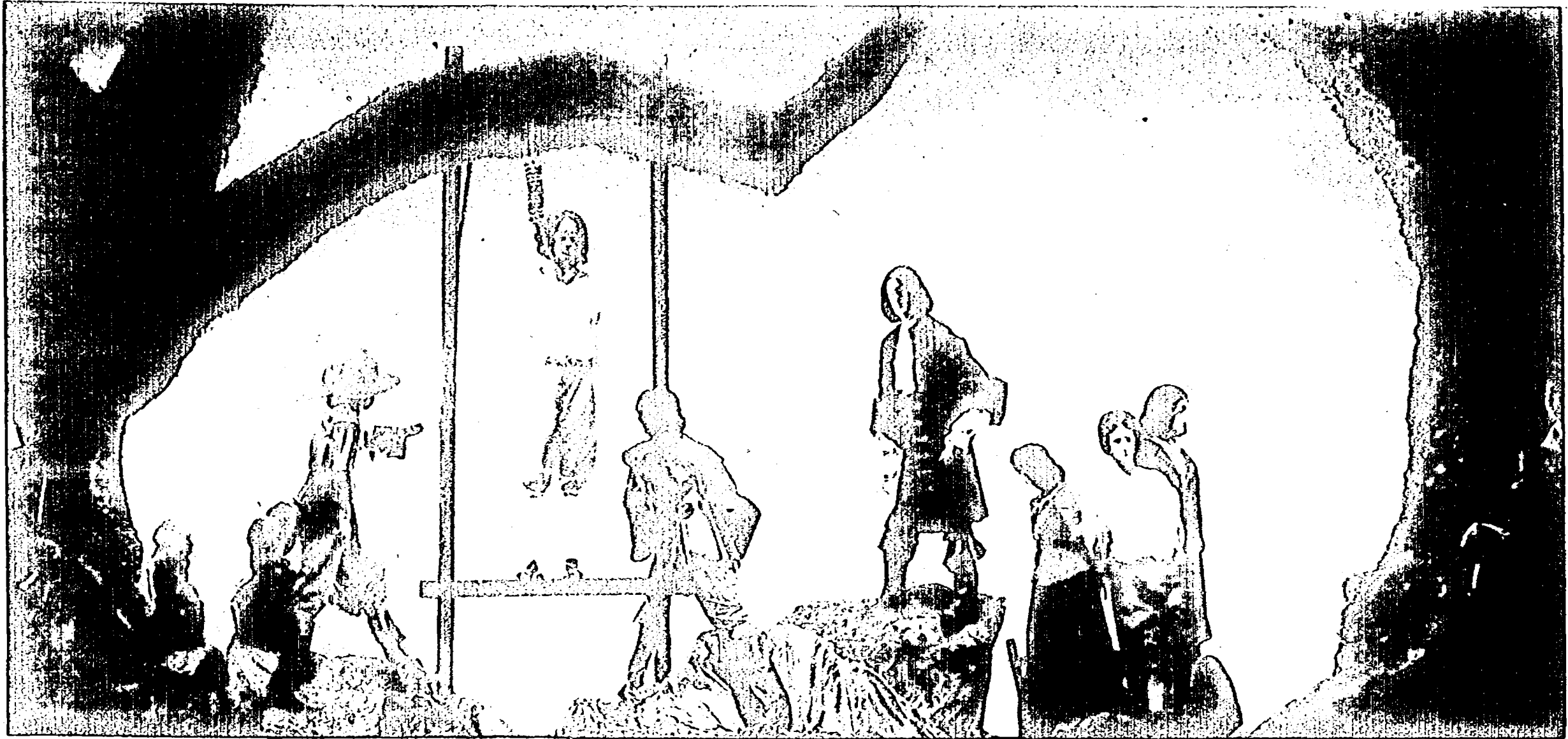
Travel Scene

Iris Sanderson Jones editor



O&E Thursday, October 25, 1990

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Salem, Mass. is the home of the infamous Salem Witch Trials of 1692, when more than 200 people were accused of being witches, 23 were convicted and 19 were hanged. This modeled

witch trial is staged with mannequins. Here, the scene shows Rev. George Burrough's being hanged at Gallows Hill.

Witch trials haunt Salem for Halloween

Spooky tales bring chills to gothic town

By Phyllis Kröger Stillman
special writer

It's Halloween every day of the year in Salem, the "witch city" of Massachusetts, but the chills and thrills are at high pitch for the seven days between now and Halloween.

The whole city participates in the Halloween festivities, with costumed storytellers scaring the wits out of the kids with spooky tales, haunted houses and pirate walks.

A group of magicians will hold a seance, as they do every year, to try to make contact with the ghost of Harry Houdini, and this year they will do it at a secret location in Salem.

Salem is, after all, the home of the infamous Salem Witch Trials of 1692, when more than 200 people were accused of being witches, 23 were convicted and 19 were hanged. For years the town tried to live down its reputation; now they are living it up, especially on Halloween.

In 1689, the Reverend Samuel Parris moved to Salem with his family - his wife, a daughter, Elizabeth, a niece, Abigail Williams; and two slaves from the West Indies, John and his wife, Tituba. Few activities were acceptable for girls in the Puritan society, so Elizabeth and Abigail had very few outlets for their energies.

To alleviate some of their boredom, Tituba would tell them, and several of their friends, stories. Because of Tituba's background, many of these stories were based on voodoo.

Soon after the stories began, the girls started behaving oddly. They were subject to convulsive fits and constriction in their throats, and they often stared into space or cried out in what appeared to be hypnotic states.

A doctor who was brought in to examine the girls found nothing physically wrong with them. At this period in history, many people believed in witches and possession by the devil. Since he could find no other explanation for their affliction, the doctor concluded that the girls were under the spell of witchcraft.



The Salem Witch Museum offers a dramatic presentation of the early witch trials. Visitors are ushered into a darkened room as a narrator tells the story of the hysterical girls who lied and sent many innocent people to their death,

The girls were repeatedly questioned as to who was casting spells on them. Eventually, one of the girls broke under interrogation and accused three women, one of them Tituba, of being witches.

And that's how the infamous witch trials of Salem began - with the rantings of bored, repressed, hysterical girls. Years later, one of the girls asked for forgiveness in public, and confessed that most of what she and her friends said during the period was untrue and most of their symptoms were manufactured.

labeled as witches. For years Salem has tried to live down its reputation; now they are living it up the week of Halloween.

Two museums in Salem, The Salem Witch Museum and The Witch Dungeon Museum, graphically tell the story. A third attraction, The Witch House, is the restored home of one of the judges who served on the witch trials, he held pretrial hearings in his bed chambers.

The Salem Witch Museum offers a dramatic presentation of the story. Visitors are ushered into a darkened room. As a narrator tells the story of the hysterical girls and the inhumanity of the witch trials, 13 different raised stage settings are illuminated in sequence.

The Witch Dungeon Museum, 16 Lynde Street, has its own horrors to offer. After briefly explaining the story, a Salem Witch Trial is reenacted by actresses portraying an accuser and the accused.

As the tour continues downstairs into the pitch dark dungeon, I had no trouble getting caught up in the spirit of the times. Mannequins are used to depict prisoners in cells.

Prisoners were treated in a sub-human manner. Forced to pay for their room and board, those who could not afford better accommodations were housed in telephone booth-size cells, so small that the prisoner was unable to sit or even kneel, but had to remain standing at all times. The food was rotten and stale, and the water was salted so that prisoners would be even more thirsty and would have to buy more water.

In this damp, dark dungeon, I could feel the despair the prisoners must have felt (even though this is not the actual dungeon but a recreation.) To be treated the way they were and to live in the darkness and discomfort must have sapped the strength and sanity of all but the very strong.

The Witch House, 310 1/2 Essex Street, is, aside from its connection to the witch trials, an interesting place to visit. Built in the 1640's, Witch House is a good example of what the home of a wealthy person looked like during that period.

The Salem Witch Museum is open year round, from 10 a.m. to 5 p.m., with presentations every half hour. Admission is \$3.50 for adults, \$3 for senior citizens, and \$2 for children.

The Witch Dungeon Museum is open from 10 a.m. to 5 p.m., May through early November. Admission is \$3.50 for adults, \$3 for senior citizens, and \$2 for children.

The Witch House is open through the end of November, from 10 a.m. to 4:30 p.m. Admission is \$3 for adults, \$2.50 for senior citizens, and \$1.50 for children.

Despite the dominance of the witch theme, Salem has many other attractions. Nathaniel Hawthorne was born and raised in Salem. The setting for his novel "The House of the Seven Gables" was based on the home of his cousin near the harbor in Salem. The home, with its hidden staircase used when it was a stop on the underground railroad, is open for tours year round.

Peabody Museum, East India Square, is the oldest continuously operating museum in the United States. It was formed by a group of mariners in 1799 who brought back curiosities from their voyages around the world. The museum now houses more than 300,000 objects, displayed in over 30 galleries.

Please turn to Page 8

Water phobia Instructors meet at party to take fear out of diving

By Iris Sanderson Jones
special writer

If scuba diving is an eerie idea that you have always wanted to explore, you should join John Burns and his fellow dive instructors at a Halloween party Oct. 30. The only thing you'll dive into is a glass of witch's brew, but it will be a good place to explore the underwater world.

John Burns, who grew up in Farmington and now lives in Novi, never expected to spend so much of his life underwater. He spent four years in the U.S. Navy but he didn't really discover scuba diving until he was back in Michigan, signed up as a student at Oakland Community College.

"I needed a few credits and decided to do a fun course," he said.

IT WAS so much fun that he soon assisted OCC dive instructor Tom Williams of Novi and started exploring the shipwrecks of the Great Lakes and the great barrier reefs that run between Belize and Cozumel. Burns says that this reef is second only to the Great Barrier Reef in Australia.

Burns is now the manager of Recreational Diving Systems Inc. of Royal Oak, which offers splash parties, scuba diving lessons and trips that range from overnight in the Bahamas to a cruise aboard the Tropical Princess to Bali.

Please turn to Page 9



John Burns of Novi spends a lot of his time underwater. He is the manager of Recreational Diving Systems Inc. of Royal Oak, which offers splash parties, scuba diving lessons and trips that range from overnight in the Bahamas to a cruise aboard the Tropical Princess to Bali.

Ghosts and goblins lurk at Toledo zoo

If you are planning a day trip to the Toledo Museum of Art for the highly recommended exhibit "Impressionism: Selections From Five American Museums," take the kids along and have a little scary Halloween fun at the Toledo Zoo.

The Toledo chapter of the American Association of Zoogeographers will once again host the Haunted House at the Zoo 6-10 p.m. Oct. 27 through 29. It's for kids 13 and older and costs \$3 per person plus \$2 to park.

Children of all ages will enjoy the Pumpkin Path, which returns to the Toledo Zoo for the fifth year. More than 500 carved pumpkins light the Zoo's pathways, leading costumed visitors to different decorated sta-



crossroads

Iris Jones

tions staffed by Zoo employees and volunteers. That's Wednesday Oct. 31 from 5 p.m. to 8:30 p.m., admission \$1. Kids must be accompanied by an adult.

For more information call (419) 385-5721.

Please turn to Page 8

Witch tales bring visitors to Salem

Continued from Page 7

The Salem Maritime National Historic Site is a nine acre complex on the waterfront which has been restored and which illustrates Salem's illustrious past as a port. Salem was once the sixth largest port in the United States.

It is easy to tour most of Salem on foot. There is a booklet published by the Chamber of Commerce, available free at Chamber offices and at most attractions, which outlines a walking tour of the city. Paths are painted on the sidewalks, so you won't have to worry about getting lost.

For a copy of the booklet or more information about Salem, write the Salem Chamber of Commerce, Old Town Hall, 32 Derby Square, Salem, Mass. 01970, or call (508) 744-0004.

There are plenty of accommodations near the downtown area. We stayed outside of town at a bed and breakfast in Manchester, about eight miles from downtown Salem.

The Old Corner Inn was built in 1865, and at one time served as the Danish Summer Embassy. The inn, at 2 Harbour Street (State Route 127), is located in a quiet, residential neighborhood. Rates start at \$50 and include a continental breakfast. Call (508) 526-4996.

Another bed and breakfast which looks lovely and has its own



The house featured in Nathaniel Hawthorne's novel, "The House of the Seven Gables" sits near the harbor in Salem, Mass.

stretch of private beach on the ocean is the White House Inn. The inn is located at 18 Norman Street, just off State Route 127, in Magnolia, a couple miles further out. Off season rates start at \$60 and include a homemade breakfast. Call (508) 525-3642.

Toledo zoo spooks kids into scary fun

Continued from Page 7

Here are some other Haunting Halloween Happenings:

In Saugatuck there is a Halloween Harvest Festival Oct. 26-27. For information call (616) 857-2300. From Oct. 26-28 enjoy a Haunted Halloween Walk in Trenton 675-7300. That same weekend East Tawas and Tawas City are hosting an Oktoberfest at the city docks. Call (800)-55-TAWAS for more information.

At Crossroads Village in Flint Ghosts and Goodies abound from Oct. 26-30. Call 736-7100 for more information.

Oct. 27 is a great day for searing up, some fun, with the following events featured: There will be a Halloween Scare Trail in the Dr. T. K. Lawless Park in Cassopolis (616) 445-8611.

Closer to home, the Detroit Historical Museum will host a Halloween Party. Get into the "spirit" of things at this costume party on the haunted streets of Old Detroit. For more information call 833-1419.

Experience Sloan's Spooky Saturday at the Sloan Museum in Flint, (313) 762-1169. A Halloween Parade and Party will take place at Mid-

town Mall in Iron Mountain (906) 774-0481.

If you enjoy magic, the Magic Show at the Houghton Lake Playhouse will be the place to go on the 27th. Call (517) 366-5644.

In Hastings, the Barry Country Expo Center will be the home of the Fiddler's Jamboree and Dance on the same day. For information call (313) 434-3442.

Visit Dracula's Dungeon from October 28-31 at the Gratiot Historical Barn in Ithaca, (517) 875-5043.

The Shanghai Acrobats and Imperial Warriors of Peking, featuring acrobats, magicians and jugglers of the Peking Opera, tour the state the last week of October. In Jackson they will be appearing at the Porter Center Music Hall at Jackson Community College on Oct. 27. Call (517) 789-1600.

They will also appear in Ann Arbor at U of M's Power Center on Oct. 28. Call 763-8587. From there they will go to Kalamazoo, where they will perform at the Miller Auditorium at Western Michigan University. For more information on their Kalamazoo appearance call (800) 228-9858.

Cranbrook Writers' Guild is auc-

tioning off several Royal Viking cruises during its Literary Soiree and Auction Saturday Oct. 27, with proceeds to go to aspiring writers. The silent auction will be held at 8 p.m., live auction at 9 p.m., at Cranbrook House Library, 380 Lone Pine Rd., Bloomfield Hills. Tickets at \$25 per person.

The Guild holds regular events at Cranbrook to raise money for the annual Cranbrook Writer's Guild Summer Conference, which has been helping university-level aspiring writers for 23 years.

A seven-day cruise for two people to Bermuda on the Royal Viking Line, valued at \$4,000 by the cruise line, is one of several cruises donated by Royal Viking and The Cruise Society of Bloomfield Hills.

If you want to evaluate this cruise, call Royal Viking (800) 422-8000. Their regular per person rates range

from \$1,260 in an inside room in the "basement" of the ship, to \$3,500 for a penthouse. That \$4,000 would buy two people one of the best cabins, suites are higher.

A number of other items will be auctioned, including a 1790 John Dryden book, a Ben Shahn graphic and numerous rare or unusual books. Call Frank Angelo at 646-6058 to make absentee bids or for more information.

Iris Jones is travel editor for Camden Publications, serving Suburban Communications Corporation publications.

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Divers talk 'underwater' at party

Continued from Page 7

Rec Dive is owned by Mike Kohut of Bloomfield Hills. It's a good place to learn about diving and to meet the instructors who lead their trips from shipwrecks to coral reefs worldwide.

YOU'LL FIND them all together at the Halloween Party which starts at 8 p.m. Tuesday, Oct. 30, at Pasquale's Restaurant in Royal Oak. Make your \$10 reservation by calling Rec Dive, as the insiders call it, at 549-0303.

"Lots of people are intrigued by diving but they think it would be too difficult. It's not. I've taught basic skills in three or four hours, although we recommend the regular seven week course, which can often be done in the winter.

"The fear that most people must overcome is the fear of water itself. They may know how to swim but they are not sure about going underwater.

"**PEOPLE WHO** want to explore diving should sign up for a splash party. We go into three feet of water and that gives them a taste.

"We do the basic teaching in a pool and then graduate from that to open water. One of our open water sites is near Toledo."

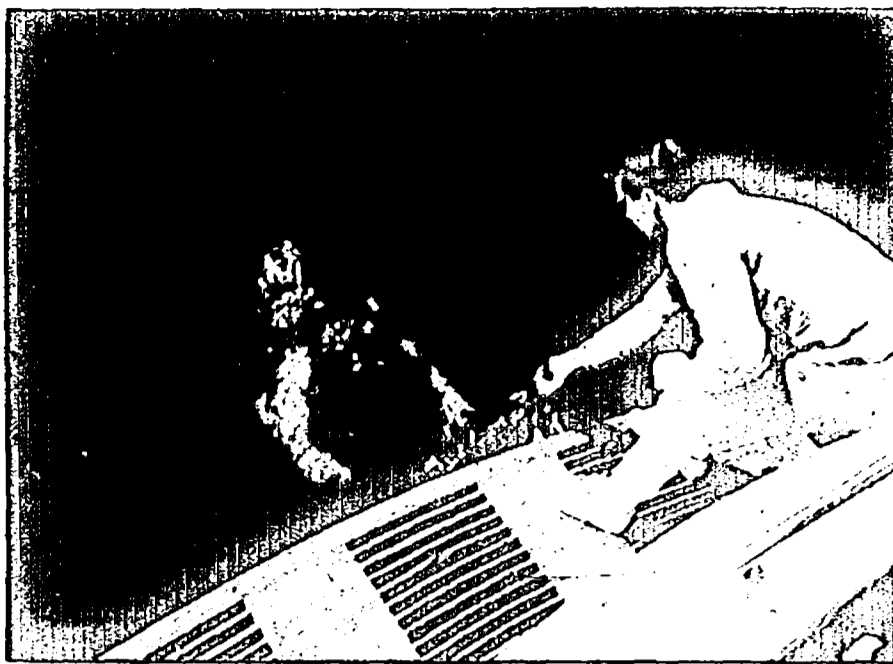
There are of course many dive shops in the area that offer all or some of these services, including Don's Dive Shop in Farmington Hills, Divers Inc. in Ann Arbor, US Scuba Center in Rochester Hills, Great Lakes Diving in Novi, Spud's Underwater Outfitters in Union Lake.

AS FOR diving under ice, I heard those stories from diver Steve Harrington, A Grand Rapids attorney who is the author of "Divers Guide to Michigan," a 300-page guide to the most popular dive destinations in the state. (It's available from Maritime Press, P.O. Box 275, Mason, Mich. 48854 or from your local dive shop or bookstore.)

Steve was telling me that people who put their diving equipment away as soon as the first leaves fall miss some of the best diving in Michigan.

"In fall, as less sunlight penetrates the water, some aquatic plants die, leaving the water clearer. Autumn visibility in inland lakes can approach 30 feet. In the Great Lakes, visibility can exceed 50 feet. And the water stays warm well into October.

"**SOME PEOPLE** even dive under the ice."



John Burns, manager of Recreational Diving Systems, Inc. of Royal Oak, conducts many of his scuba diving lessons in Isle Royal.

I was sure I didn't hear him right.

"It's true, some people dive right under the ice, using safety measures of course.

"You would have to be crazy to dive into those lakes when they're frozen," I objected.

"Nobody said that divers are a sane and sensible lot," Steve replied.

Tell you what. I love to get reader mail, so I'll stand by while you dive under the ice, using professional precautionary measures of course, and then you can write us a letter all about it. Sure.

Iris Jones is travel editor for Camden Publications, serving Suburban Communications Corp. publications.

travel bits

Winter activities

Looking for things to do during the winter holiday season? The Michigan Travel Bureau has compiled a Michigan Holiday Activities fact sheet that provides a sampling of the many holiday activities and events held throughout the state during November and December. Where to cut your own tree, who has sleigh rides, Victorian-era Christmas bed and breakfast packages, a Hannukkah opera, highlights from the Winter Calendar of Events, as well as whom to contact, addresses and phone numbers are all included.

Activities range from train rides to a tree farm to sleigh rides, from a five-course dinner to sipping hot chocolate in front of a warm fire in a Victorian bed and breakfast.

Travelers needing more information may write or call the Michigan

Travel Bureau, P.O. Box 30226, Lansing, 48909, (800) 5432-YES.

Rome and Athens tour

Dr. Wesolowski, an English teacher from Churchill High School and Madonna College in Livonia, has coordinated a 10-day tour of Rome and Athens.

The trip is scheduled for March 29 until April 6, 1991 but a deposit of \$75 and a complete application must be mailed before Dec. 1, 1990 to reserve a spot. The trip is open to the public and is priced at \$1,360.

The tour will give travelers an opportunity to visit historical cities that shaped Western Civilization.

For more information, call Dr. Wesolowski at 668-1026 or write to him at 3824 Bradford Square Dr., Ann Arbor, 48103.

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Doctors study vitamin B as a stroke preventative

A metabolic defect that can lead to blood vessel disease and increase the risk of stroke may be corrected by treatment with vitamin B, according to a group of researchers from Oregon.

The metabolic defect, called mild hyperhomocysteinemia, results in slight to moderate elevations of homocysteine, an amino acid that circulates in the blood. At normal levels, it is harmless, but new evidence suggests that mildly elevated levels can damage blood vessels and lead to atherosclerosis or "hardening of the arteries" and its related complications including stroke.

"Mild hyperhomocysteinemia may be a direct independent risk factor for atherosclerosis and an indirect risk factor for stroke," said Dr. Bruce Coull, co-author of a study published in "Stroke," an American Heart Association scientific journal. Coull is associate professor of neurology at the Oregon Health Sciences University in Portland.

Coull and his colleagues examined 130 individuals, 99 of whom had either acute stroke, transient ischemic attacks (TIA), temporary interruptions of blood flow to the brain, or were at high risk for stroke because they had two or more of its major risk factors, including high blood pressure, diabetes mellitus, smoking and atherosclerosis.

THEY FOUND that one-third of the subjects from each group had elevated levels of homocysteine. The levels were about 1 1/2 times higher than those of a control group of 31 healthy volunteers who had no history of cardiovascular disease or stroke.

Homocysteine concentrations did not differ among patients with stroke, those with TIA, and those at risk for cerebral vascular disease, Coull said.

Most studies of hyperhomocysteinemia and heart attack have failed to show a link, but Coull suggests this could be due to their design.

Other researchers have shown that homocysteine, like cholesterol, damages blood vessels, leading to a form of atherosclerosis that is characterized by lesions on blood vessel walls. The lesions may be caused by hydrogen

peroxide, a toxic chemical that is a byproduct of homocysteine metabolism, Coull said.

If a clot forms on the lesion and blocks blood flow to the heart or brain, it can trigger a heart attack or a stroke.

Coull suggested that this potentially deadly chain of events may be broken with supplements of various B vitamins (biotin, B6, B12) or folic acid, a closely related substance that acts similarly to vitamin B.

BY COMPENSATING for the metabolic error, B vitamins and folic acid allow homocysteine to be broken down in the body normally, avoiding a toxic buildup.

"By lowering the levels, we may be minimizing the ongoing damage to blood vessels and may even reverse atherosclerosis," Coull theorized.

To test this theory, the researcher has begun a long-term trial of folic acid therapy to treat 24 patients with mild hyperhomocysteinemia. Each takes a 2-milligram tablet every morning.

"Preliminary results indicate that it lowers the homocysteine in some patients," he said.

High performance liquid chromatography, an expensive 30-minute test that can separate chemicals from blood, is used to measure homocysteine levels. If long-term studies show that folic acid can halt the arterial insults caused by the elevations, the test could be useful as a screening tool, the scientists said.

Individuals whose atherosclerosis cannot be explained by high cholesterol levels would be likely suspects for mild hyperhomocysteinemia and thus good candidates for screening.

Once identified, those who had mild hyperhomocysteinemia could be treated with either vitamin B complex or folic acid. The folic acid works by encouraging homocysteine to undergo a chemical change that converts it into a harmless amino acid called methionine.

"Inexpensive means are at hand to detect and treat subjects with vascular disease," Coull said. "I think we have opened up new avenues of cardiovascular disease risk prevention."

Book offers items for disabled

A first-of-its-kind publication now gives disabled people the opportunity to identify products and services to help them live and work better with their disabilities.

"The Illustrated Directory of Handicapped Products" came into being as a result of one family's experience with a handicap and a resolve to help other disabled people.

The directory is a 192-page buying guide, with some 700 photographs and descriptions of products designed to aid the physically disabled. The products range from wheelchairs and other mobility products to daily living devices designed to make life easier and more enjoyable.

The products listings are organized into 16 categories and each listing includes a 50-75 word description. Manufacturer's addresses and

phone numbers are included, as well as retail suppliers throughout the country.

"There hasn't been one convenient guidebook of products for the disabled until now," said Monte Mace, publisher of the book. "People have little knowledge of the many helpful products on the market. They often are forced to choose from a limited selection at list prices because dealers carry only a fraction of what's available. In rural areas, the situation is even worse."

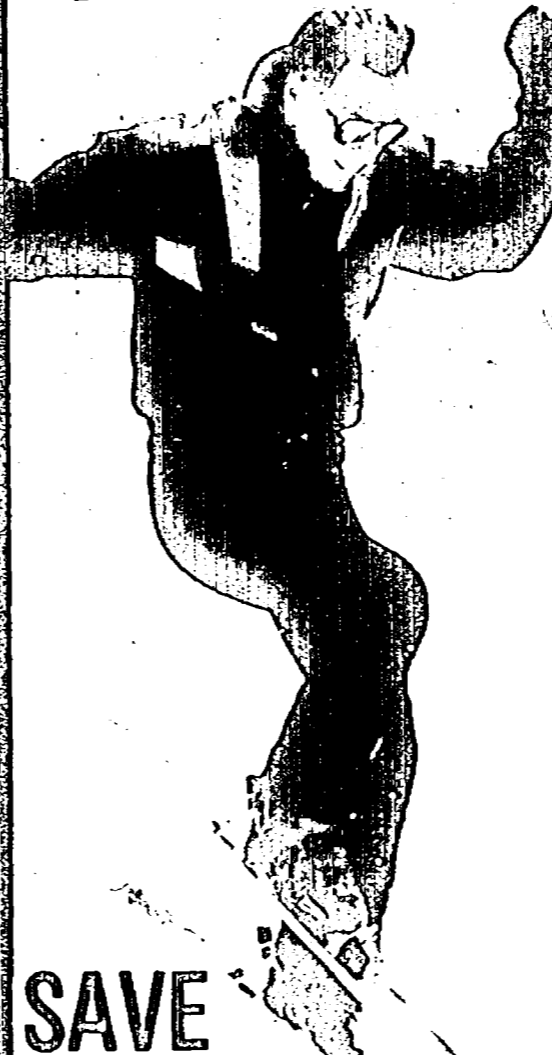
Eleven years ago, Mace and his wife Joyce learned that their daughter Suzy had been born with Spina Bifida, a defect of the spine which causes varying degrees of muscle weakness and paralysis. Since that time, they have worked with Suzy to help her overcome and deal with the condition.

They came to realize that disabled people and their families are not always able to find the products and services they need and end up choosing from a limited number of products.

Trio Publications was created by the Maces to inform handicapped people about things that could help them and make their lives more independent. Three years ago, the company launched a card deck featuring products for the disabled which was mailed free of charge to more than 400,000 people.

The "Illustrated Directory of Handicapped Products" cost \$12.95 (plus \$2.50 for shipping). To order a copy, send your name and address to Trio Publications, 3600 W. Timber Ridge Ct., Lawrence, Kan. 66049.

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*275 K2 3800 SPORT 6.7 \$159	*210 SALOMON SX-51 \$119
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*275 OLIN COMP SP \$149	*295 SALOMON SX-72 \$219
*325 OLIN SP-2 SPORT \$209	*320 SALOMON SX-82 W/B \$239
*320 OLIN RC-700 \$129	*355 SALOMON SX-92 \$269
*410 DYNASTAR COURSE HPI \$289	*390 SALOMON SX-92 EQUIPE W/B \$289
*375 DYNASTAR ELLE SL KEVLAR \$259	1988/90 MODELS MEN'S-LADIES' ABOVE
*375 PRE M-3 KEVLAR/CARBON \$189	<p>SNOW IS ON THE WAY! GET READY TO SKI NOW AND SAVE.</p>
*395 PRE M-4 KEVLAR/CARBON \$289	
*325 ELAN NRG 733 KEVLAR \$159	
*265 ELAN 615 ULTRA \$139	
*225 HEAD FLAIR CLASSIC \$129	
*375 ATOMIC 533 CE SLALOM \$249	
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*385 KASTLE RX-15 TI RAC SL \$249	
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	*265 HEIERLING 91 MODEL \$179
	*200 RAICHLER RE-265 \$129
	*230 RAICHLER RE-355 M/L \$149
	*300 RAICHLER RX-670 M/L \$249
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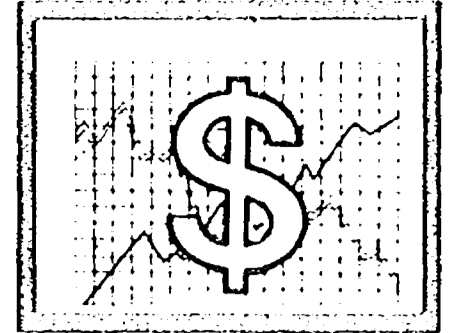
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*1C

Halloween suppliers roll in dough

Demand for decorations, candy rises

By Doug Funke
staff writer

Children aren't the only ones who do well with Halloween.

Retailers who sell candy, costumes, decorations and party supplies find that the holiday can be quite lucrative, too.

"The average home visited in the suburban readership area is probably spending \$7-10 for candy," said Fred Marx, a Bloomfield Hills retail consultant.

Multiply that by the number of houses with porch lights on Halloween and the dollars begin to total quickly.

Candy manufacturers and retailers don't reveal specific sales figures.

The gross margin for candy — the difference between what stores purchase wholesale then sell at retail — ranges from 20 to 35 percent, with net profits ranging from 1 to 5 percent, Marx said.

"Candy sales are significantly ahead at this time," said Dennis Wozniak, vice president of purchasing for Arbor Drugs headquartered in Troy. He declined to elaborate.

SOME ADULTS seem to enjoy Halloween as much as children.

"It's a big party time. It's gone beyond the trick-or-treat world," Wozniak said.

Andy Anusblian, an owner of Windmill Fruit Market in Livonia, sells pumpkins, dried out corn stalks, Indian corn and gourds.

Anusblian figures on selling some 70 tons of pumpkins this year at 15 cents per pound after paying farmers 8 to 10 cents a pound for the product. He prices decorative corn stalks at \$2.99 after buying them wholesale for \$1.99.

Adults do much of the carving and hold on to the stalks through Thanksgiving.

There's no doubt in Anusblian's mind that Halloween is for adults as well as children.



ART EMANUELE/staff photographer

Halloween is still big business for Kevin Madigan, owner of Century Novelty, but not as big as it once was. Major merchandisers have cut into his sales, he said.

Please turn to Page 2

Antitrust victory expected to have long-range effects

By Gerald Frawley
staff writer

A Rochester Hills computer maintenance firm's legal victory will not only net the company damages nearing \$30 million but will fundamentally affect how computer hardware and software suppliers do business and revitalize the Sherman Antitrust Act.

Virtual Maintenance Inc. sued Prime Computer Cos., a Massachusetts hardware and software supplier of computer-aided design/computer-aided manufacturing (CAD/CAM), for its practice of tying customer software revisions to hardware maintenance contracts.

Virtual Maintenance's attorney, Jamal John Hamood, of the law firm Moll Desenberg & Bayer, with Detroit and Southfield offices, said Prime Computer was trying to create a monopoly.

Companies that purchase software and hardware frequently require updates, he explained, because needs change. "What Prime was doing is saying we won't sell you software revisions unless you sign a maintenance contract with us," Hamood said.

"But customers were saying that if they could get (a third-party maintenance firm) to take over maintenance, they could save a lot of money," he said. "Prime's contract wouldn't allow that."

HAMOOD SAID he fully expects the case will be appealed. "Any time you get an award of that size, you expect an appeal, he said. "Usually, you appeal to get a settlement."

If appealed, the case would be heard in the U.S. Sixth Appellate Court in Cincinnati.

Attorneys from Honigman Miller Schwartz and Cohn, who represented Prime Computer Companies, did not return phone calls.

Rodger Young, also of Moll Desenberg & Bayer, said the case is important for three reasons.

"First, the size of the verdict is one of the largest anti-trust cases handed down in recent memory," he said.

United States Federal District Court for the Eastern District in Michigan jury awarded Virtual Maintenance Inc. \$8.5 million in damages — an award that is trebled under the Sherman Antitrust Act.

Attorney fees, court costs and interest, since the case was filed June 2, 1989, will result in a judgment of roughly \$30 million.

Second, the case will have a significant impact on other computer companies that may have been considering similar unfair business practices, Young said.

OTHER COMPUTER companies have been considering tying maintenance and software revisions together, he said.

"Computer companies are having a hard time making profits (through the sale of equipment and software) so computer maintenance is a good way of increasing revenues."

Please turn to Page 2

Oil: An economic key

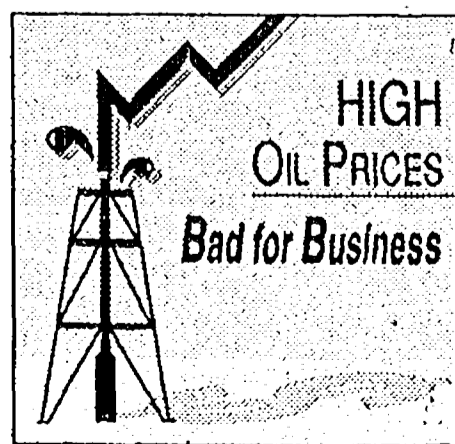
By R.J. King
special writer

The invasion of Kuwait by Iraq has hit home in more ways than the obvious deployment of U.S. men and women to the Middle East.

"Sentiment among economists right now is 2-1 that we will be in a full-scale recession by the end of the year or early next," said Ronald L. Tracy, chairman of the economics department at Oakland University in Rochester.

"The severity of the winter will have a big impact on how bad the economy gets, and if it's really severe, the country could lose thousands of jobs along with billions of dollars in production."

In the minds of most economists, Tracy said the third oil recession since the early 1970s will cause price increases on everything from tires to tulips as businesses pass on higher production and transportation costs



to consumers.

In turn, consumers will find their spending power diminished across the board as higher prices at the pump invariably means demand falls for everything else. As sales decline, businesses cut back investment in new equipment and limit their inventories, spreading the decline further.

And the inflationary impact is magnified as higher prices cause workers to offset their reduced spending power by calling for higher wages, putting further restraints on company ledgers.

IN A HOSTILE economic environment, what sectors of the local economy are likely to be affected by the run-up of oil prices? And how will they respond?

The list includes automotive manufacturers — and —suppliers, office buildings, schools, universities, shopping malls, grocery stores, and service outlets that deliver, to name a few.

"Actually I think we can survive this oil crisis a lot better than the last two (in 1973 and 1975)," said Frank Patak, manager of building systems for Klrc Co Realty & Development Ltd. in Troy, which owns and

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Antitrust should be reinvigorated

Continued from Page 1

Locking purchasers into maintenance programs, he said, is a good way of insuring a steady income. The problem, Young said, is it locks out competitors.

"This decision sends a clear signal that won't be tolerated," Young said.

Third, the award reinforces the basic tenets of the Sherman Antitrust Act, Young said.

"This is a harbinger in a very real sense of the world that antitrust laws are a viable tool in keeping the market open," he said. Enforcement of antitrust laws, he explained, has been lax in the past decade due in large part to its low priority for the presidential administrations during the 1980s.

There are some rare instances in which tying one aspect of a product

'Computer companies are having a hard time making profits, so computer maintenance is a good way of increasing revenues.'

— Rodger Young

with another was upheld by the courts, specifically when a company holds a patent on a product or when a company has done a great deal of research into a product, he said, and Prime Computers argued this was such an example.

But Prime Computers neither invented CAD/CAM software nor com-

puters, and was thus unable to argue its programs are unique to warrant excluding third-party hardware maintenance firms.

Hamood said the case sends a clear signal that unfair trade practices won't be tolerated. "The jury awarded us every single cent we asked for because it was such a clear-cut case of a company trying to prevent competition and carve out a monopoly," he said.

PRIME COMPUTERS contends its hardware and software is so unique that both hardware maintenance and software revisions are really one product and therefore they need to be performed by the same company, he said.

"That argument falls apart be-

cause no other computer companies make that claim, Prime was allowing (the Ford Motor Co.) to do its own maintenance, and Virtual Maintenance has already demonstrated it can do the computer maintenance," Hamood said.

"We say the two are distinctly different products," he said.

Rodgers said the case was made more complicated because the old antitrust laws are being applied to a new technology that is only now coming of age.

When the Sherman Antitrust Act was written in the early 1900s, there was no such thing as computers, let alone CAD/CAM, he said. It may be appropriate, he added, to change or update many of the country's older statutes to more accurately reflect the time.

Good times visiting Halloween suppliers

Continued from Page 1

"I enjoy it as much as the kids do. When I'm in the house, I'm dressed up passing out candy. I get to a Halloween party every year," he said.

THE MONTH of October leading up to Halloween is crucial to the financial health of Century Novelty in Livonia.

"It's our profit picture for the year," said Kevin Madigan, who owns the business. "We'll struggle all year long without making a profit. It's a tough business, a hard business."

It's become even harder since major merchandisers like K mart and Target got into Halloween in a big way about a decade ago, Madigan added.

"We'll do a tremendous business,

but not what we used to do," he said. "The difference between us and them is depth of merchandise line. They'll have basic items . . . but if you're looking for something unusual, you have to go to guys like us."

You can buy almost any knick-knack relating to Halloween in Madigan's store. A rubberized George Bush mask retails for \$14.95, a generic pig mask for \$7.95. Little pumpkin erasers go for 10 cents apiece, small plastic puzzles 19 cents.

A 55-INCH Frankenstein's monster cut-out sells for \$2.98, smaller witch and pumpkin cut-outs for less than 50 cents.

"The lower the price of the item, generally the higher the mark-up," Madigan said, adding that masks and costumes usually retail for at least 100 percent of wholesale purchase price.

Oil is key to future of U.S. economy

Continued from Page 1

manages several large office developments in metropolitan Detroit.

"We're so much more resilient than we were in the '70s. All our heating and cooling systems are computer-monitored, and we've made great strides by installing plenty of insulation and energy-efficient windows."

Asked if harsh conditions this winter would affect rent prices in his office buildings, Patak said the industry as a whole has achieved energy savings of 40 to 50 percent since the '70s, and rents would not likely be raised when leases come up for renewal.

BUT THE SITUATION is much different at United Paint & Chemical Corp. in Southfield, which relies heavily on petroleum products to produce coatings for its automotive and industrial clients.

"We have to check prices daily from suppliers. There's no long-term planning anymore," said James Lash, purchasing agent for United Paint, which has seen prices from its suppliers jump 5 to 7 percent since August.

"We're also in a very touchy situation. We can't readily pass on costs

'We can't readily pass on costs to our customers because we're locked into contracts. We have to ask for a surcharge and then back it up with receipts. The paperwork is mind-boggling.'

— James Lash
purchasing agent
United Paint

to our customers because we're locked into contracts. We have to ask for a surcharge and then back it up with receipts. The paperwork is mind-boggling."

As a general rule, suppliers would try to absorb as much of the price increases as possible because of competition, Lash said.

"You don't want to lose customers now," he said.

MOVING UP the supply ladder to

production, Vince Muniga, manager of product publicity for the Cadillac division of General Motors, said more expensive fuel today was not of overriding concern to customers.

"If availability becomes a problem and shortages cause long lines at the pump, then we'll see more people shift to fuel-efficient cars. But right now, it's not a problem."

Because automotive companies make more money from larger cars, Muniga said the industry has learned to insulate itself from sale shocks by producing cars that are lighter, more aerodynamic and more fuel efficient.

"We're better prepared today than we were in the late '70s for a jump in oil prices," he said. "Then one of the big cars would get eight miles to the gallon in the city. Today it gets twice that."

AS FOR THE SERVICE sector, small businesses that deliver everything from pizza to petunias are feeling an immediate pinch from higher fuel costs.

"In our local market, we've kept delivery costs at \$3.95, and that's not likely to rise soon," said Gordon Reno, who with his wife, Linda, owns Wesley Berry of Plymouth Township, a florist shop.

"But we use a service to deliver further away, and they've added a 5-percent surcharge now, so we've had to add that to the cost of the purchase. We certainly don't like doing that."

Because flowers arrive daily from suppliers, Reno said rising transportation costs are bound to be added to wholesale costs, although prices have remained stable since August when the Middle East crisis began.

business people

Winston Stalcup and Howard Taxe will head RS Electronics, which is based in Livonia. Stalcup is chairman and chief executive. Taxe is president. The two men, executives of RS Electronics when it was a division of Chelsea Industries Inc., own the new company. The company will retain its Olive Electronics and Fairmont divisions within their respective markets.



Stalcup Taxe

Lisa Feeback of Colonial Heating & Cooling in Plymouth, was elected vice president for member services of the Michigan Chapter of Air Conditioning Contractors of America.

Diane Smith of Livonia was pro-

moted to human resources manager for Dairy Mart Convenience Stores, based in Toledo. Her region is responsible for Dairy Mart locations in Toledo, Michigan and northwest Ohio.

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Saturn's ladies must like porches in Tennessee

By Dan McCosh
special writer

Car advertising has been getting a little weird lately.

The straight-forward pitch, whereby you get a catchy jingle and a direct order to buy the car from the star of a major TV show, seems to have disappeared altogether. The counterculture approach, where you got a short, cute understatement about the virtues of a trendy import that left you feeling morally superior if you bought the car, likewise has faded.

Both these types of ads sold cars, but then somebody notices the jeans ads.

JEANS ADS are the advertising

equivalent of the Wizard of Oz, since they start out with a pair of pants worth maybe about 12 bucks and star them in a surrealist TV commercial filled with images that are supposed to make you feel that if you pay about 40 bucks for these pants, you will get to hang out on street corners and a person of the opposite sex will hang all over you.

It seemed inevitable that ads that sell a \$12 pair of pants for \$40 would drift over into the car business.

Image advertising got a jump start with the Heartbeat of America line at Chevrolet, a series of images (and a catchy jingle) that left you feeling as if you had been to the state fair, with cotton candy still stuck in your hair.



auto talk
Dan McCosh

THIS SEEMED like a good idea, although you could wander down to your local Chevy dealer a little confused, since a lot of people now had little kids who expected to see elephants instead of a lot of dumb cars.

Then came Joe Isuzu, a series of ads that left you feeling that if you bought this car, you had just bought

of a cliff somewhere and look out over the ocean. lines than with rural Tennessee.

PART OF the trick to image advertising is to match the images with the potential customer's lifestyle.

The new Saturn ads are heavy on dogs, children and old guys on front porches in rural Tennessee. Not really so surprising when you consider that the agency that did them, Hal Riney, sold a lot of cheap wine with a couple of old guys sitting on the front steps of a grocery store, but a little strange when you consider that Saturn is supposed to appeal mainly to LA-type women in their early thirties, who up to now have been known to identify more with Navaho art, BMWs and West Coast shore-

SINCE RINEY is from San Francisco, and up on the latest in West Coast trends, he must figure that LA-type women have changed their ways. If this is true, even now there must be a caravan of BMWs with "Shop Till You Drop" bumper stickers headed east in search of the simple life, dogs, children, old men on porches and Saturn cars.

I don't mind admitting I found it a lot simpler when the show-ended and the blond lady said "MMMMMMMMUUUWAAH!" and told me to buy a Chevy.

Dan McCosh is automotive editor of Popular Science Magazine.

Why our economy is heading down

Last week I argued that our economy is extremely sluggish and may be headed toward a recession. Today I will expand on that theme.

There is an old saying that fluctuations in the stock market parallel the economic trends. There is, of course, no such thing as "the stock market." However, we can make judgments about what is going on in the stock market by analyzing certain key factors.

Price-earnings ratio

This common ratio for evaluating whether an individual stock is cheap or expensive is also applied to the broader market. The current level of the market index, typically the Standard and Poor's 500-stock index, is divided by the past 12 months' pre-share earnings of the companies on the index.

A high market P-E means the stocks are highly priced relative to corporate earnings and, thus, are possibly fundamentally weak.

At the end of September, P-E for the S&P 500 was about 16. While that's still well below the P-E ratios of 20 or more that have often preceded major declines, it is above the long-term average of 13. And it is far higher than the P-Es of 7 or 8 that have often accompanied market troughs.

When the ratio exceeds 15, the stock market is starting to get fully priced. That's particularly true when corporate-earnings prospects are less than robust, as they are now.

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finances and you



Sid Mitra

Dividend yield

Another way analysts gauge the reasonableness of stock prices is by comparing prices to the dividend income stockholders receive. The key figure is the "dividend yield" of the S&P 500, the annualized dividend income provided by the underlying stocks as a percentage of the index level.

The current S&P yield is 3.4 percent. Like the market P-E, that's much closer to a sell signal than it is to a buy signal. Whenever it has gone below 3 percent, as was the case in October 1987, the market has invariably sold off.

The indicator has averaged about 4.5 percent over the past several decades. A dividend yield of 5 percent or 6 percent is generally considered a buying opportunity.

Market breadth

It is appropriate to call this factor as "Dow Jones Industrial Average vs. the rest of the 'stock-market' world." Various ways to measure

"breadth" show that a climb in the 30-stock Dow Jones Industrial Average over the past year wasn't accompanied by a comparable advance in the broader stock market.

That lack of breadth is a classic warning sign, because the broad market generally pulls those selected winners down.

One of the easiest ways for investors to monitor breadth is to compare the percentage changes over time of various market indexes. While the Dow Jones Industrial Average has climbed 10 percent over the past 12 months, the S&P 500 has advanced just 3.6 percent, and the NASDAQ composite index of over-the-counter stocks has declined 3.3 percent.

Trading volume

Volume tells you the conviction behind a move. As the Dow climbed toward 3,000, volume was not convincing.

Analysts say that they would be more bullish about the Dow if the daily trading volume on the big board had remained consistently

above 200 million shares as the average made its recent move from 2,900 toward 3,000. We had a couple of good volume days, but it was eventually not sustained.

So, the prognosis is clear: Despite recent gains the stock market also signals a troubled future. If this trend concerns you, then you should seek professional advice at the earliest possible opportunity.

Seminar: "The New Budget — Getting the Best out of a Bad Situation," sponsored by the Observer & Eccentric Newspapers and Coordinated Financial Planning, will be 7-9 p.m. Tuesday, Nov. 13, at the Kingsley Inn, 1475 N. Woodward, Bloomfield Hills, and on Thursday, Nov. 15, at Farmington Hills Holiday Inn, 38123 W. 10 Mile, Farmington Hills.

For reservations, please call 643-8888.

Sid Mitra is a professor of finance, school of business at Oakland University and owner of Coordinated Financial Planning.

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For more information, call the UM-D Admissions Office at 593-5100

Most small businesses can write better sales letters

As a freelance writer and marketing consultant, I am frequently asked to prepare company proposals, brochures and other written materials for organizations of all sizes. Regardless of the project, one question never fails to come up: "How can we write better sales letters?"

Unlike letters addressed to individuals, sales letters are designed to reach large numbers of current and potential customers at the same time. They must capture readers' attention and interest while further convincing them to do whatever it is you have asked. As a result, writing better sales letters requires much

more than a unique writing style to be effective. The following guidelines will help those who want assistance in this area.

Before you start, put yourself in the right frame of mind. Anyone who receives promotional material expects to be sold on something and will throw your letter out if they have to waste time trying to discover what it is that you want. The purpose of any sales letter is to sell the audience — and to sell them right away.

Next, the opening of the letter can make or break its overall effect. It is at this point where recipients decide



focus: small business

Mary DiPaolo

to keep on reading or file your letter into the wastebasket. Any opening remarks, headlines or introductory paragraphs must get attention and arouse interest if you want your audience to read on.

Little-known facts, "startling" statistics and quotable quotes that

pertain directly to the point of your letter would be appropriate to use in this section. And whatever you do, don't start off your letter with salutations such as "Dear Loyal Customer," "Dear Neighbor," or another meaningless greeting. It's already obvious to the reader that a sales let-

ter is not a personal letter.

Maintaining reader attention until the letter ends is a trickier proposition, yet it is possible when you make your point immediately, expand upon it and wrap it up. Don't waste words or include additional information that causes you to stray from your original point. If you want your material to promote a particular product or service of your business, don't confuse your readers by mentioning everything else that you offer. Your company brochure is meant to be used for this purpose, not your sales letters.

Also plan your letter so it will be

written from the readers' point of view. Why should readers call you for an appointment, visit your shop or buy your product/service? What makes you any different (and better) than the competition? How reputable are you? The answer to these questions explaining the benefits of doing business with you ensures that your sales letters will be written from the proper perspective.

Mary DiPaolo is the owner of MarkeTrends, a Northville business consulting firm. She is also producer and host of the cable television series, "Chamber Perspectives."

marketplace datebook

Foodland Distributors in Livonia is now servicing 15 independent Detroit-area supermarkets. Foodland Distributors is Michigan's largest voluntary grocery wholesaler. Among the grocery stores being serviced are Palace Supermarket and Westland Foodland in Westland and Wholesale House in Dearborn.

Wright Systems of Plymouth, a manufacturing software company, is offering a \$100,000 trade-in allowance to customers when they buy a Wright System's manufacturing software package.

International Real Estate opened Paragon Technology Park and Belden Industrial Park. Both are in Livonia.

Small-business owners in Michigan can call the U.S. Small Business Administration's toll-free "Answer Desk" telephone service to get help on problems connected with their business and the federal government. The telephone number is 1-(800)-368-5855. It is staffed during normal business hours.

A free international business service directory is available to any Michigan company doing business abroad. The directory is designed also to help foreign companies move to Michigan. To get a copy, call Mark Santucci at 1-517-373-6390.

Send information for Marketplace to Business Editor, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. Deadline is Monday for publication in the coming Thursday issue.

WOMEN IN METAL
Thursday, Oct. 25 — The Detroit Chapter of the Association of Women in the Metal Industries meets at 6 p.m. at the Hyatt Regency Hotel in Dearborn. Information: Sandi Niezgodá, 925-9800.

PURCHASING MANAGERS
Thursday, Oct. 25 — National Association of Purchasing Management meets at 5:30 p.m. in the Laurel Park Marriott in Livonia. Topics: Managing Stress and Waste Minimization. Fee: \$25. Information: 1-773-3737.

DISPUTE RESOLUTION
Thursday-Sunday, Oct. 25-28 — Society of Professionals in Dispute Resolution meet at the Hyatt Regency Hotel in Dearborn. Information: Nadine Slowik, 352-5500.

AMIGA EXPO
Friday, Oct. 26 — Second annual Amiga Computer Club expo is free 4-8:30 p.m. in the Edison Building of the Ford Motor Campus in Dearborn. Information: John, 337-6621.

WOMEN SUPERVISORS
Saturday, Oct. 27 — "Supervision and Management for the Woman Manager" 8:30 a.m. to 3 p.m. at Madonna College, 36,600 Schoolcraft (I-96 at Levan), Livonia. Fee: \$50. Information: 591-5188.

LIVING TRUSTS
Saturday, Oct. 27 — Free living trust seminar 9:30-11 a.m. at Livonia City Hall, 33000 Civic Center Drive,

Livonia. Information: Greg Wright, 1-800-852-6228. Sponsor: PaineWebber.

TAX-FREE INVESTING
Tuesday, Oct. 30 — Free seminar on tax-free investing begins at 7 p.m. at the Laurel Park Marriott, Six Mile east of I-275 in Livonia. Information: 1-800-544-8888. Sponsor: Fidelity Investments.

MANAGER'S LEADERSHIP SKILLS
Tuesdays, Oct. 30 through Nov. 27 — "Leadership Skills for Managers" course offered at Schoolcraft College, 18600 Haggerty, Livonia. Fee: \$105. Sponsor: Schoolcraft College.

RESUME WRITING
Friday, Nov. 2 — Resume-writing workshop 9 a.m. to noon at the Growth Works building, 271 S. Main, Plymouth. Fee: \$15. Information: Tom, 455-4093. Sponsor: Growth Works Inc.

NETWORKING RECEPTION
Friday, Nov. 2 — Networking reception for area working women 6-8 p.m. at the Dearborn Inn, 20301 Oakwood Blvd., Dearborn. Non-member fee: \$20. Information: JoAnn Gibson, 272-3710. Sponsor: National Association for Female Executives Inc.

MINORITY LAWYERS
Friday-Saturday, Nov. 2-3 — "How to Develop and Minority Clerkship Program and How to Develop a Minority Counsel Demonstration Program" 3-5 p.m. Friday

and 8:30 a.m. to 5 p.m. Saturday in Detroit. Information: Nancy Cowger Slonim, 1-312-988-6132. Sponsor: American Bar Association.

TRAVEL INDUSTRY OVERVIEW
Saturday-Sunday, Nov. 3-4 — "Travel Industry Overview" for people interested in travel industry career 8:30 a.m. to 5 p.m. in Detroit.

Fee: \$395. Information: 689-8282 Ext. 260. Sponsor: Walsh College.

FINANCIAL PLANNING
Mondays, Nov. 5-19 — "Successful

Money Management" seminar 7-9:30 p.m. at the YWCA-Northwest Branch, 25940 Grand River, Redford. Fee: \$39. Information: 864-3200.

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P. MARK ACCETTURA is a partner in the law firm, Daguanno, Nemes & Accettura and professor at the University of Detroit School of Law.
JOHN L. KRIEMAN is Vice President & Trust Officer of Comerica Bank. Mr. Krieman has over 21 years of banking experience in trust and estate administration.
JOHN G. FIKE is Director of Planned Giving for the Salvation Army, Eastern Michigan Division. Mr. Fike has served a variety of not-for-profit groups in the Midwest.
THOMAS F. ROST is President of R. G. & G. R. Harris Funeral Homes, Inc. He is president of Preferred Funeral Directors International and also president of the Detroit Executive Association.
GERALD HOFFMAN is President of Hoffman Accounting & Tax Service. He has over 20 years of experience in taxation and estate planning.
KAY E. BRUNS is a Life Underwriter Training Council Fellow (LUTCF) for Century Companies of America and a member of the National Association of Life and Health Underwriters.
WILLIAM MONTGOMERY is an attorney and candidate for District Judge in Garden City. He is President Elect of the Garden City Kiwanis and former chairman of the Garden City Planning Commission.

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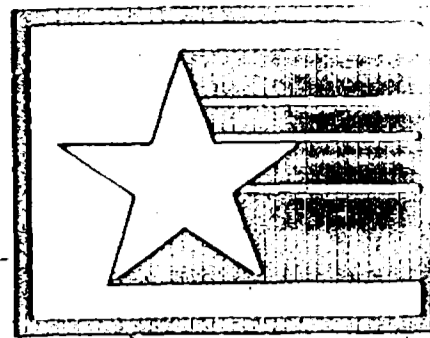
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Thursday, October 25, 1990 O&E

*5C

It's a challenge

A big musical requires lots of effort behind scenes



Jerry McCray and Becky MacIntyre rehearse a scene from the Bloomfield Players production of the musical "Hello, Dolly!"

STEPHEN CARTRELL/staff photographer

By Cathie Broidenbach
special writer

DOES ANYBODY have artificial roast chicken to spare for two weekends, or a plastic salad guaranteed not to wilt under lights?

Margie Montross, director and choreographer, is scavenging for plastic food to ride atop trays carried by eight dancing waiters in "Hello, Dolly!" musical production staged by the new Bloomfield Players Community Theatre. Performances will be Thursday-Sunday, Oct. 26-28, and Friday-Sunday, Nov. 2-4, at the Lahser High School auditorium in Bloomfield Hills.

Montross' biggest challenge in casting the show was finding eight male dancers to play the waiters. "I begged for men," she says. Then she had to juggle rehearsal schedules so all eight could work on the split-second timing of routines.

Last week, as the cast prepared for opening night Friday, the waiters were perfecting their duel with shish-kebab skewers and practicing how to dance carrying trays rigged with elastic on the bottom.

THEATER THRIVES on illusion. The chickens may be plastic, plates of food may be glued so they can't slide and the waiters may have elastic handles so they can't drop the trays, but as long as they carry the trays horizontally, the illusion prevails of waiters deftly balancing heavy trays of piping-hot-food while they execute fancy footwork. "You're gonna love my waiters," says director Montross.

Finding fake-food chickens is one of the myriad details of launching a big musical production like "Dolly!" The show boasts a 19-piece orchestra led by Valerie Palmieri, who teaches orchestra at Lahser High School. The set crew built an elaborate, lighted runway designed by Bob Pullar, a retired architect in Mature Miners, and Montross will fill the

Lahser High School stage with 54h on stage and behind the scenes is the aim of the Bloomfield Players. June Hamilton, director of the Recreation and Community Services Division of the Bloomfield Hills School District, says, "We want children, teens, adults and seniors. Our objective is for people to have fun."

The community theater group is sponsored by the Bloomfield Hills School District. Hamilton hopes to get the word out that everybody is welcome, even those whose only stage experience was walk-on parts long ago but ever since have yearned to make their stage comeback.

"You don't have to come in with a

resume of 40 productions to try out," Hamilton says. Bloomfield Players is so serious about involving many people in the fun and the family feeling of putting on a production that it has been known to invent street scenes to give more players a chance to bask in the warmth of stage lights and to take their bows at the final curtain.

AUDITIONS ARE open in Bloomfield Players productions, although the group strives to involve those in the Bloomfield Hills School District whenever possible. Margie Montross

Please turn to Page 6



Ron Strote (left), Seth Strote and Kathleen Born are in the cast.

table talk

Fall menu

The Livonia Historical Society will present its fifth annual Progressive Dinner on Saturday, Nov. 3. Featuring a special fall menu, the evening begins at 6 p.m. at the

American House (former site of the Blue House), with hors d'oeuvres. Guests will proceed to a private home for soup and salad, then to another home for the entree and back to American House for desserts and entertainment until 11 p.m. Cost is \$25, with proceeds to benefit the Alexander Blue House Restoration at

Greenmead. Tickets may be purchased at the Office of Community Resources, fifth floor of Livonia City Hall, until Friday.

Winning chef

Charles D. Rachwitz was declared the winner in "The Best of Michigan

Nothing's As Good as a Michigan Meal" competition Wednesday, Oct. 17, at Morels, a Michigan Bistro in Bingham Farms.

"Rocky" Rachwitz is corporate executive chef for the C.A. Muer Corp. based in Detroit. He entered the contest representing Charley's Crab of Troy and was assisted by

Carmen Vilcan, a chef at Charley's Crab.

Rachwitz prepared a menu of Parsnip Pancakes with Northern Spy Apples, Sour Cream and Whitefish Caviar, Great Lakes Pickerel Baked with Walnuts and Chargrilled Roma Tomato-Basil Sauce with Grilled Sweet Corn Salsa, Cornucopia of

Late Summer Peppered Fruits and Pear-Strawberry Sparkling Water.

Five other Michigan chefs competed including Tim Cikra of Morels.

The contest was sponsored by the Michigan Department of Agriculture, with assistance from the Michigan Grape and Wine Industry Council.

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A big musical requires lots of effort

Continued from Page 5

applauds the open auditions decision. "We want to encourage the Bloomfield people, but if you close casting, you miss some great talent and the spark that comes with it. Open casting keeps it fresh, keeps it from becoming a stale group. This is the best of all worlds."

"We don't want to be elitist," says Hamilton, "so everyone can audition, but we want quality. I think we can be comparable to Stagecrafters and the (Birmingham) Village Players."

The new community theater group was launched last winter by a citizens advisory commission of the Bloomfield Hills Schools. Its January production of "The Music Man" starred local dentist Dr. Larry Miller as Harold Hill, and was well attended. Many who played in "The Music Man" have returned to be cast in "Dolly!" including Becky MacIntyre who plays the lead role of Dolly Levi.

The lineup of past and future shows attests to the popularity of musicals with audiences of all ages. Last winter the Bloomfield Players brought "The Music Man" to town; Dolly, the matchmaker, takes center stage this fall, and "South Pacific" and "Fiddler on the Roof" are the two shows for next year. The council points out that all future productions need not be musicals.

Hamilton says they chose to launch the new theater group with upbeat shows likely to bring box office success. "We wanted crowd pleasers although they're more expensive to produce because of royalties. People like musicals."

THE NEW volunteer group is working to build a reputation and sell enough tickets to cover production costs. "Our objective is to break even," says Hamilton, but for the first couple of years Bloomfield Schools plans to subsidize the group by offering a stipend to the pro-

ducer, the director, the orchestra conductor and the vocal director. "Hopefully that won't continue after we develop our own cadre of people," she says.

Executive producer Hamilton hires the artistic and management people from resumes and interviews. Once she hires the staff, she lets them handle the creative decisions of putting on a show and stays only peripherally involved in productions.

Seed money for the new group comes from the Bloomfield Hills millage which voters renewed last June. "We want to offer both passive and active reaction options," Hamilton explains. Nobody implies that the rigors of acting or building sets is passive, but compared to run-around sports like soccer, a broader segment of the community can take part in a musical production than can play in youth sports.

The citizens advisory commission wanted to diversify offerings of the

Recreation and Community Services Division in part because, "Most residents don't have children in schools." Hamilton says that they wanted programs supported by millage money to address the needs of the whole population of the district.

The commission focused on theater arts as a rich field for community involvement. The department now offers three youth theater groups, the Candy Apple Players for pre-schoolers through second grade, the Knapsack Players for grades three through five and the Rising Stars for grades six through eight.

THE GROUPS take their shows on tour to at least two schools in the district. Junior thespians trained by these groups appeared in "The Music Man," and the hope is the classes will feed young talent to the Bloomfield Players. To encourage older performers, Bloomfield Hills runs a series of workshops on acting, dancing, and how to audition and be suc-

cessful in a show like "Dolly!"

Montross casts a show according to her own version rather than by studying previous successful productions. "I don't like to see the movie before I direct a show and I don't read stage directions," she says. "I do what I feel. I don't like to see a carbon copy of everybody else's show."

As clearly as she knows that she doesn't want to mimic other productions, Montross knows she likes to make audiences feel part of the action of the show. It's part of her directing style.

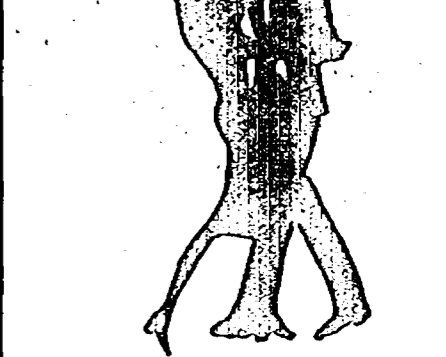
"I like to break the barriers" (between players and audience), she says. In "Dolly!" the players parade down the aisles from the back of the house and the vivacious Dolly stops along her route to pass out business cards and greet people in the audience. And what do audience members say as she smiles her irresistible smile and shakes their hands? What else but — "Hello, Dolly!"

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Performances of "Hello, Dolly!" are at 8 p.m. Friday-Saturday and 2 p.m. Sunday, from Oct. 26 to Nov. 4, at the Lahser High School Theater, 3456 Lahser Road, Bloomfield Hills. For ticket information, or for membership information, call the Bloomfield Hills Recreation Department at 433-0885.

upcoming things to do

COMEDY OPENING

Plymouth Theatre Guild presents the comedy "You Can't Take It With You" by Moss Hart and George S. Kaufman at 8 p.m. Friday-Saturday, Nov. 2-3, 9-10, 16-17, at the Water Tower Theatre on the campus of the Northville Regional Hospital. Ticket prices are \$6, adults; \$5, seniors and students. Tickets may be purchased at the door. Group rates and season tickets are available. For further information call 349-7974.

DINNER DANCE

The St. Agatha Chorale presents "Christmas in Manhattan: A Holiday Dinner Dance," Saturday, Dec. 8, at St. Agatha Auditorium in Redford. Doors open at 7 p.m.; dinner, 7:30. Tickets are \$25 per person. The 14-piece Ben Gryson Band plays big

band sounds of the '30s and '40s for dining and dancing from 7:30-11 p.m. Songs of the season will be performed by the St. Agatha Chorale, and guests may sing along with their favorite Christmas carols through the midnight hour.

SCHOOLCRAFT COLLEGE

"A View from the Bridge" by Arthur Miller will be the opening production for the 1990-91 theater season at Schoolcraft College in Livonia. Dinner theater performances are scheduled for Friday-Saturday, Oct. 26-27 and Nov. 2-3. Dinner theater tickets are \$15.50. Dinner is at 6:30 p.m. and performance at 8. Theater-only shows are Friday-Saturday, Nov. 9-10, 16-17. Theater tickets are \$6. For reservations call 462-4409.

BEAU JEST

The Birmingham Theatre will present "Beau Jest" by James Sherman, opening at five-week engagement Tuesday, Nov. 13. Performances continue through Sunday, Dec. 16. The comedy reflects family dynamics when the thirtyish daughter's new boyfriend enters the picture. Ticket prices, depending upon performance, range from \$14-\$26. For ticket information call the box office at 644-3533.

CABARET CONCERT

Actors Alliance Theatre Company

will spook the Southfield Symphony with scary tales, classic poems and witches' brew throughout the musical selections to be presented at 3 p.m. Sunday, Oct. 28, at the Southfield Civic Center Pavilion. The acting ensemble, dressed in full Halloween attire, will set the mood for the "Devils, Goblins and Halloween" Cabaret Concert. Tickets are \$10 for

Please turn to Page 7

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upcoming things to do

Continued from Page 6

adults and \$7 for seniors and students. For information and reservations call Cultural Arts at 364-4717.

THE NERD

The Smith Theatre Guild opens the 1990-91 season with a production of Larry Shue's "The Nerd." The comedy will be presented at 8 p.m. Thursday-Saturday, Oct. 25-27, at the Wallace F. Smith Theatre at Oakland Community College-Orchard Ridge Campus in Farmington Hills. Tickets are \$8 for adults and \$4 for students and seniors. For further information or to order tickets call 471-7700.

READERS THEATER

Short stories read by professional actors will be brought to life at Readers Theater at 3:30 p.m. Sunday, Oct. 28, in the DeRoy Theatre at the Jewish Community Center in West Bloomfield. A complimentary wine bar will open at 3 p.m. The program features Shirley Benyas, Evelyn Orbach, Rube Weiss and Paul Winter. Melba Winer will serve as the host of the performance. Tickets are available at the door beginning at 3 p.m. There is an admission charge. For further information call Readers Theater at 967-4030.

GOD'S FAVORITE

The Woods Players will present the comedy, "God's Favorite" by Neil Simon at 8 p.m. Friday-Saturday, Nov. 9-10, 16-17, in the main auditorium of Oakland Community College's Royal Oak Campus. Tickets are \$5.50 (\$4.50 for seniors and youth) at the door. Advance tickets are \$5 (and \$4). Senior night is Friday, Nov. 9, and tickets will be \$3.50 for seniors. Tickets can be purchased at the Huntington Woods Recreation Center or Library or from a member. For more information call 541-6457.

AT FOLKTOWN

The Folktown Coffeeshouse of Southfield will present its annual Twofer Concert at 8 p.m. Saturday, Oct. 27, in the Marcotte Room at the Southfield Civic Center. The Twofer features two acts for the price of one, each performing more than an hour of music. This year's Twofer features two singer-songwriters.

Please turn to Page 8



ART EMANUELE/staff photographer

Osmond Boys perform

Nathan (left), Michael, Douglas and David Osmond, second generation of Osmonds, are the four sons of original Osmond brother, Alan. They brought their 50-city national mall tour to Livonia Mall for shows Saturday and Sunday. (Above, right) They sang in the mall's Crowley Court. (Below, right) fans crowded the mall Saturday after-

noon. The tour was in conjunction with the boys' recently released debut Curb Records album "Osmond Boys" and current single "Reverse Psychology." The Osmond Boys are National Youth Chairmen of Children's Miracle Network. The tour is presented by Hershey's, benefiting Children's Miracle Network.



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Bob Welbel

JIM JAGDFELD/staff photographer

Bluntschli (Jeff Hedeon of Livonia) and Raina (Julie Cullen of Westland) react after she sits on a pistol in "Arms and the Man."

Season's opener a new beginning

Performances of "Arms and the Man" continue through Saturday, Nov. 10, at the Trinity House Theatre in Livonia. For ticket information, call 464-6302.

By Victoria Diaz
special writer

The Trinity House Theatre opened its 10th season Friday night with "Arms and the Man." George Bernard Shaw's incisive, classic comedy about the follies of war and romantic love.

The production, directed by Trinity's new artistic director, Peter Senkbell, represents a promising start of the season for the Livonia-based group, which plans to expand to professional theater within the next five years.

In "Arms and the Man," Serbian officer Captain Bluntschli, fleeing Bulgarian forces during the Serbian-Bulgarian war, takes refuge in the bedroom of a young Bulgarian lady, Raina Petkoff.

What results from this temporary sanctuary is a treat for play-goers. It is also typically Shavian — often perfectly serious at the same time that it is uproariously comic.

AS THE good-humored Serbian officer with a weakness for chocolate creams and an intolerance for the

romantic glorification of war, Jeff Hedeon turns in a highly engaging performance.

His stage presence, sense of comedic timing and remarkable way with Shaw's memorable lines make him a pleasure to watch and listen to.

As the rather silly and saccharine Raina, Julie Cullen does a good job in an often unappealing role that calls for a lot of fluttering eyelashes, pouty looks, empty-headed smiles and oh, I'm-so-mad-I'm-going-to-stamp-my-pretty-little-foot-again histrionics.

In the role of Raina's laughably insufferable fiancé, Sergius, Jim Lisoski has his moments, as do Art McCoy playing her blustery, bewildered father; Linda Parolini as the spirited household servant, Luoka; R. Edward Anderson as Nicola, another servant; and Maggie Hineman as Raina's overwrought mother (although one wonders why, in this small theater Hineman persists in shouting so many of her lines).

Gary Brda as a frustrated Russian officer searching for the elusive Bluntschli does a lot with a small comedic role.

Victoria Diaz is a Livonia-based freelancer, who specializes in arts and entertainment articles in the metro area.

upcoming things to do

Continued from Page 7

Dave Crossland and Cathy Winter. The first show offers Crossland; second show, Winter. Admission (includes both shows) is \$8. Tickets may be purchased at Ticketmaster at 645-6666. Call 855-9848, 6-9 p.m., for further information.

STORY CONCERT

Storyteller Barbara Jones will perform in a story concert titled "Barbara Jones: Let Me Tell You a Story" at 2 p.m. Sunday, Oct. 28, in the deSalle auditorium on the lower level of the Cranbrook Art Museum in Bloomfield Hills. The concert complements the exhibition "Southern Exposure: Photographs, Sculpture and Collected Objects By William Christenberry" on view at the museum through Sunday, Oct. 28. The concert is free with museum admission: \$2.50 for adults; \$1.50, stu-

dents and senior citizens; free for museum members and children under 7. For further information call 645-3312.

STUDIO THEATRE

"Romeo and Juliet," Shakespeare's drama of young love and family conflict, will be presented at the Oakland University Studio Theatre for three weekends in November. The Department of Music, Theatre and Dance is sponsoring the production. Brian Murphy, an associate professor of English and director of the Honors College, will play Capulet. Performances will be at 8 p.m. Friday-Saturday, Nov. 2, 3, 9-10 and 16-17, and 2 p.m. Sunday, Nov. 4, 11 and 18. Tickets are \$8 general admission, \$4 for students and senior citizens and \$3 for OU students. For information call the box office at 370-3013.

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Prepaid funeral contracts gain in popularity

Q. My wife and I are thinking of purchasing a prepaid funeral contract but we are afraid of being "taken." How can we tell if the contract we are considering is legitimate?

A. There seems to be a national growing trend, by consumers, to plan and prepay funeral costs. Anyone thinking of buying a prepaid or preneed funeral contract should understand completely what this contract does or does not provide and the responsibilities of the seller and the purchaser.

As any other legal agreement, the prepaid or preneed funeral contract is a binding document between the buyer and the seller. It should state that funeral goods and services brought and paid for before death will be delivered at the time of death. Funeral goods are items such as urns, caskets and burial clothing. Services are such things as collection, preparation and viewing of the body and the use of a hearse. Purchasers should have the goods and services itemized and described in detail in the written contract. Cemetery plots however must be purchased in separate transactions.

Anyone registered with the De-

partment of Licensing & Regulation may sell prepaid contracts. To make certain you are working with a legitimate salesperson you should ask for the seller's registration number. The seller may also charge a commission of up to 10 percent of the contract price that is nonrefundable. You may find that the seller is not the same person that will deliver the goods and services stipulated in the contract. In this instance, the person who does supply what has been ordered is known as the provider. The provider must be identified by name in the written contract.

Monies received as payment for prepaid funeral contract, with the exception of the commission, are put into escrow. That is the funds must be deposited in a bank, credit union or other insured financial institution or, if the buyer agrees and signs a separate paragraph in the contract, with a cemetery or mortician's association of 250 or more members. The escrow agents are the only parties who may invest or disburse the escrowed money. Buyers must be provided the name and address of the escrow agent and notified of any



on aging
Renee Mahler

change in that agent.

There are two different types of prepaid contracts and the contract must indicate, in writing, the type you are buying. There is a guaranteed price contract which allows the buyer to select the exact goods and services wanted and pay for them at the time of purchase. The goods and services must be delivered as ordered at the time of death regardless of whether costs have increased. If the contracted goods and services are no longer available, then items of equal quality must be substituted. If there is any money left in the escrow account after the goods and services have been delivered, then the remainder goes to the provider. A nonguaranteed price contract allows the buyer to choose the goods

and services desired and pay an amount toward their purchase. If at the time of death the escrowed purchase money, plus any income it has generated, is equal to or more than the cost of the goods and services, they will be supplied. If the amount is less than the quantity or quality of the goods and services will be reduced unless additional money is provided by the family or other sources.

Prepaid contracts may be cancelled. To cancel before the death of the beneficiary, the buyer must send a written 30-day notice to the seller of a nonguaranteed price contract or to the provider of a guaranteed price contract. Contract may be cancelled after the death of the beneficiary

upon notice to the seller of a nonguaranteed price contract or the provider of a guaranteed price contract by the person who bought the contract, the deceased's heirs or the person legally entitled to make arrangements. Contract sellers or providers may cancel prepaid funeral contracts only if a contract being paid for in installments is ninety days or more in default or if the buyer has violated the terms of the prepaid agreement.

The Michigan Legislature, in order to protect the citizens of our state, enacted the "Prepaid Funeral Contract Funding Act of 1986." This law applies to all prepaid funeral contracts signed on or after July 1, 1987 and is administered by the Michigan Department of Licensing & Regulation. It is this department's job to make certain that all the regulations mentioned in this article are complied with by the sellers of prepaid or preneed funeral contracts.

William Leo Cahalan Jr.

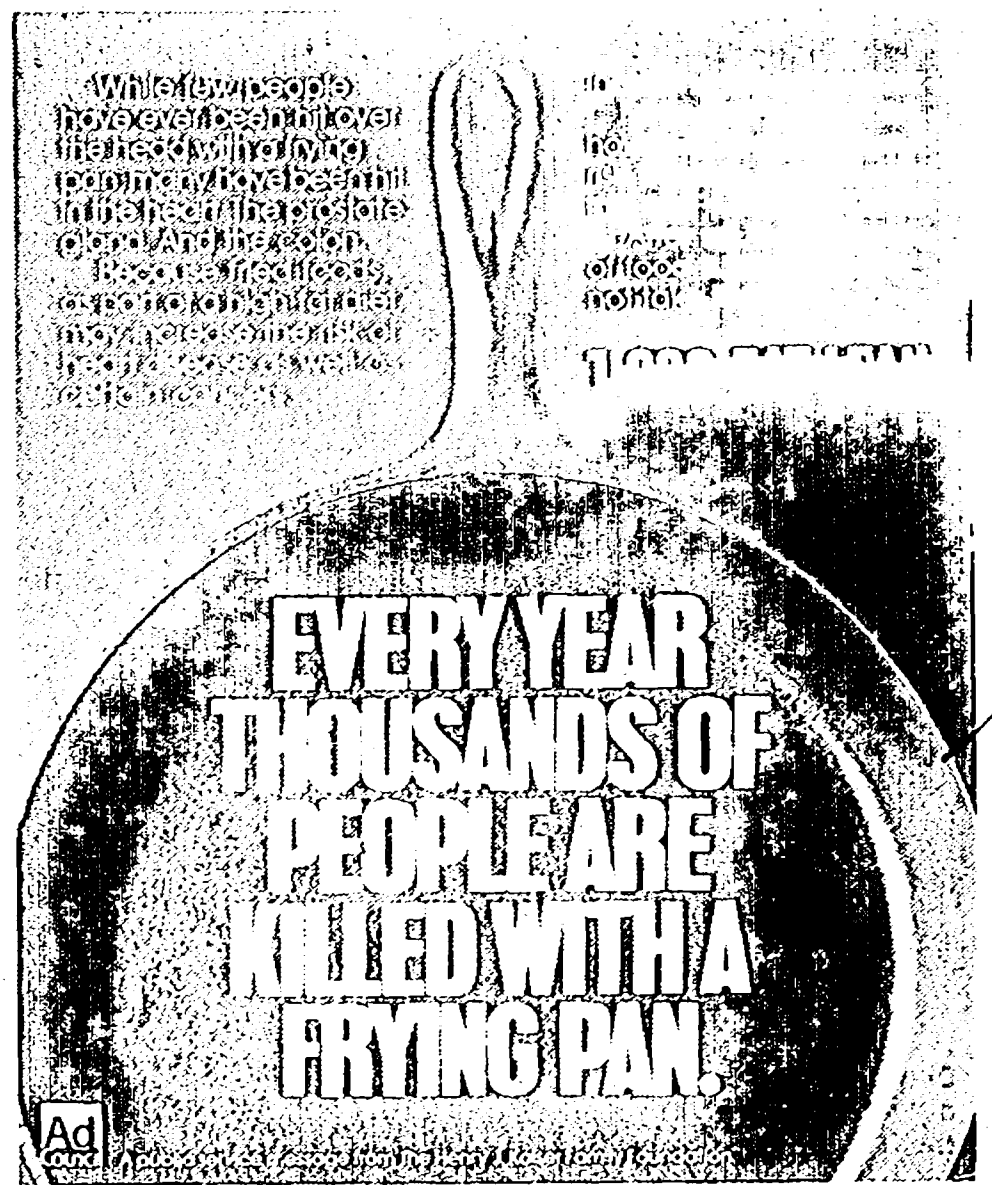
FOR PROBATE JUDGE

Filed for by the Cahalan for Judge Committee
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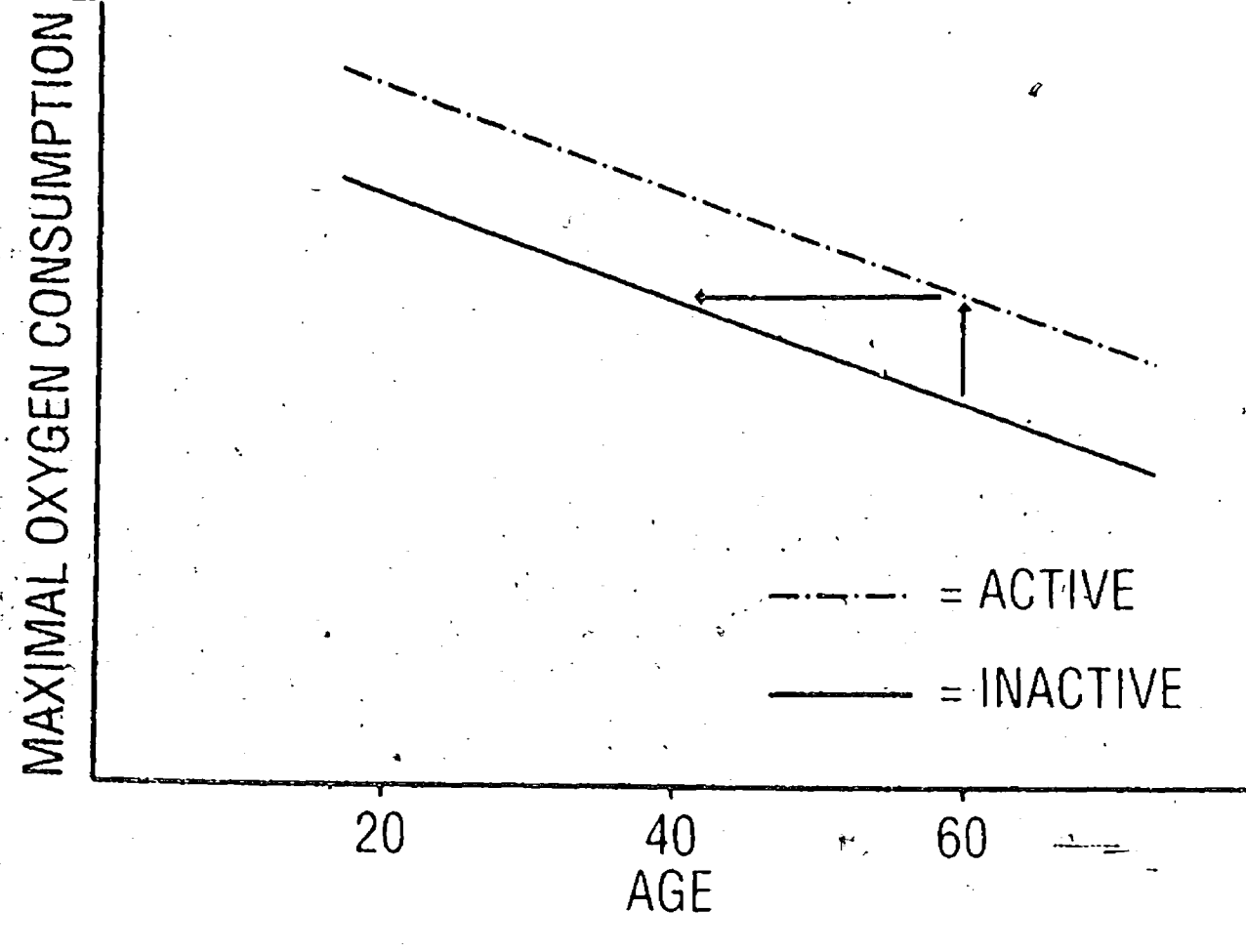
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Madison Heights • Madison Plaza Shopping Center, John R. Road south of 14 Mth Rd. (near Marynys)

Here's some health facts



Did you know that...

- A patient's severe allergic reaction to Heartwise cereal was recently reported in the medical literature. This incident prompted the Kellogg Co. to put a "health warning" on boxes of the psyllium-based cereal.
- Fire fighting, one of the most dangerous and demanding occupations, is associated with a considerable number of fatalities each year. Many of these deaths are due to heart attacks.
- Heart-lung fitness, as measured by the maximal oxygen consumption, generally decreases by about one percent per year. Since an exercise program will generally increase this variable by about 20 percent, the physically trained 60-year old may actually achieve the same fitness level as the inactive 40-year old (figure). In other words, regular exercise can lead to a 20-year functional rejuvenation in this respect!
- Fast-food hamburger restaur-

fitness
Barry Franklin

...ants have now moved into several hospitals across the nation. Needless to say, these restaurants are strongly promoting their "healthy" menu items like salads and broiled chicken sandwiches.

• At the Cleveland Clinic, the average age of heart surgery patients has increased by 10 years over the past decade. This is attributed, at least in part, to the fact that surgical techniques for treating heart disease in older patients have vastly improved.

• A just-published study showed that comprehensive lifestyle changes can actually reverse heart disease, without the use of cholesterol-lowering drugs. Patients in the experimental group agreed to make major lifestyle changes that included a low-fat vegetarian diet, stopping smoking, stress management training, and moderate exercise. Overall, 82 percent of the people who made these changes showed some reduction in their coronary blockage after only one year.

Barry A. Franklin is director of Cardiac Rehabilitation and Exercise Laboratories, William Beaumont Hospital, Royal Oak, and associate professor of physiology, Wayne State University School of Medicine.

Scholarships established

New scholarships has been established for Schoolcraft College special education majors.

Two scholarships of \$250 each will be awarded Schoolcraft students through the ARC/Business Ventures Corporation.

To be eligible, students must have completed a minimum 15 credit hours with a grade point average of 2.5 or higher. They must also submit a 250-500 word essay explaining why they have chosen a career in special education.

ARC/Business Ventures is a non-profit corporation that provides job opportunities for people with developmental disabilities.

Additional information on the scholarships is available by calling the college, 462-4463. The application deadline is Tuesday, Oct. 30.

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F-150 XLT 1989. Air, power locks, windows, \$7,999

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CHEVY 1990 fullsize van, mint condition, TV, ice box, high miles.

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825 Sports & Imported Cars
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825 Sports & Imported Cars
JAGUAR 1987 sedan, everything rebuilt, runs great, must sell.

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AMC 1963 Rambler. Runs and looks great! Automatic, flat head 6 cylinder.

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BERETTA 1988 GT. 58,000 miles, power windows/locks, sunroof, excellent.

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CELEBRITY 1988 Eurosport, power steering/brakes/windows.

823 Vans
AEROSTAR Special purchase, 20 to choose from. Extended 72 month warranty.

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AEROSTAR 1987 XLT. All options, 40,000 miles, 5 yr. 50,000 extended warranty.

824 Jeeps & Other 4-Wheel Drives
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CHRYSLER 1970 Spacial Edition, California car, no rust, 318 ponor steering & brakes.

856 Buick
ALANTO 1987, only 30,000 miles, both 1987, beautiful, \$18,900.

880 Chevrolet
CAPRICE 1983 Classic. Loaded, high miles, runs great, \$22,000 or best offer.

880 Chevrolet
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CORVETTE 1984. 2 tone silver, red leather, 112,500 miles, Call sharp, \$12,500.

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MITSUBISHI GALANT 1989 GS. 4 door, 2 door, 5 speed, automatic, air, sunroof, sunroof, sunroof.

856 Buick
BUICK CENTURY LT 1988 all options, like new, only \$4,888.

880 Chevrolet
CAPRICE 1988 Brougham. Loaded, low miles, vinyl top, spoke wheels.

880 Chevrolet
EUROSPORT 1988. automatic, air power windows & locks, air, cruise, stereo cassette, power more.

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NEW RIVIERA LUXURY COUPE
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Super Value
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'91 LEASE SPECIAL
GRAND PRIX 4 DOOR
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Loaded
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868 Ford ESCORT 1989 GT - black, red, load, maintenance records available, 1 owner, \$6,800... ESCORT GL 1987, 2 liter engine, automatic, 63,000 miles, runs & looks like a \$3,000...

874 Mercury COUGAR 1988 - 24,000 miles, loaded, excellent condition, \$3,500... THUNDERBIRD 1988 - 4 door, automatic, 57,000 miles, excellent condition...

875 Nissan MAXIMA 1989 SE - Pearl white load, leather, 9,100 miles, \$4,240... MAXIMA 1989 SE - Loaded, leather, automatic, anti lock brakes, 9,500 mi \$17,500...

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Bill Cook NISSAN advertisement featuring 'Grand Opening' and 'Best Sales, Service Selection... We Won't Be Undersold!' with images of Nissan cars.

Large Bill Cook advertisement for Nissan cars, including prices for 1990 Sentra XE, 1990 Stanza XE4 Dr., 1991 Tempo 4DR, and 1991 Probe GL 2DR. Includes a table of monthly payments.

Advertisement for Village Ford, '1st two payments - up to \$250 per payment' with '70 Cars & Trucks under \$4995'.

McDonald Ford advertisement for 'NEW CARS' featuring '1991 NEW CARS' with financing from 7.9% and rebates up to \$2000. Includes a table of car models and prices.

Advertisement for Hammer Time and Avis Ford, featuring a hammer logo and 'Brand New Truck' with price '\$5995'.

McDonald Ford address: 349-1400, 550 W. Seven Mile Northville between Northville Rd. & Sheldon Rd.

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878 Oldsmobile
ACTION MOTORS
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876 Oldsmobile
878 Oldsmobile
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878 Oldsmobile
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ACTION MOTORS
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BOB JEANNOTTE
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Plymouth, 453-2500

OWN A
1989 Plymouth Reliant LE
Loaded
\$142
Per Month
10 to choose from
Special Factory Buyout
Includes 7/70 Factory Warranty

1989 CAMARO RS
9,000 miles
1984 FORD CONVERSION VAN
51,000 miles
1987 IROC Z28
34,000 miles
1987 OMNI
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LAW AUTO SALES
32115 MICHIGAN AVE
722-5200

878 Plymouth
880 Pontiac
880 Pontiac
880 Pontiac

880 Pontiac
880 Pontiac
880 Pontiac

880 Pontiac
882 Toyota
884 Volkswagen

1990 BUICK CENTURY 4 DOOR
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Full power.
Sale Price \$7500
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Air, tilt, cruise, low miles
Sale Price \$9200

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MANAGER'S SPECIAL
1990 CADILLAC
SEDAN DEVILLE
9,000 miles, air, leather, full power.
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V-8, air, full power, low miles.
Sale Price \$7400
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Air, power steering & brakes, power windows, dual comfort front seats, Red.
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1987 BUICK PARK AVENUE
Air, full power.
Sale Price \$9800
1988 PONTIAC GRAND PRIX LE 2 DR.
Air, full power.
Sale Price \$9600

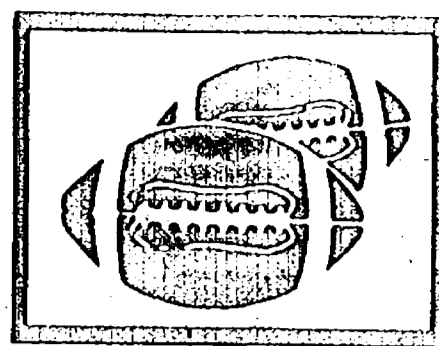
BRAND NEW LESABRE
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NEW BUICK LESABRE
Power driver seat, electric door lock package, power windows, elec. trunk release, front & rear mats, pulse wipers, rear defogger, electric remote mirrors, lighted view mirror, cruise, wire wheel covers, cassette, concert sound speakers & tach, power antenna, prestige package, body stripe. Stock #7419
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OPEN EVERY SATURDAY 9-5
LARGEST SELECTION ... LOWEST PRICES
Factory Rebates up to \$3000
Financing as low as 7.9% for 48 Mos
90-91 AEROSTAR CLEARANCE
UP TO \$1800 FACTORY CASH
UP TO \$2300 PLUS VARSITY DISCOUNTS
UP TO \$900 PLUS IN FREE OPTIONS
VARSITY LOW PRICE OR LEASE ZERO DOWN
'90 PROBE "GL" 3 DOOR \$10,590* \$50*** per week
'90 MUSTANG "LX" 5.0 \$11,390* \$54*** per week
'90 TAURUS "SHO" \$17,890* \$91*** per week
'90 THUNDERBIRD \$12,390* \$65*** per week
'90 TAURUS "GL" WAGON \$13,290* \$65*** per week
'90 T BIRD SUPER COUPE \$16,790* \$86*** per week
'91 ESCORT "LX" WAGON \$9,490* \$45*** per week
'90 TAURUS "GL" \$12,590* \$61*** per week
'90 AEROSTAR CONVERSION \$13,990* \$1800 FACTORY CASH
'90 STARCRAFT E-150 SL BROUGHAM \$16,490* \$2000 FACTORY CASH
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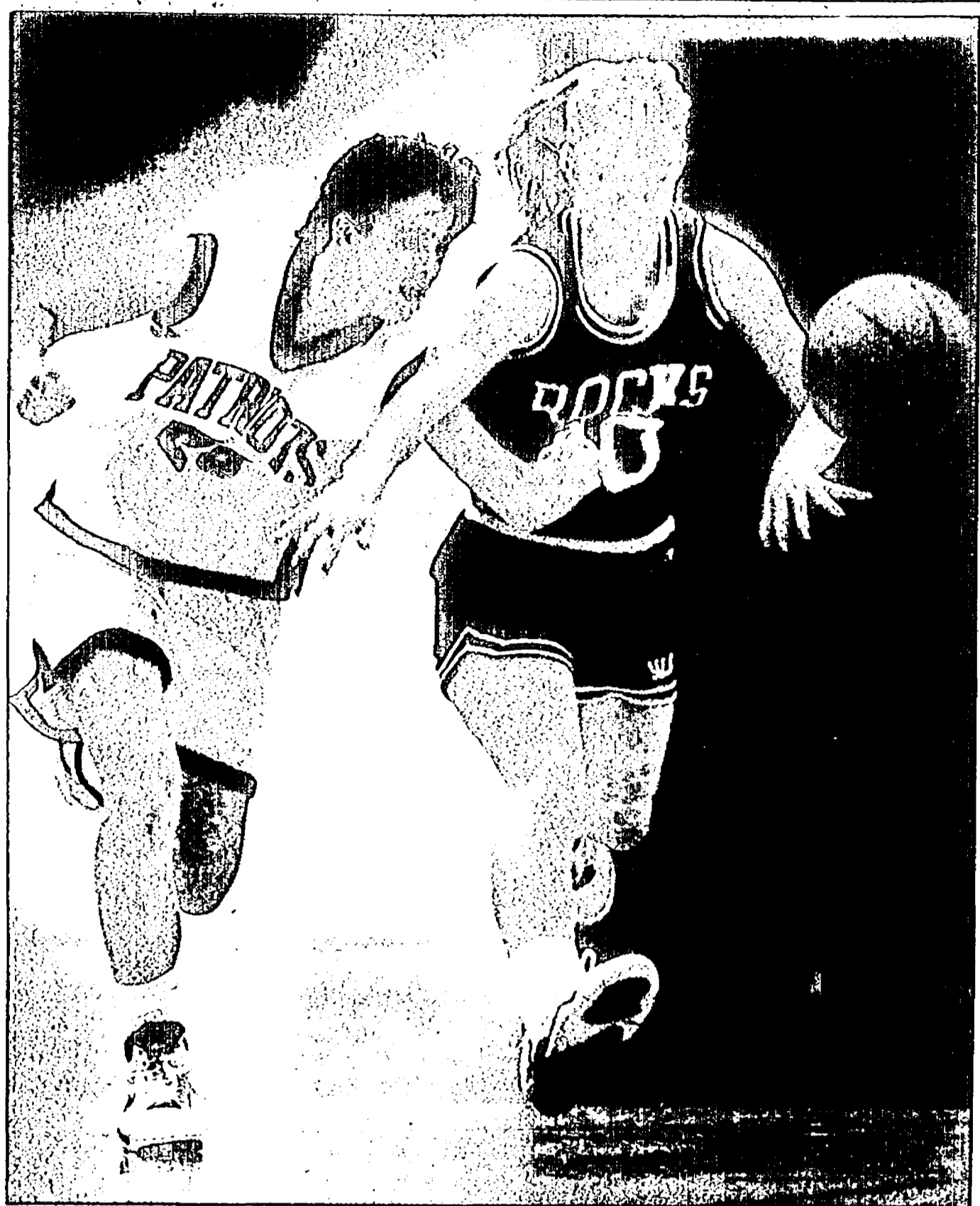
Sports

Brad Emons editor/591-2312



Thursday, October 25, 1990 O&E

(LW)10



GUY WARREN/staff photographer

Summit meeting

Patty Shea (left) of Livonia Franklin scrambles for the loose ball against Plymouth Salem's Christy Parimucha during Tuesday's

clash between two of the area's top girls basketball teams. For more details, turn to Page 4D.

Chargers, Vella oust Salem, 2-1

By Brad Emons
staff writer

Livonia Churchill forward Dominic Vella found a crack in Plymouth Salem's vaunted "Iron Curtain" defense Wednesday, scoring both goals in the host Chargers' emotion-filled 2-1 victory in a key Class A district semifinal matchup.

Churchill, now 12-1-2 overall, moves on to Saturday's district championship game against Dearborn Edsel Ford. (Game time is 1 p.m. at Redford Union's Kraft Field.)

Both of Vella's goals occurred during the first half of action.

The junior scored on a header from linemate Dario Rauker just three minutes and 24 seconds into the game. Tom Baker then tied it for Salem on a header off a corner kick from Joe Nunez with 24:36 left in the half, but Vella scored what proved to be the game-winner with 10:58 remaining until halftime on a cross from Mike Gentile, who had stolen the ball away from a stunned Salem defender.

It was only two days ago, in Monday's 6-0 district-opening win over city rival Franklin, that Churchill coach Mark Mason revamped his lineup, moving Rauker and Gentile up front from their midfield positions to complement Vella.

"THIS GAME I got a lot of help from those two guys and they played great," said Vella. "This is only our second game with this set-up, but we worked well together."

"Dario and Michael are both attacking midfielders, but with them on my right and left wings, I've got more freedom to get the ball. Before I had to work more to get goals, but because of them and the way our keeper (Jeff Cassar) played, everything turned out great."

Soccer

Stevenson in district finals

Matt Grodzicki, on an assist from Jeff Thomas, scored 12 minutes into sudden-death overtime to give Livonia Stevenson a 1-0 Class A boys district soccer win Wednesday at Northville.

It was Grodzicki's fifth goal of the playoffs.

The Spartans, now 13-1-3 overall, will meet Birmingham Groves, a 4-2 semifinal winner over Farmington, in Saturday's final (1 p.m. at Northville).

Stevenson held a wide margin in shots on goal (25-4) and corner kicks (18-2), but had trouble beating Northville goalie Larry Osiecki. Meanwhile, Scott Plagenhoef recorded the shutout for Stevenson.

"It was a great defensive effort by Northville. They deserve a lot of credit," said first-year Stevenson coach Walt Barrett.

It was more than a four-man show, however, for the Chargers.

Nobody could argue that Churchill's defense — led by Scott Lamphear, Tim Riley, Laun Johnson and Jeremy Banks — rose to the occasion.

They shut down Salem's dangerous restart schemes, particularly in the second half after Gentile missed the final 41 minutes of play with a deep contusion on his thigh.

"Salem likes a high aerial attack," said Mason. "Sometimes we're not

tall enough to handle them I held my breath every time they had a corner kick.

"But our defense played well and our midfielders, Aaron Sawicky and Eric Shamberger — who we moved up from defense because he likes to rush the ball up anyway — did a fantastic job. They deserve some credit."

SALEM APPLIED heavy pressure most of the second half, missing a golden opportunity to tie it when Phil LaJoy's shot hit the crossbar with 10:39 remaining.

"The ball bobbed all around their goalie, but we couldn't quite get it up in there," said Salem coach Ken Johnson, whose team bowed out with a 16-2-1 overall record. "I thought Cassar saved them in the first half. Their keeper made some key saves and that's one of the differences in a game like this. On any given day we're so close with Churchill. We had a tough time each time we played them. They marked up well and Vella was tough on us. He collected the ball very well."

It was the third meeting between the two teams — all held at Churchill — in a span of three weeks. The first meeting (Oct. 3) ended in a 1-1 tie. And only seven days ago, Salem claimed its first-ever Western Lakes Activities Association crown with a 2-0 win over the Chargers.

"I think we were up and we played a good game, but Churchill is a tough team and now I think they go to the finals," said Johnson, who led the Rocks to last year's Class A final before losing to Troy Athens.

Meanwhile, for Mason the win provided a big sigh of relief.

"Now we're over a big hurdle I think we can relax a little bit," said Mason. "But I know we've got some tough games ahead."

Trying times

Pay-to-play casts cloud over game

AS A WRITER, it's a football game I always look forward to covering: Westland John Glenn vs. Wayne Memorial.

It's neighborhood rivals battling for city supremacy in the final game of the season.

This Friday's matchup (7:30 p.m. at Glenn) is a good one.

The host Rockets come into the game with a 7-1 record. A win would put them in the state Class AA playoffs (Region II).

Wayne, meanwhile, is 6-2 and running sixth in Region II, only two spots removed from a playoff berth. But there's something that's run amok, something not quite right. It's minestrone soup without the vegetables. It's a car wash without detergent.

Despite the success of these two teams, everything is not a bed of roses in the Wayne-Westland School District.

You may not see the affects of recent millage defeats during this game, but pay-to-play, implemented because of a lack of funds for extracurricular activities, is already beginning to take its toll.

For starters, take a look at the bands during halftime.

THEY'VE SHRUNK to pep-size numbers — nearly in half — from 90 strong to a meager 40.

These are good bands with good directors, but under pay-to-play, some students and their parents feel the cost is not quite worth it.

And when you look on the sideline you'll see Glenn assistant coach Mike Henry, a guy with 19 years teaching experience and one of the best defensive coordinators around.

Henry is also a victim of millage defeats. He's laid off, collecting unemployment.

"Mike's just not an ordinary teacher," said Glenn head coach Chuck Gordon. "He takes pride in the job he does in the classroom."

Gordon and Wayne head coach Chuck Howton will tell you that pay-to-play isn't the answer.

"At the high school level we're hanging in there," said Gordon, who has a 65-member varsity team. "But in the junior highs they starting to feel it already."



Brad Emons

(pay-to-play) is going to see how it works after a year, but at the junior high it's already not working."

WHEN TEAMS are dropped because of a lack of participation, athletic directors such as Wayne's Bill Hawley are left scrambling to pick up the pieces, rescheduling events.

At Wayne High this fall, girls tennis, girls cross country and girls JV basketball were dropped.

"This (pay-to-play) has worked out well on the surface, both Glenn and Wayne have fielded good football teams," Hawley said. "But underneath, at the junior high, as far as Wayne is concerned, it's decimated us. We'll feel the effect a year or so down the road."

Coaches and ADs have been forced to become bookkeepers, tabulating records and raising funds to keep certain programs afloat under pay-to-play.

"It's a very difficult thing right now," Hawley said. "You don't know which way to turn. There are a lot of questions and no answers. It's very discouraging at this point. You hate to see good programs go down the drain. It's not fair to the kids."

While administrators for the Wayne-Westland School District play the political game, lobbying in Lansing for a redistribution of school funds under a new state-aid formula plan, they also have to contend with an organized group at home fighting against any potential millage hikes.

PAY-TO-PLAY, I've learned quickly, is like trying to hold a finger in a dike that is ready to burst. The district is losing good coaches, teachers and potential good students who may benefit from athletics down the road.

"Personally, we shouldn't have to have it," Hamel said. "Individuals shouldn't have to pay to play sports. It should be part of their schooling."

But the reality, all administrators can do at this time is patch things together before it gets any worse.

So if you attend Friday's game at Glenn, enjoy it, but don't forget an underlying factor. Every vote is vital during the next millage election.

Pay-to-play is starting to remind me of an S&L bailout.

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CC Shamrocks finish behind DeLaSalle

Redford Catholic Central, the three-time defending Catholic League cross country champions, placed second at Saturday's league meet at Marshbank Park.

The Shamrocks scored 85 points to rank second behind Warren De La Salle, which gathered 58 points. Dearborn Divine Child was third (100), followed by Orchard Lake St. Mary's (116) and University of Detroit Jesuit (125).

Birmingham Brother Rice placed seventh (190), but the Warriors had the meet's top individual, John Cowan, who took first in 16 minutes, six seconds. Divine Child's Burt Ryan was second (16:54) and U-D's Russ Inman was third (16:56).

CC's best time came from Jon Borke, who took ninth (17:21). The Shamrocks had six runners place between the 16 and 27 spots, but even so, coach Tony Magni knew they'd have trouble catching the Pilots.

"I thought De La Salle would be very hard to catch," Magni said. "They have four very strong runners and the only way to catch them was to break up their first and second runners. We ran a good bunch, but not close enough to Borke."

Luke Dahl took 16th place for CC in 17:27 and he was followed by teammate Jack Massarello in 17th at 17:30. Aaron Shepesh took 21st place in 17:42, Jamie Fitzgerald was 22nd, 17:44; Chris Kuzla, 26th, 17:49; and Mike Mittman, 27th, 17:53.

It was an encouraging race for Shepesh, who missed the previous three weeks with an asthma problem, Magni said.

Despite the second-place finish, five Shamrocks (Borke, Dahl, Massarello, Shepesh and Fitzgerald) earned All-Catholic honors. Next for the Shamrocks is the Class A regional, also at Marshbank. CC placed second last year at the regional but won the Class A meet.

"Hopefully we can salvage our season by doing well our next two Saturdays," said Magni.

LIVONIA LADYWOOD placed fifth in the Catholic League girls cross country meet held Saturday at Marshbank.

Divine Child won the meet with 40 points, and Harper Woods Regina was second with 80. Farmington Hills Mercy took third at 81, followed by Birmingham Marian, 103, and Ladywood, 132.

Malla Dixon (20:44) and Karyn Nagy (22:27) paced the Blazers charge, finishing fourth and 11th, respectively. Divine Child's Kay Ann Papper won the race in 20:19.

CROSS COUNTRY

Other Ladywood times included: Mary Heimiller, 31st (24:17); Jackie Toggley, 40th (25:24); and Tina Tando, 41st (25:38).

Dixon and Nagy each earned a berth on the Top-20 All-Catholic team, which raced in the Operation-Friendship meet against the Detroit Public School League Tuesday at Marsh Bank. Dixon took third in 20:51 and Nagy ninth in 21:10.

LUTHERAN WESTLAND'S boys cross country team won the Michigan Inde-

pendent Athletic Conference meet held Tuesday at Marshbank. The Warriors had 26 points to outdistance second place Southfield Christian, 48, and Grosse Pointe University Liggett, 93.

Steve Watkins took second individually to lead Lutheran Westland in a time of 17:42. The Warriors also took the fourth, fifth, seventh and eighth places. Filling those spots were: Brian McCormick, 18:37; Doug Johnson, 18:46; Brendan Knorp, 19:17; and Brian Heintz, 19:25.

On the girls side, Lutheran Westland finished second with 30 points, eight behind champion Southfield Christian. Rochester Hills Lutheran Northwest was third with 70 points.

Southfield Christian's Joy Wright won first place in 20:35, just a second ahead of Lutheran Westland's Jennifer Gerlach. Rounding out the order for Lutheran Westland were: Lisa Shafer, seventh

(22:03); Renee Ruth, eighth (22:40); Sarah Hughes, ninth (22:41); and Karrie Siggens, 12th (25:16).

At the Whitmore Lake Invitational held Saturday, Lutheran Westland's girls placed first with 57 points, three ahead of Southfield Christian. Dundee took third with 92 points.

Gerlach won the individual crown (19:50); while Shafer took ninth (21:15) and Ruth, 10th (21:32). Hughes was 11th (21:32) and Siggens, 26th (24:10).

"I'm very happy; I didn't expect to win," Lutheran Westland coach Mike Becker said.

The boys also won at Whitmore Lake, garnering 25 points. Whitmore Lake was second with 28 and Ann Arbor Green Hills took third with 40. Steve Watkins was the Warriors top runner, with a time of 17:29. Warren Provençal took ninth (17:46) and Doug Johnson 12th (18:14).

Patriots grab title

Livonia Franklin took first place in the six-team Walled Lake Invitational girls swim meet Saturday, scoring 330 points.

Host Walled Lake Western took second with 235 and Walled Lake Central third with 233.

The Patriots captured nine first place finishes.

Jennifer Beardslee was involved in four triumphs, winning the 100-yard butterfly (1:08.7) and 100 backstroke (1:08.1).

Beardslee also joined teammates Traci Mullins, Jenny Fisher and Kim Rodriguez to win the 200 medley relay (2:06.4). The same group captured the 200 freestyle relay (1:53.5). Both are meet records.

Fisher won a pair of events, placing first in the 200 IM (2:33.6) and setting a meet record in the 100 breast stroke (1:18.5).

Rodriguez took first in the 50

Swimming

freestyle (27.6) and set a meet record by winning the 100 freestyle (1:01.7).

NANCY NOEHEL won the 500 freestyle (6:05.8) and took second in the 200 IM (2:41.8). She also teamed up with Colleen Hansen, Kelly Hansen and Ann Hirkey won the 400 freestyle relay (4:27.8).

The foursome of NoeHEL, Kelly Hansen, Christina Scott and Hirkey finished second in the 200 medley relay (2:16.2).

Mullin took second in the 50 freestyle (28.7) and 100 freestyle (1:04.0), while Colleen Hansen was the runner-up in the 100 butterfly (1:15.9) and 100 backstroke (1:10.9).

sports roundup

STATE CUP HERE

The Michigan State Youth Soccer Association will stage its girls state cup championships Saturday at Livonia's Jaycee Park.

The Michigan Hawks will be represented in all three finals.

The under-16 championship pits the '75 Hawks against the East Detroit Express at 10 a.m.

Beginning at noon will be the '74 Hawks against the East Lansing Cosmos for the under-17 crown.

The final match of the day, beginning at 2 p.m., features the Hawks' 73 against Kalamazoo TKO.

SOCCER TRYOUTS

Tryouts for the under-10 Michigan Hawks indoor soccer team (girls born 1981-82) will be at 2 p.m. Sunday at Total Soccer in Southfield, Beech Daly just south of Nine Mile. For more information, call 953-0018 or 352-5690.

Tryouts for the boys 1976 premier Wolverines of the Livonia Youth Soccer Club, coached by Ed Christie, will be at noon Saturday Nov. 3, at Bicentennial Park (field No. 7) in Livonia. For more information, call 464-0908 or 478-5416.

CC GOLFERS AT 342

Redford Catholic Central finished 15th Saturday in the state Class A boys golf championships, held at Forest Akers (West Course) in East Lansing.

Mike Brady led the CC contingent with an 83. Other CC scorers included Joe Sullivan (84), Mike Obidzinski (86) and Dave Herrmann (89).

SCHOLARSHIP SEMINAR

High school male and female athletes and their parents are invited to attend a seminar covering all aspects of obtaining a college scholarship.

Two seminars will be held in the Detroit area: 7 p.m. Monday, Nov. 19 at Lincoln Park High or 7 p.m. Wednesday, Nov. 21 at Warren High. Topics discussed include strategies for getting a scholarship, how to get recruited, NCAA rules and regulations, academic and test score requirements and what coaches look for in a recruit.

The two-hour seminar fee is \$15 for adults and \$15 for students (payable at the door).

Large advertisement for Church's Lumber Yards featuring Halloween specials, home improvement products, and contact information for various locations.

New law extends parent responsibility past age 18

AP — There will be no more cutting off Junior from parental purse strings at age 18 if the young adult is still in high school.

A new law requires parents to maintain financial responsibility for their children until they finish high school if they're regularly attending classes, but not past the age of 19½.

The previous limit of age 18 would apply if the children had completed high school by then.

The legislation was prompted by a divided Michigan Supreme Court ruling in November that said divorced parents cannot be forced to pay child support once a child reaches 18, even if the child is disabled or still in high school. The court cited the Legislature's move in 1972 to

lower the age of majority from 21 to 18.

Courts, as they had prior to the Supreme Court ruling, now can resume ordering child support for offspring who haven't finished school by the time they turn 18, through the age of 19 years and 6 months.

Old orders will be enforced unless they go beyond the constraints of the new law, and those that were modified since the court decision a year ago can be modified again to revert to 19½.

For the law to be pertinent, the young adult must be living in the home of the support recipient, be regularly attending high school and have a reasonable expectation of graduating

The new law encompasses all parents because lawmakers argued it wouldn't be fair to require that extra responsibility just of parents who don't have custody of their children while not of parents who have custody or still are married.

The few scenarios where an intact family would be called upon by a court to pay support include when parents cut off a child and the child seeks state aid or sues the parents, or when a child is removed from the home by a probate judge but the parents are ordered to continue financial support.

Gov. James Blanchard signed the package of bills on Tuesday and it became effective Wednesday.

'Ghostbuster' coming to UM-D

A real-life "ghostbuster" will be the featured speaker during a special Halloween Eve program Tuesday, Oct. 30, at the University of Michigan-Dearborn.

Mark McPherson, a noted investigator of paranormal occurrences, will discuss deliver a 90-minute talk and slide show, "Parapsychology: Ghostbusting for Real!", at 7 p.m. in the university's Recreation and Organizations Center.

The free event is open to the public.

McPherson describes himself as a "scholar adventurer" and has traveled widely to investigate allegedly supernatural incidents. He will discuss his findings, as well as Hollywood's treatment of the supernatural. In addition, he will offer evidence — both pro and con — about

numerous phenomena. The University of Michigan-Dearborn is on Evergreen between Ford Road and Michigan Avenue.

Additional information on the program is available by calling the UM-D Student Activities Office, 593-5390.

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Local economy getting weak

Through the first three quarters of 1990, the Detroit economy has experienced its weakest performance since 1982, according to economists at Manufacturers National Bank of Detroit.

The Detroit Area Business Activity Index (DABAI) gained two points in September, rising to a level of 148, said economists David L. Littmann and David G. Sowerby.

But area business activity is operating 4.1 percent below the comparable nine months of 1989, after adjusting for inflation.

Five of the eight economic components which comprise the DABAI fell in September. The only notable exception: steel production.

However, Littmann added, over the past four months, steel production has been unusually erratic and

will likely remain weak for the remainder of the year. Consequently, the DABAI should experience continued weakness in the fourth quarter.

Manufacturers Bank compiles the business activity index monthly from eight measures of activity which are seasonally adjusted and corrected for inflation. The index's base (100) year is 1982.

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Wednesday, November 21

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The deadline to advertise in Gift Guide I is Tuesday, October 30, 1990.

The deadline to shop is Monday, December 24, 1990.

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 591-2300 in Wayne County

Watch storing, disposal of home chemicals

Many commonly used household products — automotive oil, household cleaners, solvents, paints, lawn and garden chemicals — are potentially hazardous if used, stored, handled or disposed of improperly.

If thrown out with household trash, these materials will eventually form a leachate or leak out of the landfill contributing to the underlying groundwater contamination: 17 percent of all known groundwater contamination in Michigan is the result of landfill leachate.

Not all commercially available cleaning agents are toxic, but determining whether a household product

is hazardous can be difficult. Manufacturers are not required to list ingredients of their products and in many cases health effects of products are not fully known because they have not been adequately tested.

Federal regulations state the toxicity of a product must be indicated by one of the following words:

CAUTION: Suggests that the product should be used with care.

WARNING: Implies the presence of a stronger hazard than with caution. Use additional care.

DANGER: Signals that exposure or unsafe use may cause injury, illness, or death.

consumer mailbag

Other key words that indicate a toxic substance are poison, flammable, volatile, caustic and corrosive. Many labels are misleading because federal rules regulating labeling are vague.

While small household sources of hazardous substances are not regulated the same way as industrial substances, the combined effect of

individual household sources becomes considerable.

Many non-hazardous alternatives for these hazardous products exist and can be used safely to achieve the same results. Some of these cleaners are baking soda, white vinegar, salt and lemon juice. Try some of these solutions in your home:

• **Bathtub, sink toilet bowl cleaners:** A paste of baking soda and water

cleans bathtubs and sinks without being abrasive.

For mildew in tile grout or on shower curtains, use white vinegar or lemon juice. Commercial products labeled "non-chlorine" are less toxic than other brands.

• **Drain openers:**

Pour a handful of baking soda down the drain followed by one-half cup of white vinegar. Cover the drain tightly for one minute, then rinse with boiling water. Or, use one-half cup salt and one-half cup baking soda, followed by lots of hot water.

• **Oven cleaners:** Scrub with baking soda, or soak

with a mixture of baking soda and water.

• **Window and glass cleaners:** Use a mixture of one tablespoon vinegar in one quart water.

• **Furniture polish:**

Use mineral oil, mayonnaise, or two parts olive or vegetable oil and one part lemon juice.

The Consumer Mailbag answers your questions. Address mail to the Consumer Mailbag, Concern Detroit One Kennedy Square, 4th Floor, Detroit, MI 48226.

MHS collects for animals

The Michigan Humane society will hold its sixth annual Halloween Collection for the Animals Oct. 31.

Young people and adults will be asking for donations instead of candy.


Proceeds will be used for the humane society's cruelty investigation division to assist abused animals.

Volunteers are needed to assist with the collection. Canisters are available at Michigan Humane Society shelters, including the Westland Kindness Center, 37255 Marquette, and the Rochester Hills shelter, 3600 Auburn Road.

Additional information is available by calling 872-3400.



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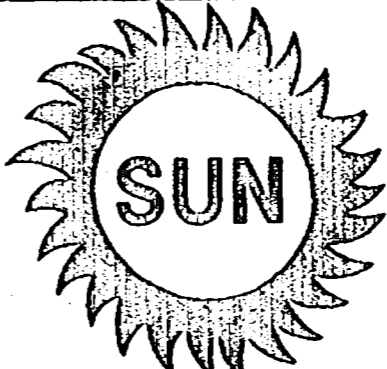
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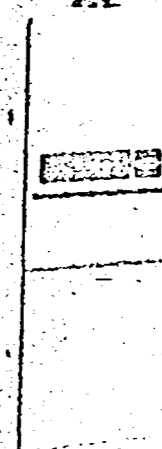
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The competitive prices in this table represent the average prices of the five largest banks in the Southeast Michigan area. Average prices shown in the comparison are for "stand alone" checking accounts with cancelled checks returned. For illustrative purposes, "Maximum Annual Fees" assume checkwriting activity of 30 checks per month. All figures are actualized.

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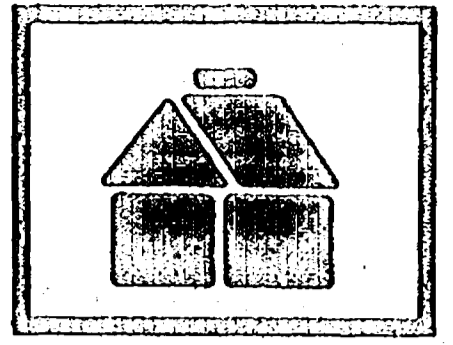
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Creative Living

Bob Sklar editor/591-2300



Thursday, October 25, 1990 O&E

(P.C.W.G)E

Hawthorne's epoxygraphs are on display

By Linda Ann Chomin
special writer

GREGORY HAWTHORNE refers to his three-dimensional lithograph wall sculptures as epoxygraphs. His innovative lithographs, created in the futuristic medium of epoxy with figures in relief, are on exhibit at Posner Gallery in Farmington Hills.

"Hawthorne recently had a one-man show in Tokyo," said Karen Posner during an interview in her gallery.

Karen, of Farmington Hills, and her mother, Madeline, of West Bloomfield, co-own Posner Gallery. Originally in the Prudential Town Center in Southfield for four years, the Posners moved to Northwestern Highway in Farmington Hills one year ago.

Gregory Hawthorne describes his multi-faceted constructions as lithographs on hand-cut wood relief, with epoxy applied by hand, then baked. According to Hawthorne, there is no casting. The pieces are hand assembled, one at a time.

Once Hawthorne applies the epoxy resin over the relief, then bakes it, the surface forms a strong, hard, resistant enamel finish, like polymer.

Hawthorne's "Music Box" is composed of one central female figure in relief with a bird perched on her extended leg as she reaches for the crank of a music box. A similar, but smaller, surrealist figure floats in the background. Ultramarine blue floods the background while light crimson colors the main figure.

The "Music Box" is available in two sizes, 37 1/2 by 31 inches at \$2,500, and 4 by 6 feet at \$12,500. Both include the choice of a white or black lacquer frame.

IN HAWTHORNE'S "River's Inn," the male figure in relief is harlequin-like with drink in hand. The female figure in the foreground has two faces, one frontal-view imposed over a profile, cocktail with olive in hand.

"Little People" by Hawthorne has two character figures in relief,

'To give the gallery more appeal, we try to offer a full range of mediums and techniques.'

Madeline Posner
gallery co-owner

one male, one female. The female figure holds a miniature man in the palm of her hand. To her right on a pedestal, stands a leprechaun-size female.

In the composition, colored in violet and hot pink, Hawthorne uses lack Matisse-like lines to outline figures and objects. "Little People" retails for \$1,700.

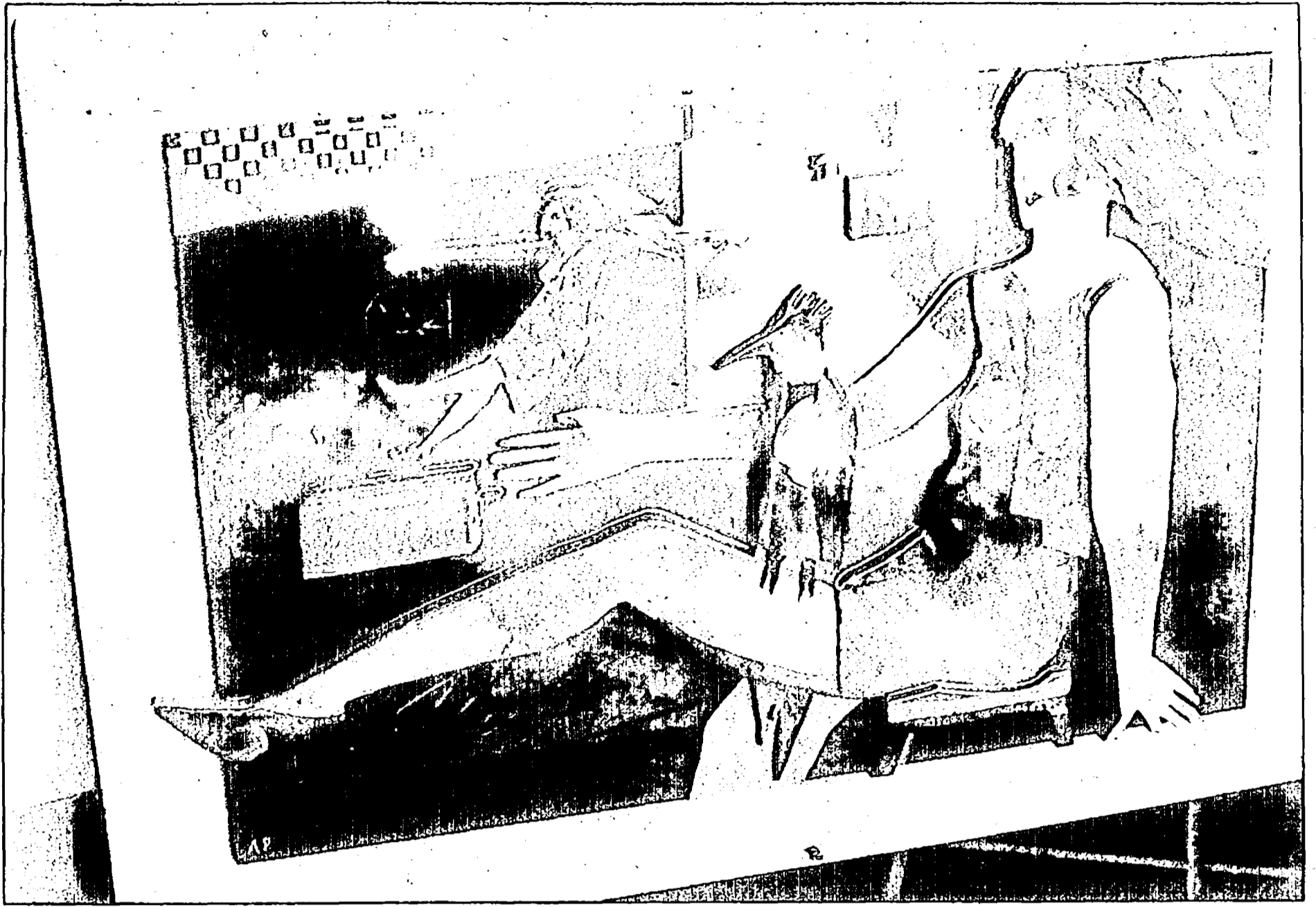
Although he now lives in California, Hawthorne originally is from Michigan. His epoxygraphs are in the collections of the Impression 5 Museum in Lansing, Michigan State University, Dow-Corning, and the Slinger Corp. in Chicago.

Madeline Posner said the gallery staff prides itself on being "very contemporary, as opposed to traditional." The fine arts gallery leans toward abstraction with a vast array of three-dimensional wall sculptures, along with epoxygraphs by Gregory Hawthorne.

CALIFORNIAN BUCK Levine's circular wall sculpture is made from enameled aluminum. Geometrically cut pieces are interconnected, forming a metal collage of color, in three dimensions. Levine's wall sculpture is priced at \$2,850.

New Yorker David Gerstein's one-dimensional, freestanding cats parade across the gallery floor. The cats, serigraphs on aluminum, are entitled "Braque/Van Gogh," "Early Miro" and "Kadinsky/Lichtenstein." The floor cats are \$475 apiece.

"To give the gallery more appeal, we try to offer a full range of mediums and techniques," Madeline Posner said. "Clients are asking for wall art, paintings. We have a lot of requests for canvases in-



Gregory Hawthorne's "Music Box" is a lithograph on hand-cut wood relief, with epoxy resin applied by hand, then baked. When the epoxy dries over the wood relief, it creates

a three-dimensional effect. "Music Box," in a black or white lacquer frame, is priced at \$2,500 and \$12,500, depending on the size.

stead of paper, and also more representational art."

Dale Techner Sparage of West Bloomfield works in oil on canvas. She's creating a series of nudes entitled "Naked Bride."

"I, II, and III" from the series show a progression in color from dark to light, as well as a tendency to total abstraction. From burgundy and black, the nudes brighten to white, gray and flesh tones with tinges of pink in the skin. Sparage is working on a masters degree in art therapy at Wayne State University. Her nudes retail at \$1,200 each.

JOAN WENZEL of Florida creates wall-size, three-dimensional wall sculptures from acrylic modeling paste over metal on wood. Her "Three Frames" uses positive and negative forms of squares, rectangles and spheres interposed on an open frame background, texturally painted in impressionistic style. The geometric piece, "Three Frames," is priced at \$7,700.

Please turn to Page 4



One male and one female figure compose the central theme of Gregory Hawthorne's "Little People." Black Matisse-like lines outline his figures. Violet colors the composition, as does hot pink. "Little People" is priced at \$1,700.

Staff photos
by
Sharon LeMieux

Musicmaker's roots run deep

By Janice Tigar-Kramer
special writer

Little of Karen Nixon's musical career has been planned, yet the accomplished musician-turned-conductor couldn't be more content with the way things have turned out.

The 39-year-old musician-conductor, who originally played accordion, started playing the French horn during her sophomore year at Livonia's Franklin High for two reasons: she wanted to be in the marching band and the school needed another horn player.

"The accordion just isn't a marching band instrument," Nixon said, laughing. "So I took the horn home with a fingering chart and joined the band."

Since she already could read scores and was a gifted musician, Nixon was a natural on the instrument. She soon took a place in the school's symphonic band and orchestra.

Beside being a talented musician, Nixon was smart enough to earn a math scholarship to Lawrence Tech-

Please turn to Page 4



JOHN STORMZAND/staff photographer

Conductor Karen Nixon says she is "doing what I was intended to do."

Enjoy brunch with dulcimer music

By Linda Ann Chomin
special writer

If you enjoy the music of medieval stringed instruments along with your Sunday brunch, circle Nov. 4 on your calendar.

That's when the Livonia Arts Commission will host a buffet-style brunch with dulcimer music by the Felicity Strings in the Atrium of the Livonia Civic Center Library Auditorium, Farmington Road and Five Mile.

The musical brunch runs from 11 a.m. to 1 p.m. Cost is \$7 per person.

The brunch is a trial music event that "could quite possibly turn into a series like the Detroit Institute of Arts' Brunch with Bach," said

Livonia arts commissioner Geroge LaForge.

THE DULCIMER group, Felicity Strings, consists of a hammered dulcimer, recorder, string bass, glockenspiel and folk harp.

Jim and Patricia Tait of Redford Township and Patricia Mallie of Livonia compose the musical ensemble specializing in dulcimer music. The group has been performing together for five years, most recently at Plymouth's Old Village Applefest in September.

Selections, which will be represented by the dulcimer group at the Sunday brunch, include the seasonal music of Christmas and traditional folk music.

THE DULCIMER, which appeared in Western Europe in the

12th century, originated in the Orient. The instrument is strung with wires that are struck with wooden hammers.

Dulcimer strings do not have dampers. When a note is struck, it continues to vibrate as the next note rings out, creating a note upon note effect.

The sweet melody of the dulcimer sounding through the Livonia Civic Center Library's bright and airy Atrium is sure to enchant the audience. "There are only 200 tickets available," LaForge said.

Tickets are available at the Livonia Civic Center Library Gift Shop, through Livonia City Hall Community Resources, 421-2000, Ext. 351; and by calling the Livonia Arts Hotline: 425-2327.

Balustrade, brunch, Baker House: all very special

'ROUND TOWN:

● **Going up** — Gov. Fred Warner, Farmington's favorite son at the turn of the century, would be proud if he were alive today.

Thanks to a major grant secured by the Quakertown Questers, a balustrade once again will adorn the front porch overhang at the Farmington Historical Museum in downtown Farmington.

Adding a new wood railing will make the 123-year-old, two-story mansion appear the way it did in 1910, when Gov. Fred Warner, Michigan's first three-term governor, called it home.

The home's architecture is an example of Victorian Italianate. And balustrades are a Victorian feature. The Quakertown Questers, dedicated to historic restoration and

preservation, landed a \$6,000 grant from the International Organization of Questers to add the railing. The local chapter will chip in \$50 to meet the \$6,050 cost.

Says Dick Carvell, the museum's tireless curator, "It makes me feel good when someone or some group steps forward on the museum's behalf."

Me, too.

A Farmington Historical Society member, I John Carvell in applauding the Questers for taking the reins of a significant historical restoration effort.

Thanks to the Questers' initiative, the Farmington City Council last week earmarked \$4,400 from the museum budget to improve the porch's roof and cornices to accommodate the balustrade, which should be up by December.



Bob Sklar

Community plaudits also are appropriate for Farmington architect Carl Gaiser, who donated his professional services and found a qualified contractor.

The Questers, incidentally, aren't strangers to the mansion. They provide not only museum docents but also steady contributions.

With \$6,700 in other exterior improvements nearly done, the Farmington Historical Museum indeed should, as Carvell put it, "look slick

as a whistle" by the holidays.

Ironically, the TLC given to the museum is reflective of the era when the balustrade first went up. That's when Gov. Warner, the English-born foster child of Rhoda Botsford Warner and P.D. Warner, "resumed life in Farmington with the affection and interest with which he always bore his hometown."

● **Music watch** — Thinking big. That's what I like about the Livonia Arts Commission's latest endeavor: a brunch with dulcimer music.

The buffet brunch, with dulcimer music by the Felicity Strings in the Livonia Civic Center Library Atrium, is billed a trial event that could become another Brunch with Bach at the DIA.

The sweet sounds of the dulcimer,

a medieval stringed instrument, will provide the perfect melody for the trailblazing musical journey.

The price is right, \$7 per person. And the setting, the Atrium, is a fitting backdrop for the chamber music-style program.

For tickets, call the Livonia arts hotline: 425-2327.

character intact," says Beth Stewart, Plymouth Historical Museum director.

The state and national historic site is the former home of Henry Baker, founder of the Plymouth Iron Windmill Co., which later became Dalseg Manufacturing, famous maker of BB guns.

Attorney David Frost, whose law offices are inside, deserves a salute for not only restoring the site in 1982, but also maintaining the original design: the peaking roof, bay windows, small porch and decorative friezes.

Bob Sklar is the O&E's assistant managing editor for special projects.

Colors not easy to choose; men's style change

COLOR MARKETING

Q: It seems to me that I'm seeing greater uniformity in color selections offered by retailers, both in fashion and home furnishings. For all the color around, I rarely see a gold, orange, greens other than the teals, or persimmon, a red that used to be popular years ago. The same uniformity becomes apparent in showcase houses and most magazine advertisements. Why, on the one hand, are we all encouraged to be ourselves, yet pressured to conform to trends? Help me sort this out.

A: You've touched upon a major social trend of our times. It is called by sociologists, discontinuity, which means we are living in an age with

strong contradictory forces as our society shifts its entire economic focus and its place in the international scheme of things.

In this setting, certain individuals are becoming more aware of their needs and wants while many manufacturers are concerned with avoiding costly risks in bringing products to the consumer market. The more elements that can be controlled or anticipated, the more comfortable the manufacturer or retailer feels.

Color, more than style or design, has been recognized as a nearly controllable element in the marketplace. Nearly every large manufacturer tries to read trends by monitoring sales and researching the marketplace. Fewer color decisions are made by creative individuals.



all about color
Helen Diane Vincent

Instead, color decisions are worked out by fashion coordinators, buyers, suppliers and merchandise managers. It is the coordinators, in particular, who nearly all belong to the same trade and professional organizations, subscribe to the same color forecast services and attend the same exhibits or events that remotely might influence color.

In the past few years, this tendency has accelerated. So it's no wonder they all appear to walk in locked step!

When you add to this the coordination, or packaging of product lines, you can understand that color has to fall into suitable categories of color to be coordinated.

There's also a further irony in color marketing. The sources being monitored for possible trends fall

into contradictory areas: the very high-style expressions of mostly highly civilized French designers or the off-beat, alternate life-style statements by a variety of rebels in almost any field or profession. Of course, only few companies are willing to take risks on new color ideas. But those who do manage to become style leaders as far as the business community is concerned.

Until these discontinuities are reconciled, there are two ways you can achieve your individualized look in your home: take full advantage of customizing services offered by paint companies and certain smaller manufacturers. Trade up into more expensive and usually imported products, if you can afford it. Also consider hiring a knowledgeable interior designer who knows how to get the most out of resources and coordinate them to suit your taste.

In fashion, it's quite another matter, other than getting a skilled dressmaker or tailor.

styles in colorful, double-breasted sports coats and the draped, pleated trouser. It's a terrific look and acceptable among our friends. But I'm concerned how he'll come across in the business environment, even though the suits themselves are expensive. He's an insurance salesman and so far, doing quite well.

A: Menswear styles, which have gradually evolved from their beginnings in the 1980s Edwardian era, are about to make the biggest change ever seen before. But the shift in generally accepting the new styles hasn't been completed yet.

Until then, one should proceed with some caution before wearing the new look in a business environment. It can be more acceptable if the coloring is subtle. But I wouldn't even risk that much due to the unspoken dress code exercised in most serious business environments.

Until these fashion innovations are fully accepted, I would suggest for business going along with the more conventional look, even buying as expensive a quality as possible.

I would reserve the newer styles for private life. There's not much point in sacrificing potential business advances for a pleat or a color.

Symphony's fare a dramatic show

By Linda Ann Chomin
Special writer

The Plymouth Symphony Orchestra, under Russell Reed's direction, began its 45th anniversary season Friday, Oct. 12, with a dramatic evening of Beethoven.

The 90-member orchestra opened the program with the Coriolan Overture, Op. 62, written in 1807. The overture to a stage play by H.J. Collins rang through the Plymouth-Salem High School auditorium, filling the air with clean, bright sound.

Guest artists, the St. Clair Trio, showcased their musical talents in

review

Beethoven's Triple Concerto. The trio consists of violinist Emmanuelle Boisvert, Detroit Symphony Orchestra concertmaster; critically acclaimed pianist Pauline Martin; and Marcy Chanteaux, DSO assistant principal cellist.

During the concerto, cellist Chanteaux, pianist Martin and violinist Boisvert each took turns demonstrating their musical expertise in a

display of precision, matching note for note flawlessly.

After intermission, the Plymouth Symphony returned to the stage along with DSO cellist Chanteaux. Before beginning Beethoven's Symphony No. 5, conductor Reed briefly addressed the audience. He said the first four notes of Beethoven's Fifth Symphony were "four of the most famous notes in all of symphonic literature."

The Plymouth Symphony began the most popular of all symphonies, Beethoven's Fifth in C minor, op. 67,

with stirring dark undertones, which were later countered by dynamic, triumphant crescendos, and emotionally moving contrasts between soft and loud.

As Russell Reed related at the beginning of the program, the evening began in the key of C and ended triumphantly in the key of C. The four movements of the Fifth flew by quickly.

The Plymouth Symphony Orchestra ended the Beethoven evening in an emotionally moving, powerful upsurge.

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Q: My husband, who is 28 years old and has reddish blond hair, insists on wearing the newer more flamboyant

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Sunday 1-4 p.m. at 9000 Baywood, Plymouth, south of Ann Arbor Road, west of Sheldon. Three bedroom colonial will please the fussiest buyer, formal living and dining rooms, CENTRAL AIR. ML# 130393 \$146,900 455-6000

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Black and white photos present special appeal

A question frequently asked during my recent exhibit was why I photograph in black and white. This is something that deserves a thoughtful answer.

What black and white lacks in color, it gains in dramatic impact. Color, of course, is beautiful and appeals to our senses. It has a ring of familiarity and makes us feel at home in our world. People are comfortable with color photographs because they reflect what is seen and encountered in their daily lives.

But while the intensity and variety of color can complicate the appearance of a scene, black and white has a graphic simplicity. It has an ability to convey mood, form and pattern in tones of light and dark that color just can't do.

BLACK AND white is a step removed from the real world. With color eliminated you can more easily concentrate on the other ingredients that comprise a photograph.

Black and white photographs present more of a challenge to the photographer than color.



photography
Monte Nagler

More controls and image manipulation are available to the black and white photographers both in the field and in the darkroom, giving him greater creative freedom. You might say that color will take care of itself while you have to take care of black and white.

Most serious photographers prefer working in black and white because they feel they can best express themselves in this form. And a perceptive viewer can better get the photographer's message by the subtleties found in a good black and white print.

ONE'S IMAGINATION is more stimulated by a black and white photograph, analogous to digesting a

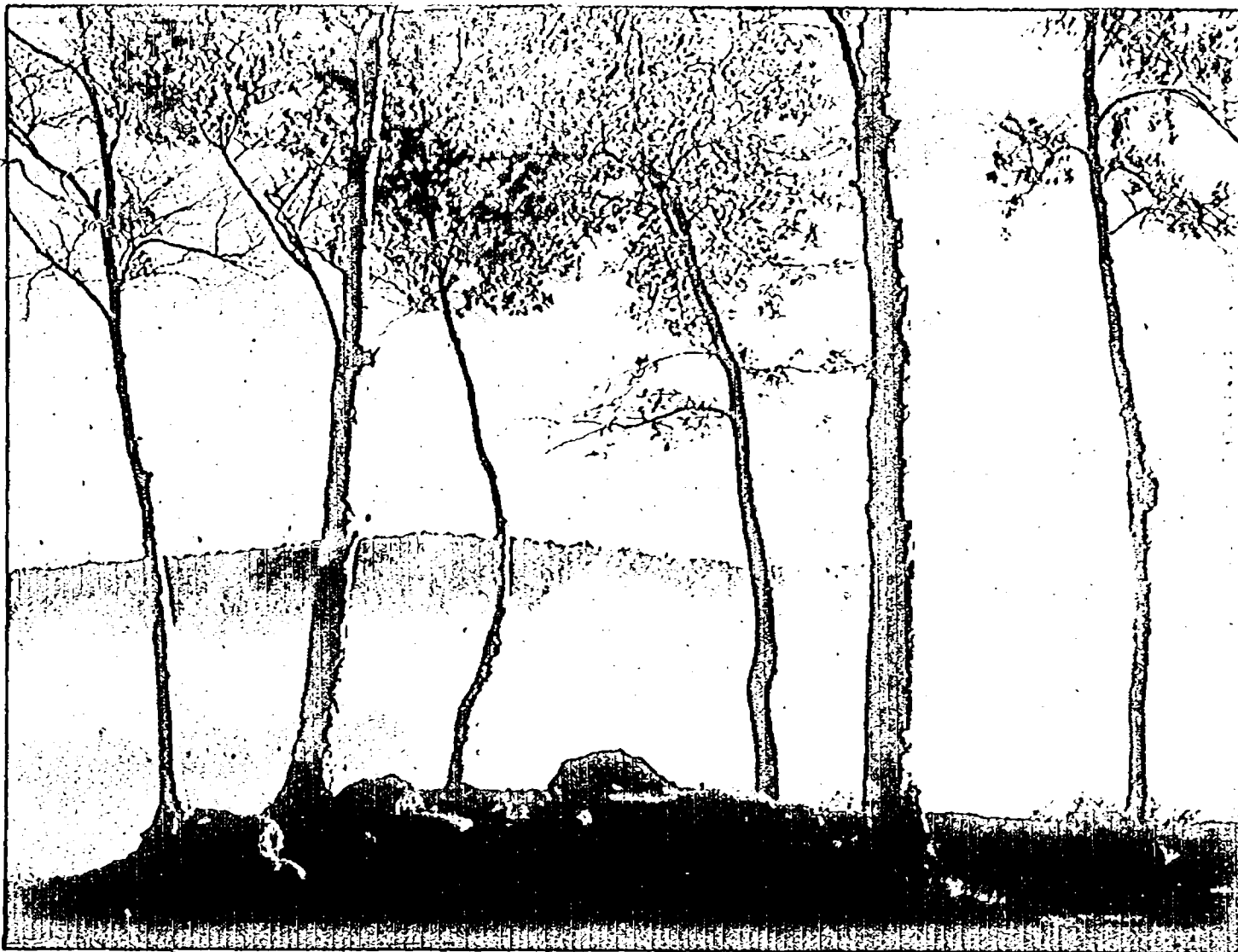
But while the intensity and variety of color can complicate the appearance of a scene, black and white has a graphic simplicity. It has an ability to convey mood, form and pattern in tones of light and dark that color just can't do.

good book rather than seeing the movie.

These are then some of the reasons why I photograph primarily in black and white.

Light, a vital element in any photograph, can have a profound effect on a black and white photograph.

Black and white pictures have a quality that is more interpretive and less rooted in the real world.



Monte Nagler took this photograph of birch trees and morning mist near Negaunee in Michigan's Upper Peninsula. It illustrates the

impact created by a strong black and white photograph.

creative impressions

This column appears regularly. Send news items to: Creative Impressions, Creative Living, 36251 Schoolcraft, Livonia 48150.

BOOK FAIR

The Midwest Antiquarian & Collectible Book Fair will run 9:30 a.m. to 5:30 p.m. Friday-Saturday, Oct. 26-27, at the Detroit Public Library, 5201 Woodward. Admission is free.

Sponsor is Friends of the Detroit Public Library. The fair caters to the collector, nostalgia buff, generalist, specialist and ordinary reader.

Twenty-five Midwest book dealers will exhibit and offer their wares for sale.

JAZZ SERIES

The Detroit Symphony Orchestra Hall 1990-91 Michigan Bell Just Jazz Series will open at 8 p.m. Sunday, Oct. 28, with jazz greats George Shearing on piano, vocalist Joe Williams and guitarist Joe Pass in "A Gathering of Friends."

For tickets, call 833-3700.

DSO IN CONCERT

Newly appointed Detroit Sympho-

ny music director Neeme Jarvi will lead the orchestra in his second of three weeks of performances, highlighted by the first DSO performances of Mrs. H.H.A. Beach's Symphony in E minor since 1918.

Pianist Horacio Gutierrez will join Jarvi and the orchestra for Prokofiev's Piano Concert No. 2 in G minor. Tchaikovsky's Francesca da Rimini completes the program.

Performances will take place at 8 p.m. Thursday, Nov. 1, 10:45 a.m. Friday, Nov. 2, and 8:30 p.m. Saturday, Nov. 3, at Orchestra Hall.

Call the box office: 833-3700.

GLASS SHOW

The Michigan Depression Glass Society presents its 18th annual All Depression Era Glass Show and Sale 10 a.m. to 5 p.m. Saturday-Sunday, Nov. 3-4, at the Dearborn Civic Center, 15801 Michigan Avenue.

Thirty dealers from many states will exhibit American-made glassware dating from the early 1900s through 1950.

In addition to the colorful ma-

chine-made glassware made during the Depression, finer handmade glassware made by Fostoria, Cambridge, Helsey, Imperial, Fenton and Duncan Miller also will be featured.

Special guests will be Gene Florence, author of books on Depression glass, Teri Steele, editor and publisher of The Depression Glass Daze newspaper, and Bill and Phyllis Smith, Cambridge glass specialists.

Richard Heldenbrand will repair damaged glassware during show hours.

A donation of \$2 will be requested at the door. It will provide admittance for both days. Food service will be available.

The Michigan Depression Glass Society was founded in 1972. It is devoted solely to the preservation of Depression era glass.

Meetings are the first Monday of each month at the Livonia Senior Citizens Building, 15206 Farmington Road, Livonia.

Call Wanda Britton, show chair, 421-3098.

ON STAGE

Redford Township vocalist Julie Rose will take part in a Friends of the Opera of Michigan grand concert at 4 p.m. Sunday, Nov. 4, in the Warren Woods Middle School Auditorium, 12 Mile and Schoenherr, Warren.

The concert is a massive tribute to the most beloved composer of Italian opera, Giuseppe Verdi.

Joining forces for this major music event are Italian tenor Giuseppe Costanzo of Milan, the Macomb Symphony Orchestra under conductor Thomas Cook, the 50-voice Detroit Cantata Academy, several Michigan vocalists and pianist Bernard Katz.

Concert tickets are \$15. Call 582-0997.

GREAT MASTERS

"The 'Seventh Age' of the Artist: Great Masters in their Late Works" will be the subject of Professor Marvin Eisenberg's slide presentation at 1:30 p.m. Wednesday, Nov. 7, in the Liberal Arts Theater at Schoolcraft

College, 18600 Haggerty, Livonia.

Eisenberg, professor emeritus, taught for 40 years at the University of Michigan, nine as chairman of the History of Art Department.

He has long studied the works of Titian, Michelangelo, Leonardo, Rembrandt, Degas, Cezanne, Beethoven, Verdi, Stravinsky, Shakespeare, Goethe and modern American and British poets.

He has found that they all share certain aspects of style and expression in the masterpieces they created late in their lives.

His free presentation is sponsored by the Schoolcraft College Committee to Promote the Arts. An informal reception with refreshments will follow.

AUTHOR ON HAND

Renowned children's book illustrator Jan Brett will sign copies of her newest book, "The Wild Christmas Reindeer," 6:30-7:30 p.m. Friday, Nov. 9, at Borders Book Shop, Novi Town Center.

Brett wrote and illustrated this

book as well as several others: "The First Dog," "Annie and the Wild Animals," "Fritz and the Beautiful Horses."

PHOTO SHOW

The 21st annual Michigan Photography Exhibition will be Oct. 25 to Nov. 19 at the Scarab Club, 217 Farnsworth, Detroit.

Opening reception and awards presentation will be at 3 p.m. Sunday, Oct. 28. Jurors critique will be at 8 p.m. Wednesday, Nov. 7.

In addition to the Best of Show award, three medals will be awarded in both color and black and white.

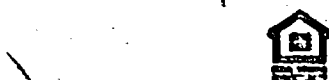
PAPER SNOWFLAKES

A special exhibition of intricate paper snowflakes by artist Thomas Clark will be on display Nov. 20 to Jan. 20 at the Ann Arbor Hands-On Museum, 219 E. Huron.

Snowflakes are cut in the shapes of dinosaurs, plants, insects and butterflies. Simple instructions, paper and scissors will be provided for those who would like to try their own.

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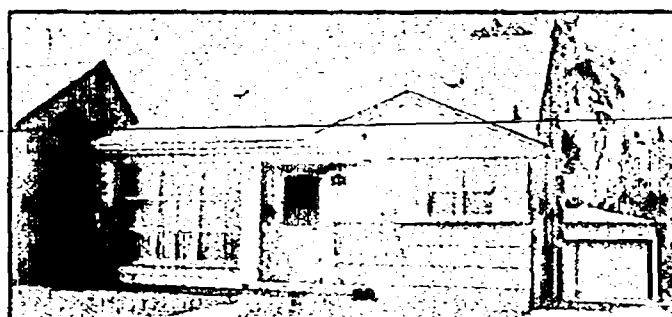
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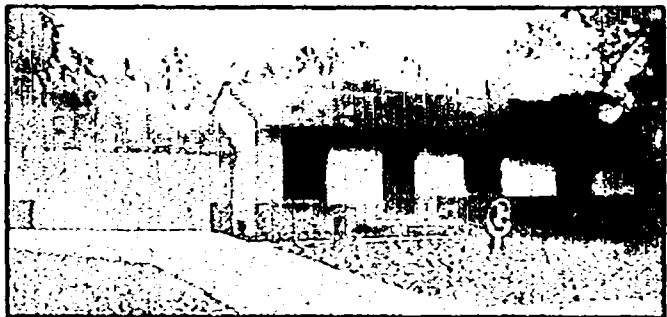
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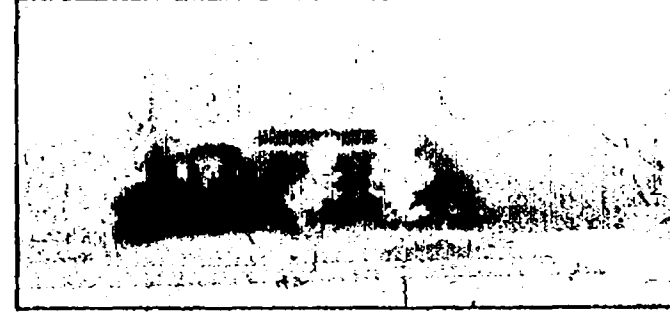
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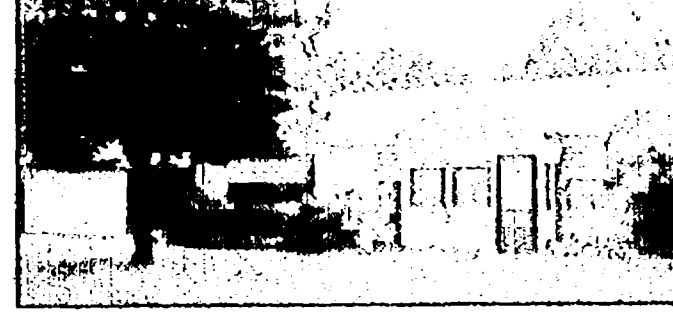
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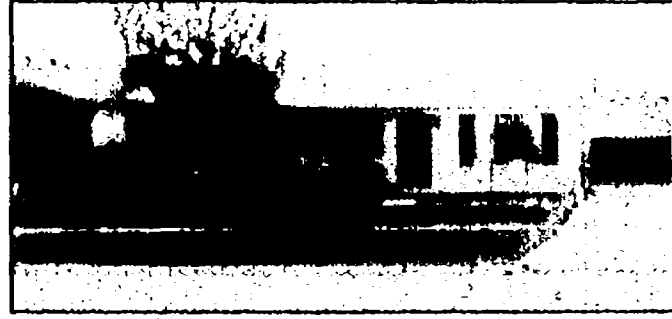
CANTON \$128,000 455-7000



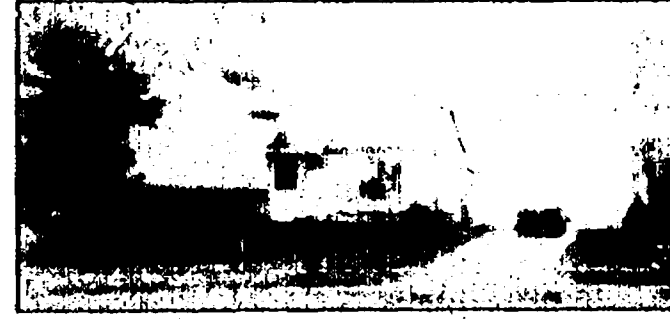
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APARTMENTS

MORE CLASSIFIED ON PAGES
This classification continued from Page 10E...

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Enter on Tuslane, 1 block W. of Middlebelt on the S. side of Grand River.
Near Botsford Hospital, Livonia Mall & downtown Farmington
471-5020
Model open daily 1-5 Except Wednesday
OFFICE: 775-8200

400 Apts. For Rent
FARMINGTON HILLS
Maple Ridge Apts. - 23076 Middlebelt. 1-2 bedroom/2 baths, carpeting, appliances, central air, carport available. \$450 & \$555. 473-9180

COVINGTON CLUB
14 Mile & Middlebelt
651-2730

FARMINGTON HILLS - 1 mo. free to new tenant with 1 yr. lease. Spacious 1 bedroom, appliances, central air, blinds, washer & dryer hookups, carport, no pets. \$490 per mo. Call 475-348-5563

FARMINGTON HILLS - 1 bedroom at \$445, no security deposit. Includes heat, air, appliances, carpeting. Cable TV available. 473-7059

FARMINGTON HILLS - Spacious 1 bedroom condo. Newly carpeted, dining room, living room, balcony, lots of storage. Carport, pool & tennis court. \$600/mo. 851-3668

FARMINGTON HILLS - small studio apt. Secluded wooded area near 8 Mile & Middlebelt. Working mature individual, no pets, \$375/mo includes utilities, 1st & last mos. rent plus \$150 deposit. Call After 5pm 476-6398

GARDEN CITY - Two large bedrooms, fully carpeted, appliances, air, balcony, heat & water included. \$425 mo. After 5PM 851-8219

Livonia
REDUCED SECURITY 1ST MONTH RENT FREE!
1 & 2 bedroom apts. from \$505/mo. Vertical blinds & heat included
Franklin Sq.
427-6970
1 blk. E. of Middlebelt On 5 Mile - Livonia

WOODRIDGE
Call Ethel at 477-6448

LIVONIA'S FINEST LOCATION
Merriman corner 7 Mile
Limited time offer: 1 month free rent with 1 year lease, new tenants only.
Large deluxe 1 bedroom units
• All appliances
• Vertical blinds
• Pool
• Nearby shopping
\$570/mo.
MERRIMAN WOODS
Model open 9-5 except Thursday 477-9377 Office: 775-8200

APARTMENT LIVING THAT FITS YOU TO A TEE!

IGA
Independence Green
APARTMENTS

We offer:
• 1 & 2 Bedrooms
• 3 Bedroom Townhomes (2,400 sq. ft.)
• Indoor-Outdoor Swimming Pool
• 18 Hole Par 3 Golf Course

• Washer & Dryer in Every Unit
• Built-In Vacuum Systems
• Clubhouse w/Sauna
• Corporate Suites Available

GRAND RIVER AT HALSTEAD ROAD
Hours: Mon.-Fri. 10-7 CALL TODAY! **477-0133**
Sat. 10-5; Sun. 12-4

PEACEFUL, PRIVATE, PRETTIER THAN EVER.
It's everything you ever dreamed.
Beautiful 1 bedroom, 1 bedroom plus den, and 2 bedroom apartments
Self-cleaning oven, frost free refrigerator, dishwasher, microwave, pool
Heat Included
Come Visit Us Today!
On Merriman Road (Orchard Lake Road)
1 Block South of 8 Mile Road

Merriman Park
APARTMENTS
Open Daily 10-6 p.m., Sunday Noon-5 p.m. 477-5755

CANTON
FRANKLIN PALMER
From \$440
Free Heat
Quiet Country Setting
Spacious & Sound-Conditioned Apartments
• Pool • Sauna • Cable • Large Closets
• Dishwashers • Pet Section Available
On Palmer W. of Lilley
Open Until 7 p.m.
397-0200
Daily 9-7, Sat. & Sun. 12-4

LINCOLN TOWERS
A Friendly Homey Atmosphere
Studios, 1 & 2 Bedrooms From \$380
• FREE CABLE TV
• Heat • Air Conditioning • Appliances
including Dishwasher & Disposal • Carpeting • Activities
• Community Room • TV & Card Room
• Exercise & Sauna Room • Storage Area
• Heated Swimming Pool
Lincoln Rd. at Greenfield
Mon. thru Fri. 9 a.m.-6 p.m.
968-0011
Equal Housing Opportunity

WOULD YOU LIKE TO LIVE
RENT FREE FOR A FULL YEAR?
Well, it can happen! Because when you lease a new apartment at Parkway between now and October 31st, you'll automatically be registered for an opportunity to win ONE YEAR FREE RENT.
That's right, you could live in a stunning one- or two-bedroom apartment absolutely free. So don't miss out. Come in to Parkway today. We're open Monday thru Friday 9-6, Saturday 12-5.
357-2503

PARKWAY APARTMENTS
25740 Shilawasse
1 block N. of 8 Mile on Beech

TERMS AND CONDITIONS: You must sign a 1 year lease, be approved for credit, and pay your first month's rent and security deposit in full to qualify. Program contingent upon successful lease of 60 apartments during stated period. Utilities and phone not included.

River Bend
APARTMENTS
Located adjacent to naturally wooded Hines Park, economical, 1 and 2 bedroom apartments and townhouses. Comfortable living with air conditioning, private balconies, huge closets, heat included. Also Cable TV, 2 swimming pools and aerobics fitness center. SMART stop at the front entrance.
30500 West Warren between Middlebelt and Merriman Roads
A UZINS DEVELOPMENT
Call Today 421-4977

NOB HILL APARTMENTS
rent from \$415
Microwave Oven Paid Gas Heat
Air Conditioning Great Location
Pool & Tennis Spacious Rooms
1 & 2 Bedroom 1 1/2 Bath in Apartments 2 Bedroom
Pets allowed with permission
Walton Corner at Perry
Adjacent to Auburn Hills
Mon.-Fri. 8-5 Weekends 12-5
373-5800

THE CHARM OF ROCHESTER
The Best Value In Town
1 & 2 Bedroom Apartments
• Near Downtown Rochester
• Heat Included
• Free Cable TV
• Swimming Pool
• Easy Access to I-75 & M-59
• Air Conditioning
Coral Ridge
APARTMENTS
At Second & Wilcox
651-0042
Weekdays 8:30 to 5
Weekends 11-5
Or by appointment

NOW YOU HAVE A CHOICE AT The Springs APARTMENTS
BEAUTIFUL NEW APARTMENTS WITH YOUR OWN WASHER AND DRYER
OR
CHOOSE OUR CONTEMPORARY STYLES IN PHASE I AVAILABLE FOR THE SMALLER BUDGET

Bristol Square
APARTMENTS
Living at it's Finest!
ATTRACTIVE... ONE & TWO BEDROOM APARTMENTS from \$425
CONVENIENTLY LOCATED NEAR EXPRESSWAYS & TWELVE OAKS MALL
On Beck Road, Just North of Pontiac Trail in West of
624-1388
OPEN MON. - SAT. - 9-6 • SUN. - 12-5
Equal Housing Opportunity

It's Time To Enjoy the Good Life
Apartments & Townhouses starting at \$445.00
WITH ALL THESE LUXURY FEATURES:
• Central Air Conditioning
• TV Antenna, UHF-VHF
• Walk-in Closets
• Extra Storage Space
• Swimming Pool - Clubhouse
• Recreation Areas
• Sound Conditioning
• Plenty of Parking
• Bus Transportation Available
• Willow Creek NEWBURGH ROAD 1 BLOCK SOUTH OF FORD ROAD IN WESTLAND
Call Today 728-0630
HOURS Mon-Fri 9-5 Sat-Sun 12-5
We Accept Certificates and Vouchers
Equal Housing Opportunity
Equal Opportunity Employer

The Summit
LUXURY APARTMENTS & TOWNHOUSES
LOCATED AT NORTHWESTERN & MIDDLEBELT
• 1600 sq. ft. bedroom
• Master bedroom suite with 2 walk-in closets
• 2 full baths
• Washer, dryer & blinds
• Large storage in apt.
• Clubhouse w/pool & tennis court
• Carports
• Intrusion alarm
29950 Summit Drive - Farmington Hills
626-4396
MANAGED BY KAFMAN ENTERPRISES

NOW YOU HAVE A CHOICE AT The Springs APARTMENTS
All nestled in a setting of lakes surrounded by beautiful landscaping.
LOCATED IN NOVI ON PONTIAC TRAIL 1 Mile East of Beck Rd.
OPEN DAILY 9 - 6 SUNDAY 12 - 5
669-5566

1 & 2 BEDROOM LAKEFRONT APARTMENTS
from \$415
EQUAL HOUSING OPPORTUNITY

Bristol Square
APARTMENTS
Living at it's Finest!
ATTRACTIVE... ONE & TWO BEDROOM APARTMENTS from \$425
CONVENIENTLY LOCATED NEAR EXPRESSWAYS & TWELVE OAKS MALL
On Beck Road, Just North of Pontiac Trail in West of
624-1388
OPEN MON. - SAT. - 9-6 • SUN. - 12-5
Equal Housing Opportunity

FREE RENT TIL DEC. 15TH!
Live in Vogue, Live in West Bloomfield.
• Spacious 1 bedroom/den and 2 bedroom terrace apts.
• Full-size washers & dryers
• Cathedral ceilings, private patios & balconies
• Eat-in kitchens & breakfast bars
• Private entrances
• Utility room for storage
• Decorator window treatments
• Attached garages with automatic openers
• Central air-conditioning
• Resort-class amenities including Clubhouse with sparkling pool, spa, fitness center and tennis courts
• Planned social activities
• Convenient access to I-696
661-8440
Hours: Mon.-Fri. 10-6, Sat. 9-5, Sun. 12-5.
From \$740
THORNBERRY
APARTMENTS
A Village Green Community
MOVE IN TODAY!

The Village
APARTMENTS
LIVING YOU CAN AFFORD TO ENJOY!
1 & 2 BEDROOM APARTMENTS FROM \$360 HEAT INCLUDED
Beautiful Setting in a Great Location!
AT PONTIAC TRAIL & BECK ROAD W/ X
MODELS OPEN Mon.-Sat. 9-6 Sun. 11-5
624-6464

A BEAUTIFUL PLACE...TO LIVE
CENTRALLY LOCATED IN WESTLAND
• 1 & 2 Bedroom • Fireplaces Available
• Pool • Tennis Court • Clubhouse
• Central Air • Dishwasher • Disposal
• Laundry Facilities
• Beautifully Landscaped
• Within minutes of all major highways
Ask About Our Specials
VENOY PINES
APARTMENTS
261-7394
A YORK PROPERTIES COMMUNITY

414 Southern Rentals
DISNEY/ORLANDO Condo, 2 bed, 2 bath, Pool & Spa. Ideal for...
FLORIDA - HAWAII
Northern Michigan - Europe Caribbean - Hawaii - West CONDO & VACATION

420 Rooms For Rent
BIRMINGHAM - very nice rooms in home, 13 & 14 Telegraph. Home private...
BLOOMFIELD HILLS - Lone Pine & Franklin Rd. Extra nice furnished large room...

432 Commercial / Retail For Rent
BUILDING FOR LEASE. Available Nov. 231 Plymouth Rd. Plymouth. Presently B & L Radiator. For information call...
434 Ind. / Warehouse Lease or Sale
APPROXIMATELY 2000 SQ. FT. of light warehouse space, heated, in Farmington Hills area. Truck well equipped. Gross lease for \$500/mo. Call...

436 Office / Business Space
AFFORDABLE - FRIENDLY EFFICIENT Birmingham office space at Office Plus 920 E. Lincoln. For immediate occupancy: 10/20 - \$550 10/12 - \$350

438 Office / Business Space
CLAWSON
3,000 Square foot office available. Will finish to suit. 3-5 year lease. \$15,000/annual (20000)
842-2400
COLDWELL BANKER Schwelzler Real Estate

438 Office / Business Space
LIVONIA single office, west side, near X-rays. \$250 a month rent includes all but phone. Phone: 464-2960 or 349-5449
LIVONIA Individual offices with window 12 x 15, rare 1 story colonial building 7 Mile/Meridian. Professional use, reasonable. 476-7252

438 Office / Business Space
PRIME Bloomfield Hills office space for sub-lease, below market price 1000-1500 sq. ft. available on or about Dec. 1st. 642-6226
REDFORD OFFICE
24821 Five Mile Rd. West Of Telegraph 2 rooms + in suit storage and bathroom. Private entrance, carpeting and blinds. All utilities included. Below Market Rate. CERTIFIED REALTY, INC. 471-7100

415 Vacation Rentals
BOYNE - CHARLEVOIX AREA
Ski - Weekends Christmas/New Years. Nightly & weekly rates 616-547-4501
BOYNE COUNTRY - 6 bedroom, color TV, VCR, dishwasher, cross country, snowmobile outside, utility door. 313-953-0218 464-4260

422 Wanted To Rent
A 25 Year old Female working college student seeks to share her home in Southfield, Birmingham, or surrounding area. Will perform additional household duties/tasks for negotiated rent. Call: 484-1008
LOOKING FOR THE perfect housemate? 38 yr. old professional. Must like dogs. Security deposit. Birmingham. Bruce 476-1700

438 Office / Business Space
EXCELLENT LOCATION ROCHESTER HILLS M-59 ROCHESTER RD. CORRIDOR HAMPTON PROFESSIONAL PARK
IMMEDIATE OCCUPANCY
Diverse Office Suites from 659 sq. ft. DIVERSIFIED DEVELOPMENT 853-5700 Brokers Welcome 647-7171

438 Office / Business Space
Canton-Ford Crossing
Executive office suites
Attractive new building
Just minutes from I-275
Plenty of parking
Brokers preferred
Act now! \$9.95 sq ft 459-6043

438 Office / Business Space
DENTAL/MEDICAL
Birmingham - Suite available. Professional building. Easy access from Hunter Blvd. On site parking. Please call. Mon-Fri. 9-4-30 689-8744

438 Office / Business Space
SOUTHFIELD PRIME LOCATION
12 MILE RD. & NORTHWESTERN
Suite available. All utilities paid. Good parking, storage, conference room. Secular & phone services available on premises. Call 358-5870

438 Office / Business Space
SPECIAL!
3 MOS. FREE RENT
CANTON OR NOVI near 275 - office & warehouse units. From 500-30,000 sq. ft. Answering Service also available. Immediate occupancy. For more information call 454-2460. No answer call 348-1833

424 House Sitting Serv.
ATTENTION SNOW BIRDS: Professional couple from Florida seeks house sitting position for winter. References call 455-0122 or 483-2506 415-2506 per week. Call 525-1822

438 Office / Business Space
DENTAL/MEDICAL
Birmingham - Suite available. Professional building. Easy access from Hunter Blvd. On site parking. Please call. Mon-Fri. 9-4-30 689-8744

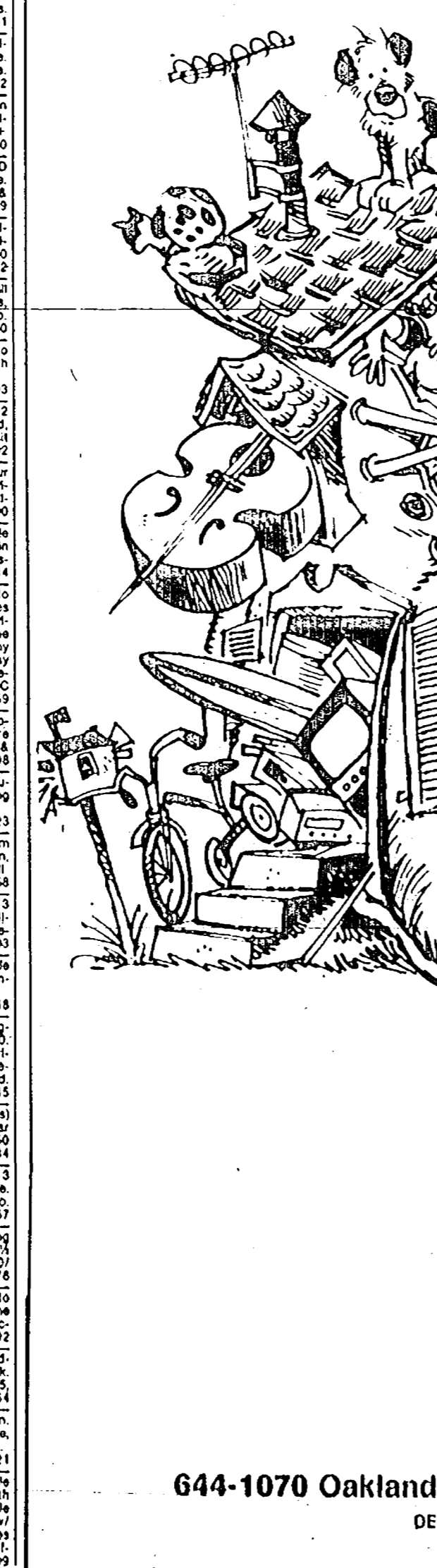
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Observer & Eccentric
CLASSIFIED ADVERTISING
644-1070 Oakland County 591-0900 Wayne County 852-3222 Rochester/Rochester Hills
DEADLINES: 5 P.M. TUESDAY FOR THURSDAY EDITION/5 P.M. FRIDAY FOR MONDAY EDITION



DO YOU...
Have so many un-needed items you don't know what to do? THEN CLASSIFIED IS THE PLACE FOR YOU.
Classified will find a buyer...for your bike, banjo, blender, bed, binoculars, boat, and leather coat...for your car, camper, clarinet, couch, camera, cat and top hat...for your tent, typewriter, trumpet, T.V., table, tires, tools, and bar stools...for your stereo, saxophone, scooter, swingset, stove...

500 Help Wanted

A GREAT OPPORTUNITY Window Cleaning... AIRCRAFT MAINTENANCE... ARE YOU THE OWNER of a 6-14... ASSISTANT MANAGER TRAINER...

500 Help Wanted

AUTOMATIC SCREW MACHINE... AUTO MECHANIC \$20.25 FLAT RATE HOUR... ASSISTANT MANAGER TRAINER...

500 Help Wanted

BUILDER LOOKING FOR Laborers or experienced help in roofing... SUBSTITUTE to work on an on-call basis...

500 Help Wanted

CASHIERS Business Is Great! Positions available... PACE MEMBERSHIP WAREHOUSE... CASHIERS Full & part time positions...

500 Help Wanted

COLLEGE STUDENTS 10-40 Hour Weekly... COME GROW WITH AMCO... COSMETOLOGIST... DIRECT CARE STAFF... DIRECT CARE STAFF... DIRECT CARE STAFF...

500 Help Wanted

DIRECT CARE PLUS Weekends (part-time) DCV (Full-time afternoons)...

500 Help Wanted

STATE OF THE ART ELECTROVALVING LINE... EXPERIENCED HEAVY DUTY machine operator...

500 Help Wanted

GENERAL LABOR IMMEDIATE POSITIONS! Men and women needed for a variety of jobs...

500 Help Wanted

EXECUTIVE HOUSEKEEPER Excellent opportunity available to a highly motivated professional...

ASSISTANT MANAGER TRAINER position available at Cooper Fresh Works at our Wonderful location...

ASSISTANT MANAGER Applications being accepted for Assistant Manager and Accounting Clerk...

ASSISTANT MANAGER position available at Cooper Fresh Works at our Wonderful location...

ATTENTION! ONLY 65 DAYS UNTIL CHRISTMAS! DO YOU KNOW WHERE YOUR CASH IS? We do! Work for Future Force...

WESTLAND 728-6770 TAYLOR 381-3006 FUTURE FORCE TEMPORARY HELP SERVICE NEVER A FEE

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ASSISTANT MANAGER TRAINER position available at Cooper Fresh Works at our Wonderful location...

LIKE TO TALK? Earn Extra Christmas Money. We need several phone solicitors to sell subscriptions to this newspaper. You can earn \$4 to \$6 or even more per hour! Plus you will be gaining experience as a professional telemarketer.

CATERING ORDER DESK Do you want \$7.88/hr? How about a great opportunity with your own desk? We need two people to answer incoming calls from customers responding to our nationally advertised advertising.

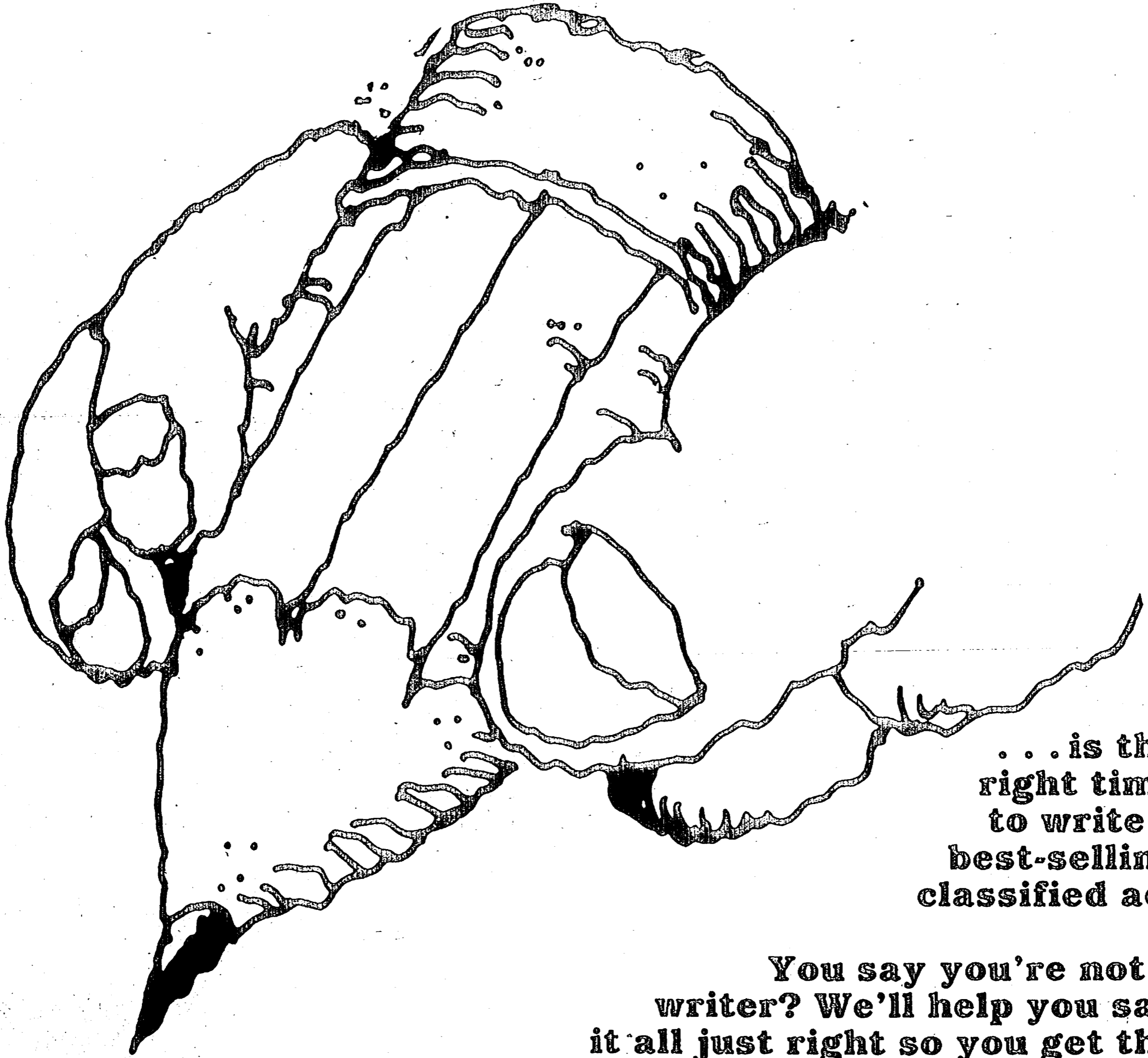
COUNTER CLERKS Full time, good pay benefits. For locations in W. Bloomfield & Farmington Hills. Apply at Mal Kal Cleaners, 4083 W. Maple at Telegraph or 4207 Orchard Lakes Rd.

CASHIERS & PHARMACY TECHNICIANS Part time positions now available. Flexible hrs, no Sundays, Holidays. Clean pleasant working conditions.

CLERK CASHIERS STOCK CLERKS PART TIME Must be 18 years or older. Heavy lifting required. Good pay. Apply at:

DO YOU HAVE MONDAY AND THURSDAY MORNINGS OR AFTERNOONS FREE? Want to earn extra cash? An adult carrier route with the Observer & Eccentric Newspapers can be the solution. In just four hours a day, twice a week, you'll earn the extra cash without sacrificing your time to the demands of a full time job.

RIGHT NOW



... is the
right time
to write a
best-selling
classified ad.

You say you're not a
writer? We'll help you say
it all just right so you get the
response you want.

You can get cash simply and easily.
Just call us right now.

Observer & Eccentric
CLASSIFIED
ADVERTISING

644-1070 Oakland County 591-0900 Wayne County 852-3222 Rochester/Rochester Hills

704 Rummage Sales & Flea Markets
GIANT Model Railroad Flea Market
HOLY TRINITY LUTHERAN CHURCH

705 Wearing Apparel
BIG BUSTED? Short waisted? Sophisticated? 2nd marriage? Designer wearing dress size 14, originally \$900, \$300

706 Garage Sales: Oakland
BEVERLY HILLS - 31875 Westlark, S. of Hillside, Thurs & Fri 9-5

706 Garage Sales: Oakland
FARMINGTON HILLS, Thurs, Fri, Sat 9-5

706 Garage Sales: Oakland
ROCHESTER HILLS - Good Stuff! Baby goods, toys, clothing, household, misc.

707 Garage Sales: Wayne
CANTON 42409 Rochester corner Chas. & Hillside

708 Household Goods Oakland County
AGAIN! IN PRE-DEMOLITION DECORATIVE ANTIQUES

708 Household Goods Oakland County
BEDROOMS - Boys, \$200. Clock, Chas. & Hillside

ESTATE & HOUSEHOLD SALES BY BAYNARD
661-2681
This weeks sale Fri, Oct 26 Sat Oct 27

705 Wearing Apparel
WEDDING DRESS - Marnie's style, size 6, Pellis, headpiece, \$150

706 Garage Sales: Oakland
BEVERLY HILLS - N. Georgetown, 31043 Old Stage Rd

706 Garage Sales: Oakland
BEVERLY HILLS - Thurs, Fri & Sat 9-5

706 Garage Sales: Oakland
FARMINGTON HILLS - Thurs, Fri & Sat 9-5

707 Garage Sales: Wayne
CANTON - Thurs & Sun 10-5pm

708 Household Goods Oakland County
CHINA HUTCH - Lighted, perfect condition w/ant \$300

708 Household Goods Oakland County
CLASSICALLY DESIGNED sofa & loveseat

708 Household Goods Oakland County
COMPLETE Dining Room (R-Way brand) 1950 Vintage Furniture

ESTATE SALE
30134 Fiddlers Green
Mahogany table, 4 chairs, love seat, stereo, curio, 1900 wall generator

705 Wearing Apparel
FURS-FURS-FURS
CARMELA'S Next To New Fur's

706 Garage Sales: Oakland
BEVERLY HILLS - Thurs, Fri & Sat 9-5

706 Garage Sales: Oakland
BEVERLY HILLS - Thurs, Fri & Sat 9-5

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BEVERLY HILLS - Thurs, Fri & Sat 9-5

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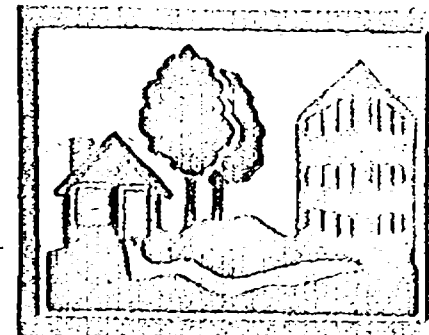
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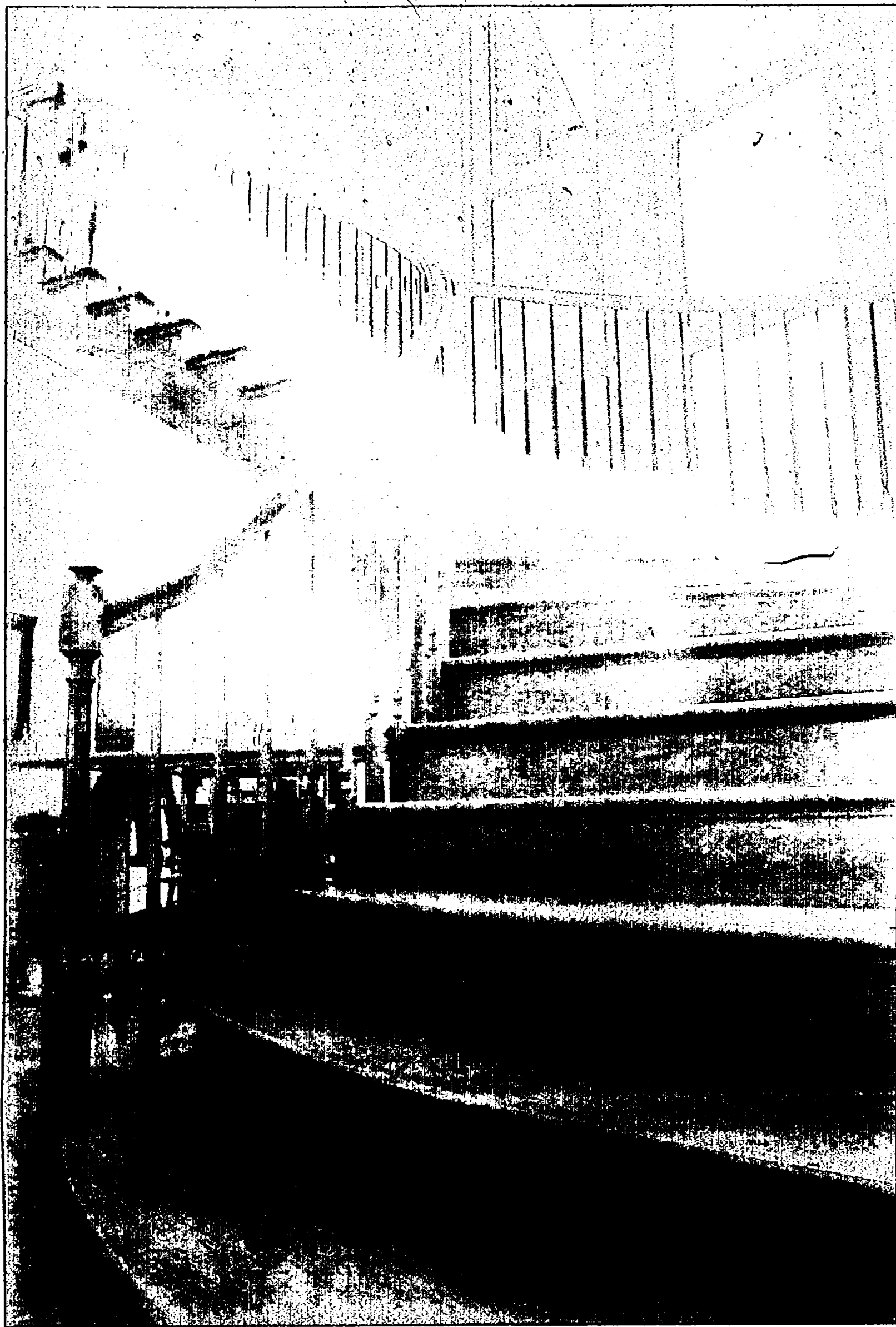
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Marilyn Fitchett editor/591-2300

Thursday, October 25, 1990 O&E

★ 11



Photos by JIM JAGDFELD/staff photographer

A floating, curved stairway is not only functional but distinctive. It was designed by the Farmington Hills architectural firm Erdstein, Bryce and Pallazola. Below, an open staircase placed in the middle of a room adds openness. It was designed by Janet Compo of James D. Compo Inc. in Farmington Hills.

low, an open staircase placed in the middle of a room adds openness. It was designed by Janet Compo of James D. Compo Inc. in Farmington Hills.

Stare-case

More than just functional, stairways act as focal points

By Gerald Frawley
staff writer

Few architectural elements offer as much of a chance for drama as the staircase. Staircases don't just give access to upper or lower floors; they rise, they curve, they roll, they ascend.

And it beats climbing a rope. Janet Compo, a designer and builder with the Farmington Hills-based James D. Compo Inc., said stairways can be focal points as well as functional.

For example, in the Parkview model home designed by Compo at the Builders Association of Southeast Michigan Homearama in Brighton, the stairway ascends from the entryway in a gentle curve before straightening out and rising to the upper floor. Open on both sides, the stairway looks over the foyer, dining and great rooms.

"We wanted to have it as a focal point where you walk in the door and it presents itself," she said. Architect Robert Bryce, president of Erdstein, Bryce and Pallazola in Farmington Hills, said since staircases are almost exclusively placed near a home's entrance, they generally need dressing up. "It's almost a given that a stairway will be introduced into the foyer — it's the most practical place to put it. So since it's practical, why not make it beautiful."

ERDSTEIN, BRYCE and Pallazola designed the staircase in the Dynasty home built by Koch Development of Troy.

"We try to make staircases both a focal point and work of art," he said.

But not every staircase is a work of art, he said. What separates an average staircase from an outstanding one are its characteristics.

Placement of the stairway — whether it's in the middle of an open space, situated in a corner or enclosed along a wall — has a drastic impact on a staircase's influence on a home, he said.

How the stairway is built also changes a staircase's impact.

An open stairway is more dramatic, an enclosed stairway is less so, and a stairway along a wall is more functional than dramatic. "If we float the stairway, we can see through it — the visual line beyond the stairway frames it — and it gives a sense of openness."

A closed stairway or a stairway with a supporting wall depends less on its surroundings and more on the stairway itself for its appeal, he said. A truly impressive stairway becomes part of its surrounding and has intrinsic appeal, he added.

The stairway's shape, from a simple straight row of steps to a gentle curve, also affects a staircase's impact on a home.

"A curved stairway is much more sensual than a straight one. A straight staircase is more utilitarian," he said.

A SPIRAL, U-shaped or L-shaped staircase, offers a different appeal. A U-shaped and L-shaped staircase offers a landing or rest area halfway up; a spiral staircase usually gives a home a contemporary feel. "But spiral staircases are usually not the primary stairway — we try to use them only as a

"It's almost a given that a stairway will be introduced into the foyer — it's the most practical place to put it. So since it's practical, why not make it beautiful."

— Robert Bryce architect

last possible solution because they're uncomfortable and more difficult."

Finally, a stairway's intrinsic appeal comes from the material it's made of, the craftsmanship of the work and even its shape.

For a wood staircase, the appeal often comes from the wood. Oaks, cherry and maple woods, for example, all have different attributes that change the appearance of a stairway, he said.

Metal staircases give a more contemporary feel, and for a truly contemporary feel, glass panels or tubes and special lighting can be added, Bryce said.

"Contemporary is sleek, crisp, clean and uncluttered — what says that more than glass?"

The intricacies of the pieces — the newels, balustrades, spindles and footings and rails — also make a big difference in a stairway's appeal, Bryce said. "In the better staircase, pieces are custom milled so that the spindles and railings are unique."

Compo said even in lower end homes the staircase has taken on an increased importance — even if the stairway is against the wall and out of the way. "In most cases people want their stairways to look good no matter where they are."

"What's important is the stairway should be designed to fit the home," Compo said.

ANOTHER CHARACTERISTIC that's largely forgotten when designing a stair, Compo said, is safety. "Let's face it, you spend a lot of time going up and down a stairway," she said.

"In the more expensive homes, people are putting emphasis on looks; in the less expensive homes, the staircases have to look nice, but the greater emphasis is on safety," she said.

Which is not to say that more expensive staircases are unsafe — all should be equally safe — just that the predominant factor is safety, she said.

It almost goes without saying that a stairway must be secure so it doesn't rock or sway, she said, and each type of stairway poses different problems.

Floating stairways, naturally, are going to require a different type of engineering than a straight staircase built into a wall, she said.

But as important as the engineering is, Compo said, the way the stairs climb may be just as important. "It must be a comfortable rise and tread."

"Older stairways were almost always too steep," she said, adding stairways should have a suggested riser of eight inches and a minimum tread of nine inches.

A staircase's width should be no less than three feet, she added. "Anything less can be a tripper."

A staircase can add significantly to the price of a home, Compo continued. "It's not uncommon for someone to spend \$3,000 to \$5,000 more for a nicer stairway — really nice ones can cost an additional \$5,000 to \$30,000."





Mary Lynn Brett



Chris Cahill



Clarence G. Johnson



Dennis P. Dickstein



Jack Ray



Robert Katzman

Trerice Tosto new name of Birmingham firm

Byron W. Trerice Co. of Birmingham has been renamed Trerice Tosto.

Structure and organization will remain unchanged, with Byron W. Trerice serving as chairman and chief executive officer. Leo R. Tosto, who has been with the company for 16 years as president and chief operating officer, will continue those duties.

"Our name change recognizes Leo R. Tosto's contributions and is a symbol of our commitment to the associates who are moving this company into the future," Trerice said.

The company deals in commercial, office and industrial real estate sales and leasing.

Gibbs Planning, a site planning and landscape architecture firm in Bloomfield Hills, has named Mary Lynn Brett and Chris Cahill assistant planners. Brett is responsible for site planning and landscape architecture. Cahill is responsible for landscape architecture and urban design.

Clarence G. Johnson has been appointed sales associate in the industrial sales and investment divisions of Trerice Tosto. He specializes in the Dearborn, Detroit and downriver markets.

Gabe A. Carrillo of Farmington has been appointed executive vice

president and manager of operations at Campbell Development of Southfield. He has been a consultant to the company and was a partner in charge of design and product and quality assurance at Strengs/Fugleberg/Koch/Carillo, architects and engineers in Dallas.

Custom Facilities of Indianapolis was selected as general contractor for the Saturn dealership in Troy, a 15,000-square-foot facility owned by David Fisher.

Three area men have been named to the Homearama committee in connection with the display of idea

building news

houses that closes on Sunday in the Brighton area. They are Dennis P. Dickstein of West Bloomfield, committee chairman, who is chairman and CEO of Ralph Manuel Realtors, Troy; Jack Ray of Birmingham, builder-developer liaison and senior vice president with Standard Federal Bank, Troy; and Robert Katzman, president of Abbey Homes, Birmingham, developer of the Homearama site.

E. Edward Williams of Edwards Glass Co., Livonia, and James Vogelsberg of American Glass & Metals Corp., Plymouth, have been elected directors of the Glazing Contractors Association for 1990-91.

Residential construction activity in both Oakland and Wayne counties dipped in August compared to July figures, but both counties are still reporting building increases for the first eight months of the year compared with 1989.

In Wayne, building units dropped from 552 in July to 511 in August for a drop of 7.4 percent. In Oakland,

630 units were reported in August compared to 665 in July for a drop of 5.3 percent.

Year-to-date figures show a 30-percent increase in number of units in Wayne — 2,969 up from 2,283 in 1989. But the value of the construction shows an increase of just 5.5 percent — \$230 million compared to \$218 million.

In Oakland, year-to-date figures are up 1.5 percent to 5,433 units from 5,351 in 1989. Value of the units is up 0.7 percent to \$484.6 million from \$481.2 million.

Figures were provided by the Michigan Association of Home Builders.

Landscaping favorites listed

(AP) — American Nursery magazine recently polled nearly 200 landscape industry professionals to determine their favorite plants in a number of categories.

Here are the results.

Bedding plants: Impatiens, marigolds, begonias.

Coniferous shrubs: mountain pine (Pinus mugo), Norway spruce (Picea sables "Nidiformis"), Alberta spruce (Picea glauca var. albertiana).

Coniferous trees: white pine (Pinus strobus), blue spruce (Picea pungens "Glauca"), hemlocks (Tsuga species).

Deciduous flowering shrubs: arrowwoods (Viburnum species), forsythias (Forsythia species), spirea (Spiraea species).

Deciduous shade trees, large: sugar maple (Acer saccharum), red oak (Quercus rubra), red maple (Acer rubrum).

Deciduous shade trees, small: amur maple (Acer ginnala), Bradford pear (Pyrus calleryana "Bradford"), Japanese maple (Acer palmatum).

Evergreen shrubs: rhododendrons (Rhododendron species), yews (Taxus species), boxwoods (Buxus species).

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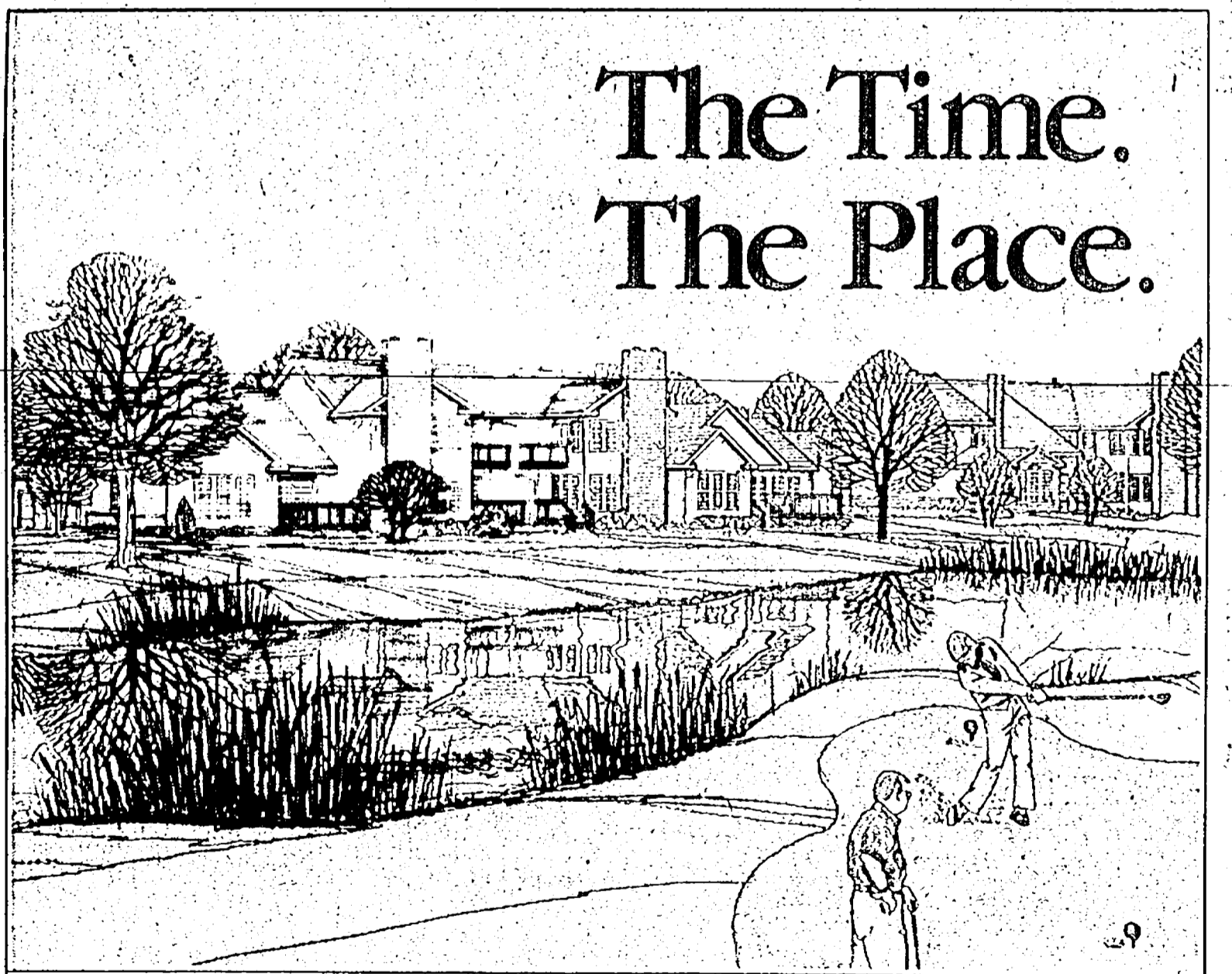
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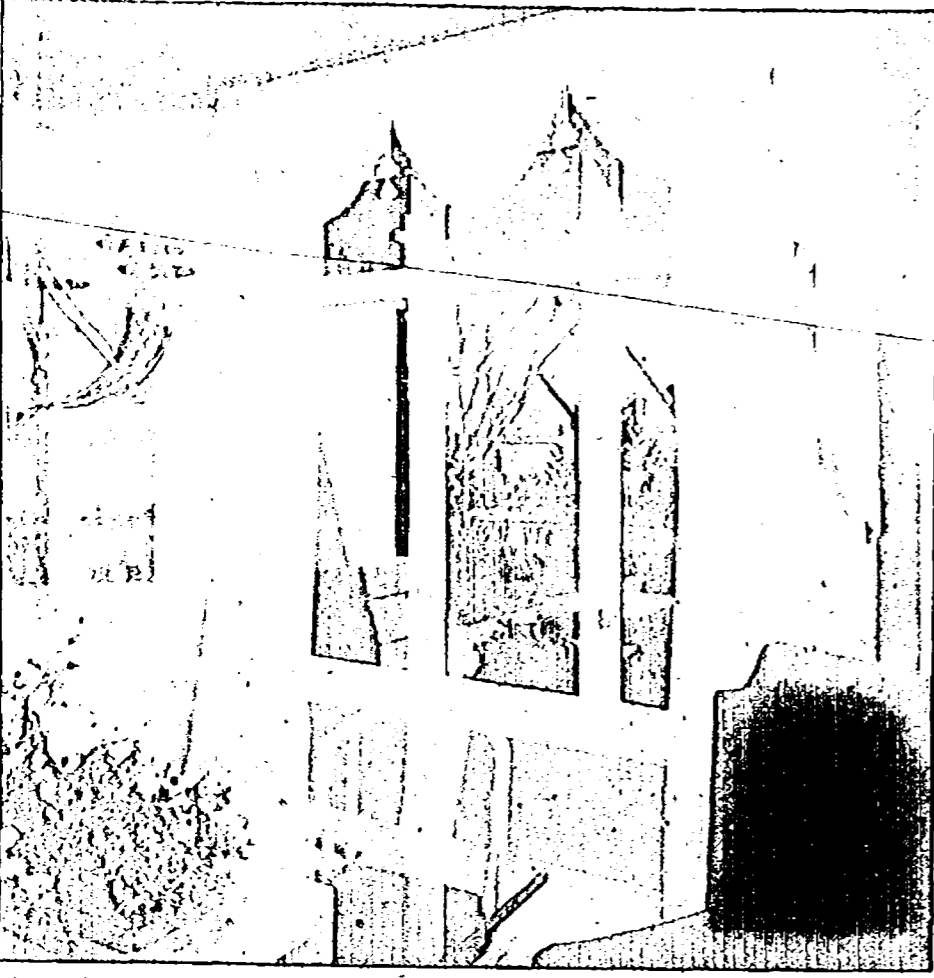
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Improvements translate to sales



Installing quality items in a new house can pay dividends when it comes time to sell. Likewise retrofitting an older house with such things as energy-efficient windows and doors, extra insulation or an attic fan could cost \$3,000 to \$4,000. But such a project should give you a dollar-for-dollar return, not to mention lower utility bills.

(AP) — Nothing sells a house faster than a hot market. Just ask anyone who sold in the sizzling '70s, a decade during which prices for existing homes soared 170 percent — 27 points higher than inflation.

Now we're facing the '90s, when house prices are not expected to skyrocket. Whether you plan to sell your home in six months or six years, you face the challenge of getting top dollar in a slow market.

Making your house stand out can be as simple as laying on a new coat of paint or as ambitious as knocking down walls to enlarge a kitchen. If your house is in need of real repairs, attend to those first. Before you pick a project, check out what your neighbors are doing and what features are popular with buyers of new homes in your area. Above all, make only those changes that please you.

Adding a third or fourth bedroom or a second bath is likely to be a good investment. However, changing lifestyles indicate that extra rooms may be used as home offices, exercise rooms, home entertainment centers or separate apartments for parents or returning children.

If your kitchen is 15 to 20 years old, a makeover can pay off handsomely. Remodeling newer kitchens may improve salability but won't pay back as well. Your return can vary from under 40 to over 100 percent, depending on your market, the age of the kitchen and the size of the house, according to Remodeling and Qualified Remodeler trade publications. Estimated cost: \$10,000 to \$24,000.

• Bathrooms: Adding a second bath is a big selling point, particularly if you have three bedrooms or are adding a third or fourth bedroom. Sometimes, an additional bath may even increase your home's value by nearly twice the cost of the addition. The return from a third bathroom isn't as great. Estimated cost: \$3,500 to \$11,000.

• Master bedroom suites: Sometimes a combination of two smaller rooms, these may include a Jacuzzi, exercise room, home entertainment center or kitchenette. The expected payback is about 80 percent. Estimated cost: \$21,000.

Retrofitting an older house with such things as energy-efficient windows and doors, extra insulation or an attic fan could cost \$3,000 to \$4,000. But such a project should give you a dollar-for-dollar

return, not to mention lower utility bills and a potential selling point for buyers who could qualify through federal mortgage programs for a break on financing.

INCREASING STORAGE space or making the most of existing space by adding a closet organizing system, for example, may cost only a few hundred dollars and will pay back 100 percent. Ceiling fans are another inexpensive upgrade that make your home and your utility bills look better. A fireplace is riskier; the return could be as low as 50 percent.

If you have less than \$5,000 to spend, consider adding a deck or enclosing a porch for year-round use. The return on a deck is around 50 percent.

If you're considering a landscaping project, start with a budget that's 3 to 5 percent of your home's cost, recommends Joe Skelton, president of Lifescapes in Canton, Ga. Staying within that range improves your chances of getting a dollar-for-dollar return when you sell. (Pools are an exception; you'll recoup only about 50 percent of your cost.)

OVERALL, DON'T spend more than 20 percent of the value of the house on remodeling and upgrading, recommends Carole Eichen, of Carole Eichen Interiors, in Santa Ana, Calif. The cost and payback for individual projects will vary widely, depending on your market. Here's what to expect:

• Kitchens: Buyer interest in modern kitchens is

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Shop around for a builder, not just a house

By **Loren K. Swanson**
special writer

When you are ready to begin shopping for your new house, you should begin shopping for your builder, too. Whether you are buying a condominium, townhouse, in a subdivision or a custom-built house, the quality of your house will be determined by the quality of the builder.

Start your builder-search process by calling your local house builders association. It can give you the names of reputable builders in your area.

The real estate section of your local newspaper is also a good source. Ask friends and relatives about builders they have dealt with directly, or ask them for the names of acquaintances who have recently dealt with a builder.

Once you have developed a list of

builders, find out about their reputations and the quality of their work. The best way is to visit houses they have built and talk to the owners.

Ask the builders on your list for addresses of their recently completed houses, subdivisions, townhouses or condominium complexes. At the very least, drive by and see if the houses are visually appealing.

Look at houses that are the same style as you plan to buy. A good time to visit is on a weekend morning when people are outside doing chores or errands. Just introduce yourself and explain that you are considering buying a house from the same builder who built theirs.

QUESTION THEIR satisfaction with the house and ask if the builder delivered what was promised in a timely manner. People will generally tell you if they are happy.

When examining a house, look at the quality of the construction features: cabinetry, carpeting, trim work and paint.

In viewing each builder's houses, you must determine whether they lend themselves to the type of lifestyle you want to lead. Look at the amount of interior living space and how efficiently the space is used. Find out if the builder is using modern energy efficiency features, both in appliances and insulation.

A house is primarily a place to live, but it is also an important investment. Consider the appreciation potential of any house you may buy. Be concerned with the value you are getting for your money regarding lo-

cation, housing supply and demand and other local market factors.

One of the most important criteria for selecting a builder is the warranty protection provided on the house.

Ask for a copy of the builder's warranty. Read the document thoroughly and be sure you understand what protection would be provided to you. If you have any questions about the coverage, be sure to clarify it with the builder before buying.

Almost all builders offer some form of written warranty. Many builders back their own warranties on workmanship and materials, typically for one year. Other builders offer warranties backed by an insurance company.

To get an insured warranty, you must buy a house from a builder who belongs to a warranty program.

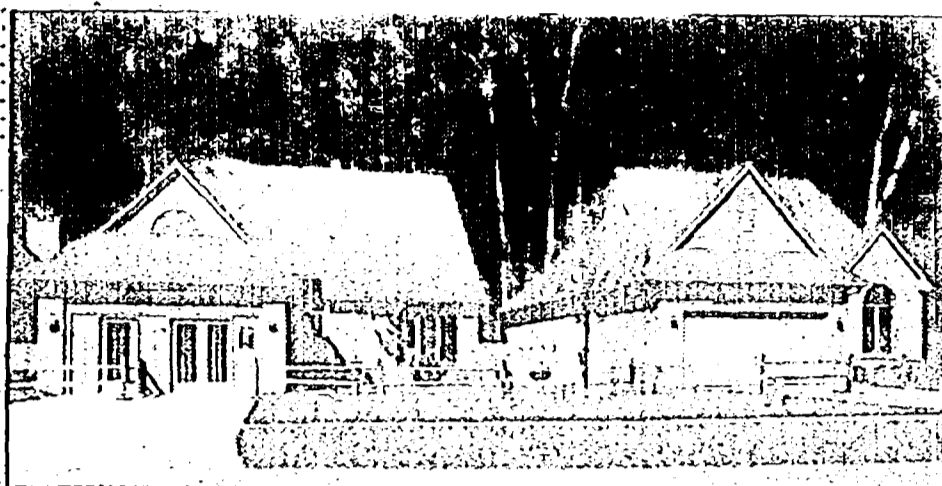
WHILE YOU ARE shopping for your builder, find out from each one you interview what you can expect regarding service after the sale. Typically a builder will make two service calls during the first year after you move in. These calls are to make repairs on non-emergency problems covered by your warranty.

The first call is usually 30 to 120

days after you move in, and the second is around the 11th month, right before any one-year warranties on workmanship and materials would expire. For emergencies, the builder should send someone right away.

When selecting a builder, be thorough and ask a lot of questions. Get as many specifics as possible. If you receive the answers verbally, take notes.

Loren K. Swanson is the past president of the Michigan Association of Home Builders, based in Lansing.



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Homes range from 1800 sq. ft. to 3400 sq. ft.
Homes from \$270,000.
Beautifully furnished models.

on Jefferson Ave. 1/4 mi. south of Shook Rd.
Built by: Trinity Land Development Co.
A Trinman Community
Open daily and Sunday Noon to 6:00 p.m.
Closed Thursday
Sales by: Anthony DiPiazza Realty
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On Lake St. Clair

NOW SELLING PHASE II

\$101,500

- COLONIAL INC LOT
- 3 or 4 Bedrooms
- 1 1/2 Baths
- Family Room
- Attached 2-Car Garage
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- Brick Frt. & Sides/Rear Opt

\$94,500

- TRI-LEVEL INC LOT
- 3 Bedrooms
- 1 1/2 Baths
- Family Room
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WOODLAND HEIGHTS

MODELS OPEN 1-6 pm everyday except Thursday
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All models include:
• Carpeting
• Insulated Windows & Doors
• Fully Improved LOTS
• Woodhaven School District
• Prices subject to change without notice

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Historic Milford

NOW OPEN

from **\$99,900**

IMMEDIATE OCCUPANCY

LOW FINANCING LEASE TO OWN

Picture yourself away from the noise and traffic. Live in the peaceful village of Milford - high on a hill. Only 20-25 minutes from Farmington-Southfield area.

ALL Standard.

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645 Summit Ridge Drive

Ralph Roberts
Re/Max Properties, Inc. **BROKERS WELCOME**

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YOUR LOT or OURS

CUSTOM HOMES SINCE 1949

Since 1949 many hundreds of families are living in one of OLYMPUS Corp custom-built homes. If your budget begins at \$150,000 (or more), OLYMPUS will build on Your lot or Ours. Our 41 years experience is your assurance of satisfaction.

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OLYMPUS is Licensed and Bonded with 41 years of Guaranteed Satisfaction. Call 932-3553 for a courteous response regarding:

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- Roofing. OLYMPUS offers many Perks such as Free Estimates, Financial Assistance plus other needs.

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*** PHASE IV GRAND OPENING ***

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BLUE HERON POINTE

Beach front Cluster Homes in Southfield Township

#1 Best Used Apartment in Michigan 1990

Crystal clear water for swimming, boating & fishing...a lifestyle you'd love to come home to!

Featuring spacious ranch and 2 story luxury homes with walkout lower levels and private decks/patios overlooking calm water and sandy beachfronts.

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Sales Center
Models Open Noon - 6:30 p.m.

PHASE II CLOSE-OUT!

ANN ARBOR

Laurel gardens

PHASE II

GRAND OPENING!!!

Ranch and Two Story Condominiums
Starting at only **\$175,900**

Laurel Gardens offers luxuriously appointed ranch and two story floor plans. The community itself is meticulously landscaped and will include swimming pool, tennis court and gatehouse entrance. Ideally situated adjacent to Ann Arbor's lovely Botanical Gardens. If you want the very best, carefree lifestyle in an exceptional setting...come visit Laurel Gardens today! Located on the east side of Dixboro Rd., just north of Geddes Rd.

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Lifestyle Homes Main Office 651-8940

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- 2 CAR ATTACHED GARAGE
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- 3 GOLF COURSES
- ALL SPORTS LAKE WITH PRIVATE BEACH MARINA
- TENNIS COURTS
- RECREATIONAL AMENITIES

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CALL MODEL (313) **227-9944**

*One Year Paid Membership Limited To One Per Household. Offer expires 9/30/90.

OPEN HOUSE Saturday & Sunday 12-6

Hours
1:00 TO 5:00 DAILY
NOON-6:00 WEEKENDS
CLOSED THURSDAY

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CORNER OF CHILSON AND BRIGHTON ROADS

Grand Opening

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"AN EXTRAORDINARY EXPRESSION IN CLUSTER CONDOMINIUM LIVING"

Magnificent Hilltop Views and Wooded Secluded Landscapes

Ranch and 1 1/2 Story Units Available

Standard Features Include:

- Energy Efficient R-38 Ceilings
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- Central Air • Spacious Cedar Decks
- 2 Car Attached Garage
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Upgrades throughout and much more

Models Open Hours 1-7 pm Daily except Thursday
685-1100

Plenty of hard work uncovers hardwood floor

(AP) We would like to refinish the hardwood floor that's under the linoleum in our kitchen. Is there an easy way to remove the linoleum?

Unfortunately, there is no easy way. If the hardwood floor consists of oak strips and was originally smooth, then the linoleum was probably glued directly to the floor. Begin by cutting the linoleum into 12-inch strips with a utility knife. Be careful to set the blade depth so you don't cut into the wood. Use a long-edged trowel to pry up the linoleum strips. A heat gun will help to soften the adhesive as you go. Eventually, you'll remove all the linoleum and some of the adhesive. Portions of the linoleum's felt backing, however, will stick to the adhesive that remains.

If your hardwood floor had open joints or crevices, it was probably leveled with a quick-setting, plaster-like compound before the linoleum was applied. In this case, prior to

lifting the strips, pound on the linoleum with a flat object to crumble the leveling compound and facilitate lifting.

After removing the linoleum, you'll have to sand the floor. Be aware that up until about five years ago, the felt backing of linoleum contained asbestos. Have a sample analyzed. If asbestos is present, the fibers will become airborne when the floor is sanded. In this case, you'd be better off covering your floor with new linoleum.

We installed redwood siding 26 years ago, and painted it with the best exterior oil paint. Every spring since, the paint blisters and red stains appear. We've sanded the siding and applied latex paint over the best undercoat available. But we still have the same blistering, peeling and red stain problem. Any ideas?

I believe interior room moisture (vapor) is passing through your walls

and popping the paint. You need to treat the interior walls so warm, moist air won't pass through to the outside.

Apply an interior paint designed to minimize the flow of moisture, or place a polyethylene vapor barrier between the studs and the drywall. Once you've corrected the moisture problem, scrape off the blistered paint and sand the wood bare. Prime the blistered area with an oil-base primer, then repaint the entire area. Note: Primers containing zinc are sensitive to water and should not be used on redwood.

Latex or other water-base primers

should not be used on woods containing water-soluble extractives (natural moisture which can be drawn out), such as redwood or cedar. The water in the primer base will cause bleeding stains. Latex top coats may be applied over an oil primer.

The concrete walls in our old home were originally poured in small batches. Now the walls are spalling (chipping and breaking up) at these joints, and a white powdery substance forms during the decomposition process. A previous owner mortared over these areas, but that's flaking off, too. I'd like to chip out

the bad spots, remortar and apply a sealer. Should I seal or remortar first, and what kind of sealer is best?

Your condition is a moisture problem occurring at the nonbonded joints (cold joints) between the pours. Moisture has let water-soluble salts, a concrete byproduct, leach out. This is known as efflorescence.

Using a bricklayer's hammer and a cold chisel, chip the spalled joints clean and chisel the edges in a dovetail shape (undercut on the inside) at least 3/4 inch wide by with a compound such as Waterplug, then apply

two coats of Thoro-seal waterproof coating to prevent any further moisture problems.

A support column in my basement is right in the way of my new pool table. Is there any way to remove that column without causing a sag in the floor above?

As your drawing shows a girder joint over the column in question, I believe that removing the column would cause total collapse. Your problem can be corrected, but to make absolutely certain you should seek the services of a professional engineer.

DON'T MISS THE POINTE

FOR ONLY \$75,900

Don't miss your opportunity to live at Hunter's Pointe. These luxuriously elegant and affordable condominiums are selling for an unbelievable price so they won't last forever. Don't miss out, stop in today!

Features Include:

- Attached Garage
- Private Entrances
- Private Patios
- Full Basements (optional)
- First Floor Laundry
- Walking Distance to Numerous Shops and Restaurants
- Fireplace (optional)
- Central Air
- Range and Oven
- Extensive Landscaping
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- Lawn Care and Snow Removal
- Dishwasher and Disposal

"The Golden Corridor" of the Westland-Canton Area
Ranches and Townhouses
Located on Hunter Ave. 1 block west of Wayne, 2 blocks north of Ford Rd.

595-9100
Hours: 12-6 Daily • Weekends 11-6 • Closed Thursday


HUNTER'S POINTE
condominiums

WEST BLOOMFIELD

This is the time. This is the place. This is the real estate value of your lifetime.

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Sole Pointe offers a complete neighborhood lifestyle insulated from the rush, yet only minutes from every convenience. Sweeping, tree-lined jogging paths provide easy access to 3 nearby tennis courts, health clubs, superb shopping, and other leisurely pursuits.

Supreme Privacy in an Exclusive Setting.
Sole Pointe is a single-entry enclave of 19 limited edition homes in an exceptionally beautiful, wooded site.



MODEL CLOSE OUT

Freedom Of Choice
Exclusive and beautiful, Sole Pointe offers the most superior value in the area. A wide choice of options, including exterior landscaping, are available to meet your needs.

A Rare Opportunity.
Some things are not easy to find today. An extraordinary new home with superior location in a premier location... for the price of an ordinary home! This home... with... available from \$275,000.

SOLE POINTE

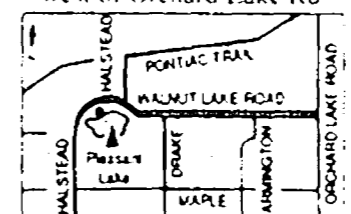
For an immediate tour, please call (313) 778-1102. Located off Green Road, west of Orchard Lake Road, north of Walnut Lake Road.

For information call (313) 778-1102
Presented by James Cohen Associates, Inc.

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Model: (313) 778-1102
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Brokers Welcome
On Walnut Lake Rd. 2 1/2 miles west of Orchard Lake Rd.



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1000 PROFESSIONALLY DECORATED MODELS

3 Spectacular Lakefront Detached Condominiums

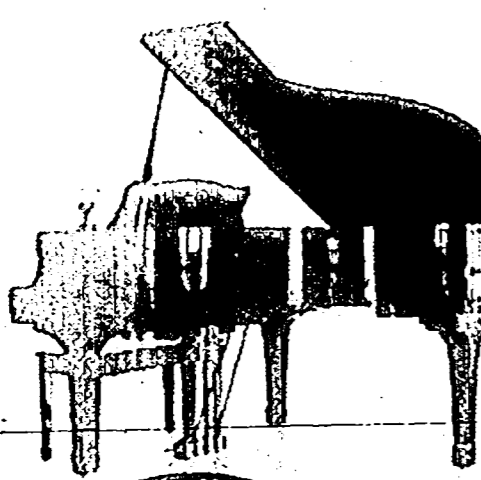
Homes with Finished Lower Level Walkouts

from \$513,500.

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An IVANHOE Companies Development

THE SELECTIVE GROUP



Bravo!


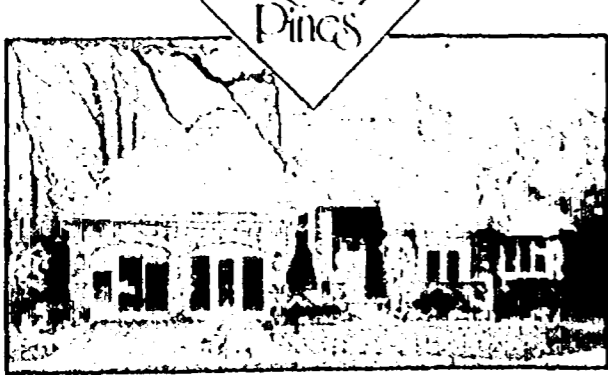
BLOOMFIELD TOWNSHIP'S FINEST HOMES

At long last, there is a community deserving of a standing ovation. Kirkway Pines. Combining the finest in residential community with detached condominium homes with spectacular views of the surrounding countryside and luxurious interior details. The location is superb with mature trees and everything you need is a short drive away. It is a community worth of applause.

2 BUILDER'S MODELS NOW AVAILABLE
Priced from \$411,000

334-1122
Models Open 2-6 Sat. Sun & Mon Or By Appointment

Located on Franklin Road, south of Long Lake Road, BLOOMFIELD TOWNSHIP

BROKERS WELCOME DECORATED BY GORMANS

GOLF • TENNIS • BOATING • SKIING

Oak Pointe Lifestyle

Oak Pointe Development has transformed Burroughs Farms recreation park into a carefully planned community of luxury condominiums and elegant single family homes.

Visit our exhibit at the Brighton HOMEARAMA then make the short drive to Oak Pointe and see a lifestyle that includes:

Two Excellent Golf Courses, including the Arthur Hills designed Honors Course weave their way through protected wetlands, mature trees and gently rolling hills.

Boating from a private marina, a beach and community picnic areas are available for the exclusive use of Oak Pointe residents.

Cross Country Skiing, ice skating and downhill skiing at nearby Mt. Brighton provide activities for the winter months.

Tennis Courts and paved paths for jogging or evening walks through secluded nature trails.

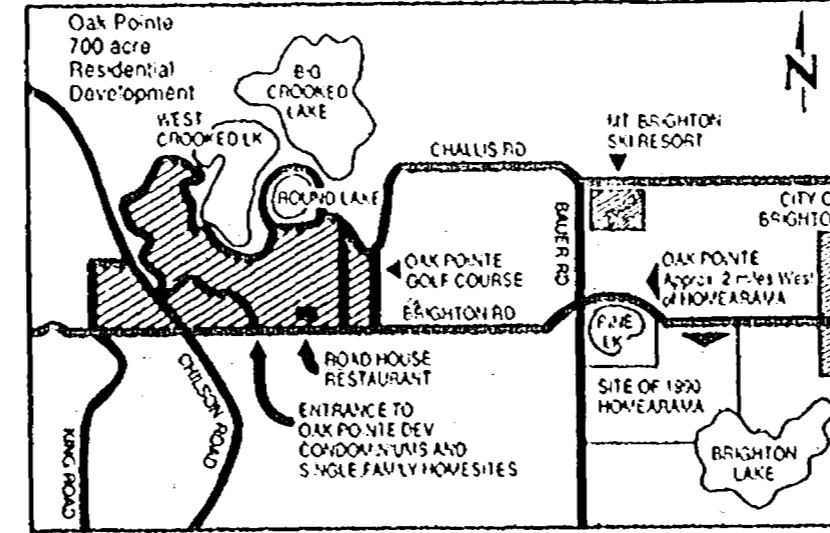
ENJOY THE LIFESTYLE DREAMS ARE MADE OF!

Preview


Oak Pointe Condominium Company's
Glen Eagles Condominiums
From \$170,000.00

Single Family Homesites
From \$45,000.00

Models Open Daily
Sales by Era Griffith Realty (313) 227-2608
Equal Housing Opportunity



The Roadhouse at Oak Pointe




What better way to complete your visit to the Brighton HOMEARAMA than enjoying a great meal in the comfortable surroundings of Oak Pointe's famous and historic Roadhouse Restaurant.

Built in 1870, the Roadhouse reflects the heritage of the area while offering today's preferred casual dining at it's finest.

Located only minutes west of the Brighton HOMEARAMA, the Roadhouse is open seven days a week.

Lunch Hours Mon-Sat 11:30am to 5:00pm
Dinner Hours Mon-Sat 5:00pm to 10:00pm
Fri-Sat 5:00pm to 11:00pm
Sunday 2:00pm to 9:00pm
Sunday Brunch 11:00am to 2:00pm

Call (313) 229-4800 for information and reservations.



OAK POINTE

Brighton, Michigan

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 "YOUR DISCOUNT DEALER" FREE TANK OF GAS WITH EACH NEW CAR DELIVERED

YOUR TRADE WAS NEVER WORTH MORE!

YEAR-END CLEARANCE!!!

<p>1990 LINCOLN TOWN CAR Comfort & convenience group. Stock #00327. WAS \$29,156 SAVE \$6297 NOW \$21,859*</p>	<p>NEW 1990 LINCOLN TOWN CAR SIGNATURE Anti-lock brakes, JBL sound system & much more. Stock #00224. WAS \$35,495 SAVE \$8000 NOW \$27,492*</p>	<p>1990 LINCOLN TOWN CAR Comfort & convenience group. leather, anti-lock brakes, JBL installation. 8 to choose. Stock #00445. WAS \$31,996 SAVE \$6736 NOW \$24,260*</p>
<p>1990 COUGAR Leather, moonroof, keyless entry, high level AM/FM cassette, power steering. Stock #00943. WAS \$20,147 SAVE \$4880 NOW \$15,267*</p>	<p>NEW 1990 SABLE LS 462 package, 3.8 liter engine. Stock #5081. WAS \$20,080 SAVE \$5081 NOW \$14,999* *7 to choose at similar savings.</p>	<p>1990 TOPAZES 263 package, air, automatic, power locks. 3 to choose. WAS \$12,743 SAVE \$3190 NOW \$9553*</p>

Low, Low Miles **DEMO SALE** LOADED WITH OPTIONS **Low, Low Miles**

<p>1990 GRAND MARQUIS LS 172 package, conventional spare, dual power seats, auto climate control, premium sound. WAS \$21,599 SAVE \$5656 NOW \$15,943*</p>	<p>1990 COUGAR 263 package with moon roof, JBL compact disk. Stock #00483. WAS \$20,939 SAVE \$5545 NOW \$15,394*</p>	<p>1990 COUGAR 263 package. Stock #00653. WAS \$19,444 SAVE \$5477 NOW \$13,967*</p>	
<p>1990 COUGAR XR7 Moonroof, JBL, leather. Stock #00071. WAS \$24,885 SAVE \$6895 NOW \$17,990*</p>	<p>1990 COUGAR 262 package, power antenna. Stock #00189. WAS \$18,352 SAVE \$4935 NOW \$13,417*</p>	<p>1990 CONTINENTAL SIGNATURE Loaded. Stock #00001. WAS \$31,731 SAVE \$7206 NOW \$23,525*</p>	<p>1990 TOWN CAR CARTIER Loaded. WAS \$32,885 SAVE \$7424 NOW \$24,461*</p>

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 Open Mon. & Thurs. 'til 9 P.M.

TOP DOLLAR FOR YOUR TRADE OUR SPECIALTY A X Z & B PLANS
 * Rebates included, plus tax & plate

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AT CHARNOCK
WATCH FOR FALLING PRICES

BUY A 1991 CUTLASS CALAIS FOR ONLY **\$159** PER MONTH FOR QUALIFIED FIRST TIME BUYERS

\$8900 OFFER ENDS NOVEMBER 26

\$213 PER MONTH OR **\$11930** CUTLASS CIERA EQUIPPED WITH AIR CONDITIONING

Charnock Oldsmobile

14555 Michigan Avenue Dearborn 565-6500

The New Generation of Oldsmobile

OVER 85 1990's IN STOCK AND READY TO GO!

<p>1990 CUTLASS CALAIS COUPE Power brakes, power steering, 2.5 liter EFI engine. Stock #2255. \$7495* SMARTLEASE \$177*** per month</p>	<p>Rebates 1990 Oldsmobiles</p> <table border="1"> <tr> <th>New & Demo</th> <th>Consumer Rebates</th> </tr> <tr> <td>CUTLASS CALAIS</td> <td>\$2,000</td> </tr> <tr> <td>CUTLASS CIERA</td> <td>\$3,000</td> </tr> <tr> <td>CUTLASS SUPREME</td> <td>\$2,500*</td> </tr> <tr> <td>EIGHTY EIGHT</td> <td>\$1,500</td> </tr> <tr> <td>CUSTOM CRUISER</td> <td>\$1,500</td> </tr> <tr> <td>NINETEEN EIGHT</td> <td>\$1,500</td> </tr> <tr> <td>TORONADO</td> <td>\$2,500</td> </tr> <tr> <td>SILHOUETTE</td> <td>\$1,500</td> </tr> </table> <p>*See Sales person for details</p>	New & Demo	Consumer Rebates	CUTLASS CALAIS	\$2,000	CUTLASS CIERA	\$3,000	CUTLASS SUPREME	\$2,500*	EIGHTY EIGHT	\$1,500	CUSTOM CRUISER	\$1,500	NINETEEN EIGHT	\$1,500	TORONADO	\$2,500	SILHOUETTE	\$1,500	<p>1990 SILHOUETTE MINI VAN Engine 3.1 liter V6 150 hp conditioner AM/FM stereo cassette door lock 18 way steering wheel aluminum wheels power door locks cruise control power windows power seats electric rear window convenience group body side molding package door edge guard molding package electric rear window defogger. Stock #2028. \$15,877* SMARTLEASE \$299*** per month</p>
New & Demo	Consumer Rebates																			
CUTLASS CALAIS	\$2,000																			
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TORONADO	\$2,500																			
SILHOUETTE	\$1,500																			
<p>1990 CUTLASS CIERA Electric rear defogger, P185-TSR14 tires, option package, 188 air conditioning, automatic AM-FM stereo, power steering, power brakes. Stock #2500A. \$9495*</p>	<p>1990 TORONADO COUPES 5 New at Great Savings Example: option package, 6-way power seat, illum. package, power trunk, lid, pad-down, inside auto, day, night mirror, remote locks, control package. Stock #2191. \$18,192 plus tax, title, license after rebate</p>	<p>1990 CUTLASS SUPREME COUPE Bench seat aluminum wheels AM/FM stereo 12 way steering wheel power seat system electric mirrors 180 rear door, main cruise control convenience group body side molding package door edge guard molding package electric rear window defogger. Stock #2028. \$11,972* SMARTLEASE \$219*** per month</p>																		

1. Payments based on MSRP less 1st time buyer and applicable factory rebates. Dealer participation may affect cost. 2. Includes 1st time buyer and manufacturer's rebate plus add tax and title. 3. Dealer participation may affect cost. 4. Add tax, title, license and other optional equipment for month. 5. Financing at 13.9% APR average contract rate for month of August 1990 with 20% down payment. Total payments monthly payment \$160. 6. Add tax, title, license and other optional equipment. Price based on MSRP of base model excluding destination charge less 1st Time Buyer Rebate of \$600 and applicable factory rebates of \$1250 total. See dealer for complete details. 7. You must take retail delivery from stock by November 26, 1990 to qualify for National and Special Bonus Rebates. See Dealer for details. 8. Includes 1st time buyer and manufacturer's rebate plus add tax and title. 9. Dealer participation may affect cost. 10. Closed and lease for qualified customers. Lease payments 48 months, 60,000 mile limitation. 10% per mile for excess. Lessee has no obligation to purchase at lease end. Lessee has the option to purchase at lease end at a price to be negotiated with the dealer at lease inception. Lessee responsible for wear & tear. 11. 1st payment in advance and \$200 refundable security deposit. To get total payments multiply by 48. Lease payments subject to 4% tax plus license plates and title. Dealer participation may affect cost.

"REBATES ARE BACK" BUY NOW AND SAVE!

7.9% Financing**

SPECIAL OF THE WEEK

<p>NEW 1991 ESCORT GT 2 DOOR HATCHBACK Power steering, power brakes, tinted glass, air, AM/FM stereo cassette, tilt steering, speed control, tachometer, fog lamps, rear spoiler, aluminum wheels, console, light group, rear window defogger, premium sound system, luxury convenience group, body side moldings, sport performance, bucket seats. Stock #5588. WAS \$12,796 IS \$10,170*</p>	<p>NEW 1991 ESCORT LX 2 DOOR \$500 REBATE Power steering, power brakes, tinted glass, rear window defogger, light group, convenience group, console, reclining bucket seats, AM/FM stereo, body side moldings, cargo area cover and child safety locks. Stock #5038. WAS \$9287 IS \$7272*</p>	<p>NEW 1991 ESCORT LX 4 DOOR \$500 REBATE Power steering, power brakes, tinted glass, rear window defogger, light group, convenience group, automatic, air, AM/FM stereo, reclining bucket seats, console, remote, body side moldings & child safety locks. Stock #5482. WAS \$11,345 IS \$9040*</p>	<p>NEW 1991 ESCORT LX 4 DOOR WAGON \$1300 REBATE Power steering, power brakes, tinted glass, console, automatic, air, light group, convenience group, rear window defogger, defogger, luggage rack, body side moldings, reclining bucket seats, child safety locks. Stock #5524. WAS \$12,171 IS \$9770*</p>
<p>NEW 1990 TEMPO GL 4 DOOR \$1000 REBATE Automatic, air, power steering and brakes, tinted glass, console, illumination, power door locks, tilt wheel, poly cast wheels, light group, rear defogger, AM/FM stereo cassette. Stock #4362. WAS \$12,578 IS \$8660*</p>	<p>NEW 1990 TAURUS GL 4 DOOR SEDAN \$1300 REBATE Power steering, power brakes, tinted glass, automatic transmission, air conditioning, clearcoat paint, cluster light & tilt steering, instrumentation & digital clock, AM/FM stereo, body side moldings, exterior accent group, child safety locks. Stock #7701. WAS \$15,370 IS \$11,701*</p>	<p>NEW 1990 THUNDERBIRD \$1400 REBATE Automatic, air, power steering and brakes, tinted glass, power door locks and antenna, courtesy lights, console, clear coat paint, body side moldings, instrumentation, rear defogger, cast aluminum wheels, luxury group, power driver's seat, AM/FM stereo cassette. Stock #4212. WAS \$17,334 IS \$12,410*</p>	

**12.9% APR finance for 48 months on approved credit. Available on select models. See dealer for details. Previous sales excluded. *Plus tax, title, license & destination. Rebate, if applicable, included. Retail sales only. Picture may not represent actual vehicle. Dealer added options only. Sale ends 10/31/90.

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