

Jukeboxes remain collector's prize, 1D



Harrier story, 3C

Halloween party in pumpkin shell, 1B

Westland Observer

Volume 26 Number 39

Monday, October 29, 1990

Westland, Michigan

54 Pages

Fifty Cents

places and faces

AREA TRICK or-treaters can make Westland Center their final stop Wednesday and collect a special treat. Center merchants will offer a free trick-or-treat bag to children in costume and the shopping mall 6-8 p.m. and will be taking complimentary pictures of young ghosts, goblins and even Bart Simpsons as a keepsake for parents.

IN OTHER center news, the call is out for caroling groups who want to perform at the mall during the holiday season.

Schools, civic organizations, church groups, scout troops and other non-profit organizations are welcome.

Carolers will perform from late November until Dec. 24.

Interested groups should call Kimm Froman, 425-5001 during business hours, for information.

SATURDAY is Book Lovers' Day at Paperbacks N' Things in Westland.

The bookstore on Wayne Road, between Joy and Cowan, will host local authors, Linda Lang Barritt, Allison Knight and Marianne Willman.

The store will also feature prizes and other special literary-type activities noon-3 p.m. For information call the store, 522-8018.

AUTO MECHANIC and auto body students at the William D. Ford Vocational/Technical Center have some fresh "meat" to work with.

The Wayne-Westland school board Monday approved donations of a 1989 Lincoln Continental and two engines for auto shop students.

The Lincoln was donated by D.L. Wallace of Enviro, Inc. The two engines were donated by the CPC-Engineering Division of General Motors.

THE CITY will close its Marquette transfer site for the season 1 p.m. Saturday, Nov. 10.

After Nov. 10, residents may use a landfill of their choice to dispose of grass clippings, leaves, branches and other materials taken by the transfer site.

The transfer site will reopen next spring. For more information call the department of public services, 728-1770.

IT'S HOOP time again. The sixth annual Paddy's Pub three-on-three men's basketball tournament will be Nov. 10-11.

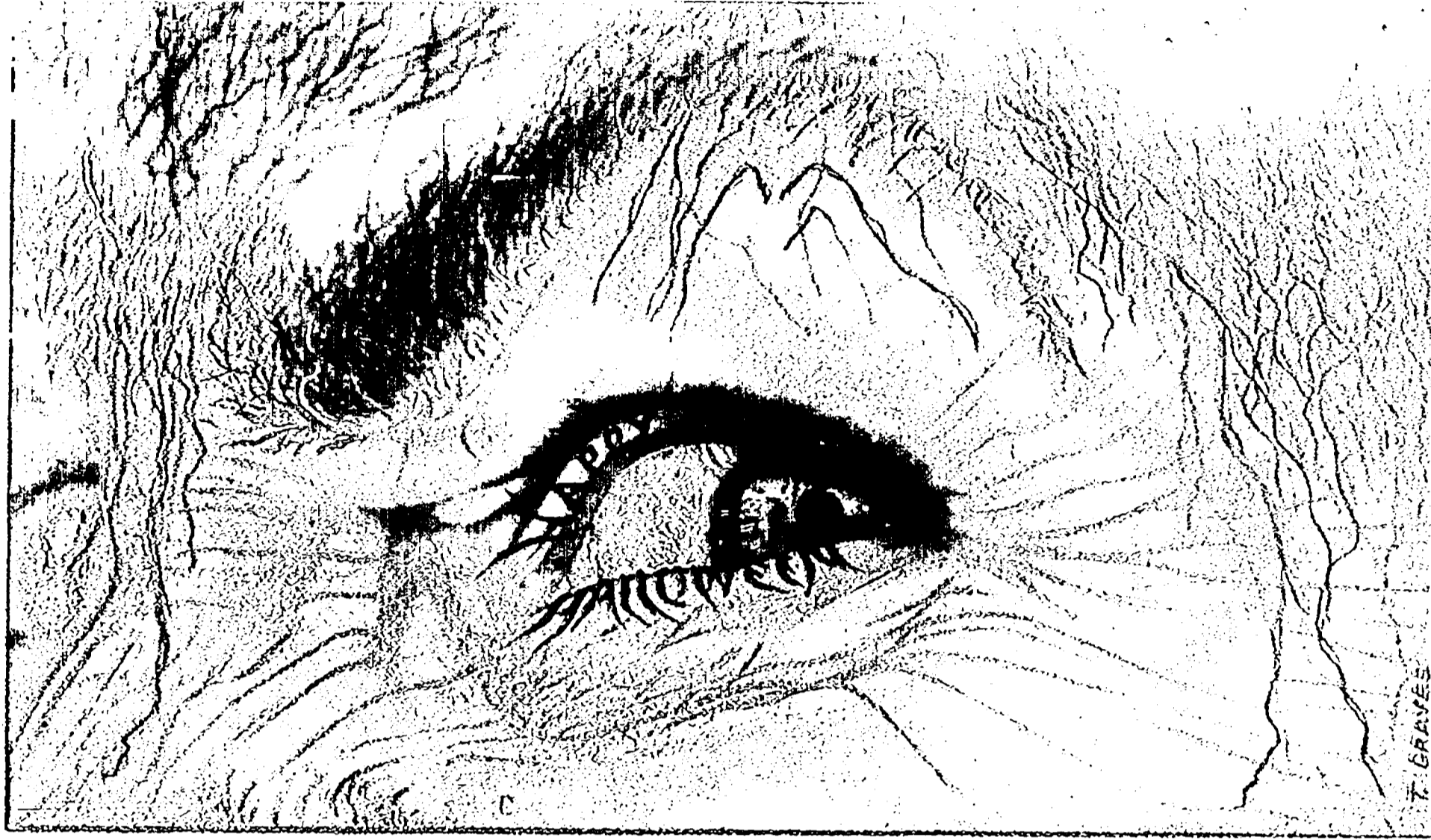
The tourney is co-sponsored by the Westland Rotary Club and the city's parks and recreation department.

Teams interested in registering for the competition may sign at the Bailey Recreation Center, 36451 Ford, through 5 p.m. Thursday, Nov. 8. Cost is \$30 per team, which includes t-shirts and trophies for winners and runners-up in each division.

THE WAYNE-WESTLAND YMCA will begin a new season for swimming lessons Monday, Nov. 5.

Classes are available for age six months to adults. To register or for more information call the Y, 731-7644.

THE WESTLAND Observer was one of more than 100 award winners recognized by the Keep Michigan Beautiful organization at the group's annual conference in Lansing. The Observer was cited for its coverage of environmental issues.



Don't be tricky... we've got an eye on you. Ghoulish greetings from the Observer & Eccentric.

8 seek vacancy on school board

By Tedd Schnelder staff writer

Money problems in the Wayne-Westland Community Schools haven't dissuaded residents from seeking a place on the school board.

Eight people applied for the seat vacated by resigning member Kenneth Barnhill, Tom Svitkovich, associate superintendent for administration said Friday.

Although less than half the 17 applicants for the last vacancy, interest in the opening didn't surprise Svitkovich.

"It tells me there's still a lot of people out there

interested in getting involved in what's going on in the district and in the education of their children," Svitkovich said.

Turning in applications before Friday's 4 p.m. deadline were:

Steve Cabrera, Richard C. LeBlanc, Roberta Paquette, Linda Pratt, Laurel Ralsanen, Michael Reddy, Vicki L. Welty and James M. Zoumaris.

Public interviews of the candidates will begin 7 p.m. tonight at the school board offices.

It was unclear Friday whether all interviews would be conducted on the same night or an additional session would be scheduled.

UNDER MICHIGAN law, the board may vote on a new appointment Monday or at a regularly scheduled or special meeting within 20 days of Barnhill's Oct. 23 resignation.

Pratt, Ralsanen and Reddy are the most well-known candidates.

Pratt of Westland is a local businesswoman and has been active in PTA.

She finished third in last June's school board election and was considered a runner-up to board member Leonard Posey, appointed to a vacancy last December and elected in June.

Please turn to Page 2

Judge orders vacant school repaired

By Tedd Schnelder staff writer

A Wayne County Circuit Court judge Thursday ordered the owners of the vacant Cooper School building to bring the property up to code within 90 days or pay for its demolition.

Judge Kathleen MacDonald also ordered developers Massoud Yono and Robert Asmar to post a \$100,000 bond on the property and secure the building and take other safety mea-

asures within seven days or face stiff fines.

"They can no longer sit and wait for things to happen," said Charles Bokus, Westland city attorney. "They've got to get on this and make things happen."

Meanwhile, Yono and Asmar's plan to convert the vacant school building on the northeast corner of Middlebelt and Ann Arbor Trail into a strip shopping center hit a snag Tuesday when the city's planning commission unanimously recom-

mended that the Westland City Council turn down their request to rezone the property.

The council is expected to vote on the request next month.

THE CITY has filed suit against Massoud and Yono, who purchased the school on a land contract in 1988, in an effort to have something done about a property it considers a dangerous eyesore. Previous owners Russell B. Armstrong and the Livo-

nia district are named as co-defendants.

The school district, in a press release issued last week, requested that the current owners "voluntarily meet their obligation to maintain the property."

MacDonald issued Thursday's ruling after property owners failed to comply with conditions set down at a Sept. 26 show cause hearing.

Those conditions included:

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Analyst: Crisis won't hurt incumbents

By Tedd Schnelder staff writer

Although they expect to gain some support from voters fed up with the month-long stalemate over the federal budget, challengers for local congressional seats know they still face an uphill battle.

And a Bloomfield Township political analyst said incumbent Congressmen in those races are so well entrenched that it would take a "po-



litical earthquake" to unseat any of them.

"It's going to be very hard, in the

metro (Detroit) area, for challengers to capitalize on discontent with Washington," said Jack Casey.

The budget Congress approved Saturday cuts \$40 billion this year and \$500 billion in five years. In that same time, the deficit is expected to rise from \$3 trillion to \$5 trillion.

THE NEW BUDGET raises tax rates for the wealthiest people from 28 percent to 31 percent. More taxes will be added to gasoline, beer, wine, liquor, cigarettes, airplane tickets,

and luxury cars and boats. Medicare deductibles are increased and Medicare taxes added to higher incomes.

Voting against the budget were Reps. William Broomfield, R-Birmingham, Dennis Hertel, D-Harper Woods, and Carl Pursell, R-Plymouth. Voting to send the budget to the President were Reps. Sander Levin, D-Southfield, and William Ford, D-Taylor.

Casey sees voters in those districts

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Franklin High band marches to victory

Franklin High School's marching band earned a first place position at the John Glenn High Invitational Oct. 20.

The Patriots, whose school serves the northeast section of Westland, displayed their music, marched, and maneuvered themselves into the first place finish in Flight II, which consists of bands with memberships from 75 to 110 musicians.

To top off the winning streak, the Franklin band took four caption awards: best marching and maneuvering; best color guard; best winds; and best drum major.

The Flight II participants at the Invitational included Livonia Stevenson, Westland John Glenn, Ferndale,

Southfield, Millford and Franklin bands.

The band members, with the families and friends who cheered them on, returned in such a joyous mood that one of the parents treated all to a pizza and pop celebration.

"This week our band really has a lot of awards to talk about," said director Joan Seay, "and it didn't just happen to fall in their laps. They have worked hard and diligently for this recognition. All are committed to making this the best marching band that Franklin has ever had."

Seay credits the excellent staff of instructors made up of young college

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ART EMANUELE/staff photographer

The Franklin High School marching band struts its stuff during the Westland John Glenn High School Invitational.

Faculty to seek mediator

By Tedd Schnelder staff writer

Wayne-Westland teachers voted today to continue working and to seek a state mediator to break their deadlocked contract negotiations.

But the teachers — refusing an initial proposal from a union bargaining team to extend their expired contract until June while negotiations continue — authorized a strike if no settlement is reached.

No strike date was set, said William Reece, president of the Wayne-Westland Education Association.

Some 1,050 full- and part-time teachers have been working without a contract since classes began Aug. 27.

Reece said no talks were scheduled this week and further talks would probably be postponed "until we can get a mediator."

A marathon-bargaining session last weekend failed to yield an agreement.

"Up until 4 o'clock this morning we really thought we had the possibility of getting a contract," the union president told about 800 teachers before the early-morning vote in the auditorium at Wayne Memorial High School.

Reece said 10-12 issues, "95 percent of them economic," were still on the table.

OUTSTANDING ECONOMIC economic issues covered salary and most fringe benefits, including longevity pay and workers compensation. A dispute regarding elementary teachers' planning time has yet to be resolved, he said.

Reece said there have been no new discussions regarding a possible millage election, a proposal rejected by teachers after the school board tied it to a one-year pay freeze.

"(The union's bargaining team recommendation) wasn't an easy decision," Reece said. "We started with the idea of no contract, no work."

"But we eventually decided it would be better to go back to work while we continue to negotiate," Reece said.

The recommendation to return to work without authorizing a strike was withdrawn for lack of support, according to a Wayne Memorial teacher. Reporters and television camera crews were barred from the meeting.

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NEWSLINE	591-2300
SPORTSLINE	591-2312
CIRCULATION	591-0500
CLASSIFIED	591-0900

Quick, Easy Winner Dinner Recipes Every Monday Inside TASTE!



Trees planted

Stottlemeyer Elementary School students had help from Bill Lawrence, head of the Michigan chapter of Global Releaf, in the planting of 30 trees near Central City Park last week. Also taking part in the environmental project were Westland Jaycees and state and city officials. The trees were donated by a company that makes women's fragrances. The firm will also donate part of each purchase to the Global Releaf project, which has had more than 11 million trees planted nationally.

Dressed to scare Man of a thousand faces for hire

Westland's Nick Simos expects to be very busy between now and the end of the month.

That's because Simos, who works at the Ford transmission plant in Livonia and has almost a lifetime of experience in costuming, is making himself available for hire for the Halloween season.

Ever since the mid-'50s, Simos has been fascinated with Frankenstein's monster, Dracula, wolfman and mummy characters.

USING HIS imagination he experimented with what little makeup supplies were available to create his cast of "Monster Characters," such as a werewolf, a vampire, a Frankenstein's monster, Phantom of the Opera characters, a mummy, one-armed and teenage hunchbacks, a one-eyed dwarf and a mouthless, bald Martian.

These and others now are avail-

able for parties or other Halloween specials by calling Simos at 421-2502.

The one-armed hunchback character appeared on a Detroit television show, "Morgus Presents," which once aired on Channel 2. He also had a guest spot with his original Spider Man on Soupy Sales' TV program.

So realistic are his characters that while in Flint plugging "Blood of the Vampire," Simos in costume actually caused a girl to faint in front of a neighborhood theater.

Unfortunately, the girl was the police commissioner's daughter and Simos was asked to leave town.

EARLIER IN time, Simos appeared at Detroit nightclubs in costume as the first Batman to appear in Michigan, a silly Zorba the Greek, an exotic go-go girl, a green leprechaun and several other characterizations.

His most popular acts were "The Transformation of Man Into Beast" and his mummy act, in which his left arm is ripped off and discarded by a wolfman.

While working at Dodge Main in Hamtramck, and as a disc jockey at night, Simos became the only DJ to do horror makeup in his act.

SIMOS HAS appeared on several television shows, such as "Detroit Bandstand," the "Tom Shannon Show" in Canada, the Virginia Graham talk show in Chicago, and several other TV and radio spots.

He appeared on "Night Court" as an actor.

After a serious car accident in 1959, Simos put away his acting ambitions and took a job at the transmission plant. But now, facing an early retirement, he is ready again to become a man of a thousand faces.

Program planned for single parents

"Bouncing Back" is the title of a four-part program designed to help single parents overcome the hurts and confusion following a divorce or break-up of a relationship.

The program, open to the public without charge, will be held at Westland's Stottlemeyer Elementary School, on Marquette, half-mile south of Ford and between Wayne Road

and Wildwood, Westland, on four consecutive Tuesday nights, starting Nov. 6.

The program, planned and sponsored by the Huron Valley Regional Council of the Parents Without Partners, will be held 7:30-9 p.m. on Nov. 6, 13, 20 and 27.

The workshops are designed to be a non-professional support group for the divorced or separated. Speakers

at the workshops will be people who attended similar programs and were trained as facilitators.

The speakers will deal with the different backs of "bouncing back," said Kelly Gorney, PWP council spokeswoman. Interested people may obtain more information about the program by contacting Gorney at 532-1088 during the evening.

lunch menu for seniors

The senior citizen nutrition program will serve these hot meals the week of Oct. 29:

Monday — Barbecue beef with bun, potato wedges, mixed vegetables, orange, milk.

Tuesday — Turkey Tetrazzini, carrots, lima beans, pear, milk.

Wednesday — Baked ham, au gratin potatoes, Mandarin oranges, birthday cake with ice cream, wheat bread with margarine, milk.

Thursday — Pork chopette with gravy, mashed potatoes, mixed vegetables, cantaloupe, bread with margarine, milk.

Friday — Dill baked fish with tar-

sar sauce, potato wedges, coleslaw, apple, corn muffin with milk.

Meals will be served at noon at three locations: Westland Friendship Center, on Newburgh north of Marquette; Whitler Center, on Ann Arbor Trail west of Inkster, and Kirk of Our Savior Church, on Cherry Hill between Wayne Road and Newburgh.

cable TV

The Westland Community Relations/CATV department has announced the Channel 8 schedule, subject to change, for the week of today through Nov. 4.

MONDAY
5 p.m. Movie "Phantom of the Opera"
6 p.m. Movie "Nosferatu"
7 p.m. Movie "Metropolis"
8 p.m. Town Meeting
9 p.m. Special Report (city finances)
10 p.m. City Department Update (police)
11 p.m. Halloween Kids' Safety
11:30 p.m. Anything Goes (Don Jones)

TUESDAY
5 p.m. Halloween Kids' Safety
6:30 p.m. Anything Goes (Don Jones)
6 p.m. Movie "Phantom of the Opera"
7 p.m. Movie "Nosferatu"
8 p.m. Movie "Metropolis"

9 p.m. Town Meeting
10 p.m. Special Report (city finances)
11 p.m. City Department Update (police)

WEDNESDAY
5 p.m. City/Department Update (police)
6 p.m. Halloween Kids' Safety
6:30 p.m. Anything Goes (Don Jones)
7 p.m. Movie "Phantom of the Opera"
8 p.m. Movie "Nosferatu"
9 p.m. Movie "Metropolis"
10 p.m. Town Meeting
11 p.m. Special Report (city finances)

THURSDAY
5 p.m. Special Report (city finances)
6 p.m. City Department Update (police)
7 p.m. Halloween Kids' Safety
7:30 p.m. Anything Goes (Don Jones)
8 p.m. Movie "Phantom of the Opera"

9 p.m. Movie "Nosferatu"
10 p.m. Movie "Metropolis"
11 p.m. Town Meeting

FRIDAY
5 p.m. Town Meeting
6 p.m. Special Report (city finances)
7 p.m. City Department Update (police)
8 p.m. Halloween Kids' Safety
8:30 p.m. Anything Goes (Don Jones)
9 p.m. Movie "Phantom of the Opera"
10 p.m. Movie "Nosferatu"
11 p.m. Movie "Metropolis"

SATURDAY & SUNDAY
5 p.m. Movie "Metropolis"
6 p.m. Town Meeting
7 p.m. Special Report (city finances)
8 p.m. City Department Update (police)
9 p.m. Halloween Kids' Safety
10 p.m. Movie "Phantom of the Opera"
11 p.m. Movie "Nosferatu"

On August 31, The Kroger Company formally acquired Great Scott! in the Detroit Area. In the nine weeks since, we have worked hard to bring together The Best of Both Stores. For 73 years, Kroger has been committed to bringing Michigan the best possible service, variety and quality to give you total food value. Now, our commitment extends to our new, bigger family of stores. Come to Kroger. We're ready to serve you, now, more than ever.

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OCT. — NOV.

MON. 29	TUES. 30	WED. 31	THURS. 1	FRI. 2	SAT. 3	SUN. 4
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Tax talk disappoints area financial planners

By Janice Brunson and Wayne Pool staff writers

Disappointment reigned among area financial experts last week even before Congress finished work on the new federal budget.

Congress reached agreement on the new budget Saturday afternoon — proposals include a new 31 percent tax bracket for high income Americans, up from 28 percent, reductions in some tax deductions, a new luxury tax on large autos, as well as boats and airplanes and

other expensive items new taxes on gasoline, alcohol and tobacco and raised the exemption level for Medicare taxes.

Even without final details, area financial planners said they were profoundly disappointed the debate had centered so heavily on new taxes.

"The U.S. Congress is only interested in additional revenue, not reducing any fat in Washington," said Norman Wiest, a certified financial planner based in Plymouth. "This new budget (if passed) is actually going to increase the deficit. Cuts of \$500 billion over five years are

nowhere near enough, the way Congress spends money. Three times that amount, \$1.5 trillion, would be meaningful."

RAISING TAXES on the wealthy may be politically popular, but won't be effective, warned Pat McWilliams of Capital Financial Planning, Livonia.

"If they (the rich) get taxed more, they always get more breaks," McWilliams said. "Everyone's going to pay more and the average guy usually pays most, percentage-wise, anyway."

But not every financial planner was unhappy with the new taxes being proposed.

"It puts taxes on people earning \$200,000 or more a year. I'm not in that category," said Stephanie Erickson of Money Concepts, Westland. Erickson, in fact, argued against some budget cuts.

"Medicare shouldn't be cut. Too

many elderly need it," she said. "New taxes on beer and cigarettes? I really don't care, but I'd hate to see taxes on gas increased."

But Erickson agreed with President Bush's call for a cut in capital gains taxes.

"I'd like to see (capital gains) taxes dropped from 28 to 15 percent," she said. "That would benefit a lot of middle-class (people) and below."

ANOTHER TAX on the well-to-do — a 10 percent luxury tax on expensive automobiles — could keep people out of auto showrooms, one dealer warned.

"I don't think the tax itself is that bad, it's the perception of the tax that could be harmful," said Don Massey of Don Massey Cadillac, Plymouth. "I don't think most people fully understand exactly what's been passed. I don't think we fully understand. The difficult and harmful part is people could be steered away

(from new purchases) because of perception. It could cause a lot of people to subconsciously stay away."

Area Congressmen split on the budget vote, as they did on earlier, rejected, budget summit agreement.

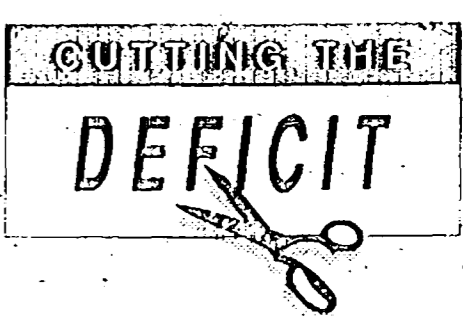
Carl Pursell, R-Plymouth, who voted against the initial package, again voted no. Sander Levin, D-Southfield, who voted in favor of the initial agreement, again voted yes. William Ford, D-Taylor, voted against the initial agreement, but voted yes this time.

Like the financial professionals, Pursell said he was disappointed the debate had shifted to taxes, instead of spending.

Spending bills would increase spending by \$32 billion, according to Pursell's estimate.

"IT'S NOT going to help the economy if we can't get a handle on spending," Pursell said.

Pursell's district includes northern



Livonia, Plymouth and Plymouth Township.

Ford, who represents southern Livonia, Westland, Garden City and Canton, "believes it is about time to stop spending on a credit card and passing the bill on to his grandchildren," according to a spokesman.

Levin said the budget package, while less than perfect, was the best Congress could expect.

"There's no real alternative," Levin said. "It's not as fair a package as I would like, but we have made it more fair (than the original)."

Levin's district includes Redford.

Deputies to check Halloween candies

Community service officers with the Wayne County Sheriff's office will once again use metal detectors to conduct candy checks to ensure a safe Halloween for trick or treaters.

Officers will check candy 5:30-7 p.m., Wednesday, Oct. 31, at two Livonia locations: McDonald's, Five Mile and Middlebelt and the Wayne County Sheriff's Park Station, 37401 Edward Hines Drive, at the corner of Newburg Road.

Wayne County Sheriff's Deputies are also distributing free reflective bags and safety tip sheets to area students.

Safety tips include:
• Never go trick or treating alone. Always be accompanied by an adult.

• Don't stay out too late.
• Always let your parent know the route you are taking.
• Wear something that shows up

in the dark.
• Cross the streets at corners and watch for traffic.
• Don't cross between parked cars.
• Take masks off when you cross the streets.
• Have your treats checked at a precinct or mini station for razors and pins.
• Throw away candy that is loose or torn in the wrapper and candy or popcorn that is not packaged.
• Be a good citizen. Don't do tricks or vandalism if you don't get a treat.
• Watch out for others. Help smaller children if they need assistance.
• Report vandalism or fires to the police or an adult.
• Never accept rides from strangers.
• Don't go inside anyone's home.

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KNEE PAIN AND FLUID IN THE KNEE

Fluid in the knee causes pain as much from its sudden occurrence as by its amount. The normal knee holds a 1/2 cc of fluid; individuals can carry as much as 100 cc in the knee joint and experience little discomfort. Yet 5-10 cc can bring that same person to tears because of the pain that fluid creates. If fluid accumulates slowly the knee joint adapts, if the extra fluid comes in a rush, the joint capsule distends; this sudden stretch causing great pain.

Tears in knee ligaments and frays in the joint's cartilage are also reasons for pain. In these circumstances there may be no extra fluid in the knee.

When you have fluid in the knee, your doctor aspirates the joint to withdraw the fluid. This procedure relieves stretch on the joint capsule; at such times injection of the knee with a steroid helps to prevent the reaccumulation of fluid.

When there is pain in the knee, but no fluid, your doctor puts a needle into the knee, mainly to inject steroid. The medicine does not "lubricate" the joint, but acts to sooth sites of irritation in torn ligaments or frayed cartilage. The injection will initiate healing and end disability.

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BOWLERS

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Supreme Court rivals display their solidarity during debate

By Tim Richard
staff writer

The male candidates didn't show up, so the female candidates had a love-in.

State Supreme Court Justice Patricia Boyle, a Democratic nominee, said "On criminal matters, she would be similar to me."

Judy Hughes, a Republican nominee for the high court, said "I'm not running against my esteemed sister. There are not many cases in criminal law where I disagree with Justice Boyle."

They went on to prove it in a discussion of "basketball score" prison sentences.

Not showing up Wednesday for the forum on the University of Michigan-Dearborn campus were Justice Michael Cavanagh, a Democratic nominee, and W. Clark Durant, a Republican nominee. Under a quirk in Michigan law, Supreme Court candidates are nominated by political parties but run on a non-partisan ballot.

THE SENTENCING question was raised by one of just a handful of students attending the session. The state's highest court threw out a trial court's sentence of hundreds of years of a man convicted of stabbing, killing and robbing.

"I wrote the dissent," replied Boyle. "The trial court had authorized something that couldn't be done (sentences running beyond life ex-

pectancy). But the legislature had authorized any term of years. I lost 4-3."

"I would have joined in the dissent," said Hughes, adding "Some members of the court have been eroding the authority of trial judges for 20 years."

The candidates didn't discuss workers compensation or unemployment compensation cases, where Boyle and two Democrats have lined up solidly against three Republicans. Justice Charles Levin, elected as an independent, has been a swing vote.

On criminal matters, however, Boyle votes with the most conservative members of the court.

EACH BOASTED a tough-on-crime career in other ways.

Boyle said, "I worked on the Criminal Sexual Conduct Act (of the 1970s). It assures a woman's sexual history can't be brought out in a rape case. It's one of the most significant accomplishments of my life."

Hughes said that in Barry County she successfully prosecuted "a dirty drive-in movie west of town. The drive-in flew in lawyers from California and Georgia." When the place burned down, Hughes said she helped prevent it being rebuilt because it was a non-conforming use under the zoning ordinance.

Boyle: "I'm the only justice with significant trial court experience."

Hughes: "You don't necessarily have to be a trial judge (to be an ap-



Judy Hughes, challenger



Patricia Boyle, incumbent

pellate court judge). You need trial experience — and common sense."

BOTH BORE children while attending law school and had to fight for their early jobs.

"I was first in my law school class, the only woman," Boyle said. "Out of 350, I was the last person to get a job. I've never forgotten"

"I fought off five local attorneys" to win the Barry County prosecutor's election, said Hughes, admitting she was something of a carpetbagger for being new in town. The Indiana-born

lawyer also said she spent her junior year of high school in Japan, "immersed in Japanese culture."

COURTS ARE heavily burdened, they agreed.

Boyle said, "The system is extremely overburdened — too many cases, too much time, they cost too much."

Boyle called for "equitable funding" of the trial courts — circuit, probate and district. Outside of Detroit and Wayne County, local courts are financed by local units, with wide disparities in caseloads, pay and facilities.

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Congress tackles civil rights, defense issues

Here's how Observer & Eccentric-area members of congress were recorded on major roll call votes between Oct. 12-19. HOUSE:

To Cut Defense — The House refused, 201 for and 215 against, to cut 2 percent across-the-board from the \$288.2 billion defense appropriations bill for fiscal 1991. The cut would not have affected the Desert Shield operation in the Middle East, which is funded separately.

The bill (HR 5803) was passed and sent to conference with the Senate. Counting military funding in other bills, the Pentagon's first post-Cold war budget will total \$288 billion, about 4 percent below the comparable 1990 figure.

Amendment sponsor Charles Schumer, D-N.Y., said "every dollar we spend on . . . land wars in Europe is a dollar thrown away from America's future."

Opponent Tom Lewis, R-Fla., said "across-the-board cuts are dangerous" because they affect vital programs as well as lesser ones.

A yes vote was to cut the 1991 defense budget by 2 percent.

Voting yes: Carl Pursell, R-Plymouth, Dennis Hertel, D-Harper Woods, and Sander Levin, D-Southfield.

Voting no: William Ford, D-Taylor and William Broomfield, R-Birmingham.

To Cut Interior Bill — By a vote of 167 for and 234 against, the House rejected a proposed 4.6 percent cut

in the fiscal 1991 appropriations bill (HR 5769) for the Interior Department and related agencies. As later approved by the House, the bill costs about \$11.9 billion, up six percent over the comparable 1990 bill.

Sponsor Bill Frenzel, R-Minn., said "a modest 4.6 percent cut . . . is certainly warranted in these times of fiscal despair."

Opponent Ralph Regula, R-Ohio, said that "we have worked hard to keep the totals down" in Appropriations committee crafting of the bill.

A yes vote was to cut the Interior appropriations bill by 4.6 percent.

Voting yes was Pursell and Broomfield.

Voting no was Hertel and Levin. Not voting was Ford.

Covert Aid To Angola — By a vote of 175 for and 246 against, the House rejected an amendment to end covert aid, reportedly \$60 million this year, to the UNITA forces fighting the Soviet-backed Marxist government of Angola. The amendment stipulated that any continuation of the aid be openly requested by President Bush and publicly approved by Congress. The vote occurred as the House sent to the Senate a bill (HR 5422) funding the CIA and other government intelligence activities in fiscal 1991.

"If it makes sense to provide aid . . . why should it not be dealt with in the open?" asked sponsor Ron Delums, D-Calif.

Opponent Henry Hyde, R-Ill., said America is "committed to fighting

Roll Call Report

Communist Tyranny, whether it is in Afghanistan . . . Cambodia or . . . Angola."

A yes vote was to end covert aid to anti-Marxist rebels in Angola.

Voting yes was Hertel, Ford, and Levin.

Voting no was Pursell and Broomfield.

Civil Rights Bill — By a vote of 273 for and 154 against, the House approved the conference report on a bill (S 2104) making it easier for minorities, women and others to seek redress in the courts against job discrimination. President Bush has said he will veto the bill because it could lead employers to adopt personnel quotas.

Reversing Supreme Court decisions of recent years, the bill shifts to employers the burden of showing challenged personnel decisions were made out of business necessity rather than bias. Another key provision enables plaintiffs to collect punitive as well as compensatory damages if they win their suit.

Supporter Augustus Hawkins, D-Calif., called it "public relations, the big lie technique" to claim the bill would lead to personnel quotas.

Opponent Harris Fawell, R-Ill., said "simply stating that this bill is not a quotas bill does not mean that it is not a quotas bill."

A yes vote was to approve the bill.

Voting yes was Pursell, Ford, Hertel and Levin.

Voting no was Broomfield.

SENATE

Civil Rights Bill — By a vote of 62 for and 34 against, the Senate approved the conference report on a bill (S 2104) to combat workplace discrimination based on race, sex, religion, nationality or color. Sixty-seven votes are needed to override President Bush's promised veto of the bill if all 100 senators vote.

The civil rights measure counters Supreme Court rulings that have made it more difficult for plaintiffs to file and win job bias suits. It also adds punitive damages, of up to

\$150,000 in most cases, to the remedies available to those who win their case.

Supporters said the legislation protects civil rights without imposing affirmative action quotas, while opponents said employers would resort to hiring and promoting by the numbers to avoid costly litigation. The president's veto vow reflects business community criticism it is a quota bill.

A yes vote supported the bill. Voting yes were Senators Carl Levin, D and Donald Riegle, D.

Abortion — By a 48-48 tie vote, the Senate failed to table (kill) a requirement that medical authorities notify at least one parent in advance when a daughter under 18 is scheduled for an abortion in a federally funded hospital or clinic. Parental approval of the operation would not be required. The amendment was attached to a Department of Health and Human Services appropriations

bill (HR 5257) later sent to conference with a House bill containing no such provision. It would become the first such requirement in federal law.

A yes vote was against the parental notification requirement.

Voting yes was Levin and Riegle.

Stealth Bomber — By a vote of 44 for and 50 against, the Senate refused to limit production of the B-2 or Stealth bomber to six planes rather than the 75 copies the Air Force wants built. The amendment sought to signal an end to B-2 production while preserving the technological base that the taxpayers' \$27 billion investment in the Stealth program has bought. Before the Cold War ended, the ultimate mission of the radar-evading plane was to deliver nuclear warheads deep inside the Soviet Union. This vote occurred as the Senate sent to conference with the House a \$268 billion defense appropriations bill (HR 5803) for fiscal 1991.

UM-D holds dedication

The University of Michigan-Dearborn, dedicated the school's newly renovated administration building in ceremonies Friday.

The building, constructed 31 years ago and formerly called the student activities center, is the first phase of an \$11.7 million campus renovation

project started in 1989.

The renovated structure now houses executive offices and faculty offices, studios for the arts and classrooms. Future buildings slated for renovation include science and computer buildings and the student services center.

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 - start their own housing development projects
 - build and stabilize neighborhoods
- COMMUNITY GROUPS**
 - acquire and rehabilitate property
 - obtain financing for development projects
- REALTORS AND DEVELOPERS**
 - transform housing development into profits
 - obtain innovative financing

Workshops will be led by community and religious leaders, representatives from Detroit, Cleveland, Chicago and Pittsburgh and NBD officers. The cost is \$15 for individuals and the first person from an organization and \$10 for others from the same organization. Scholarships are available. To register before October 30, call 225-3492.

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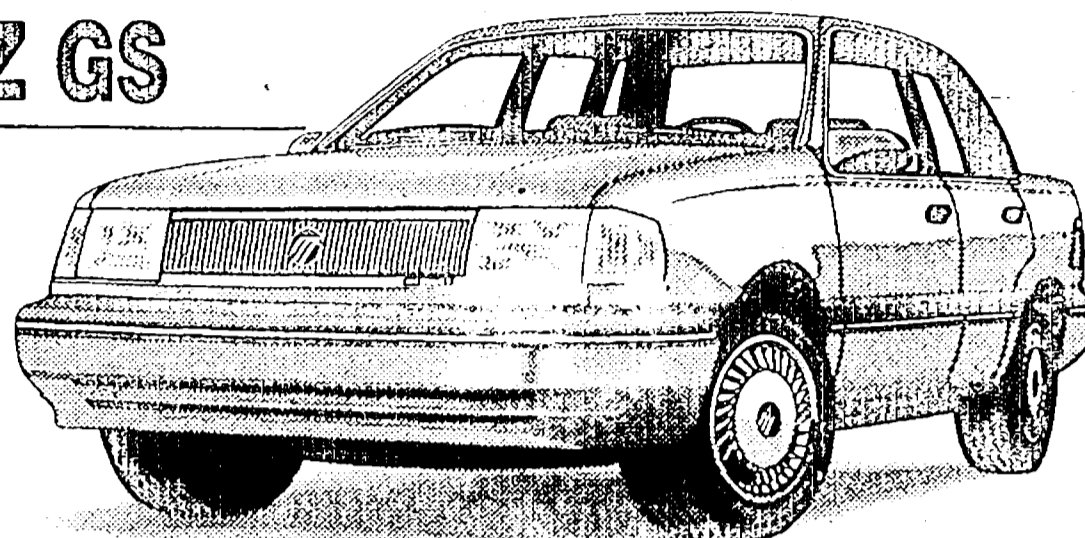
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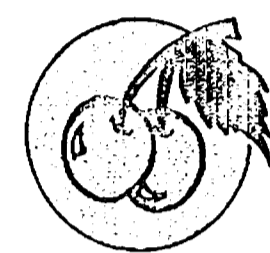
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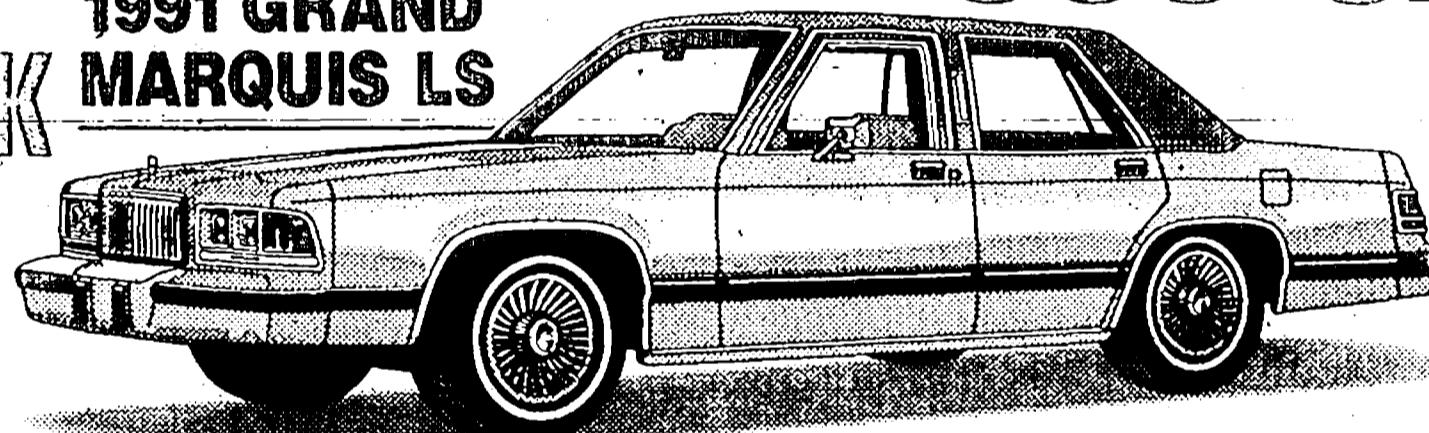
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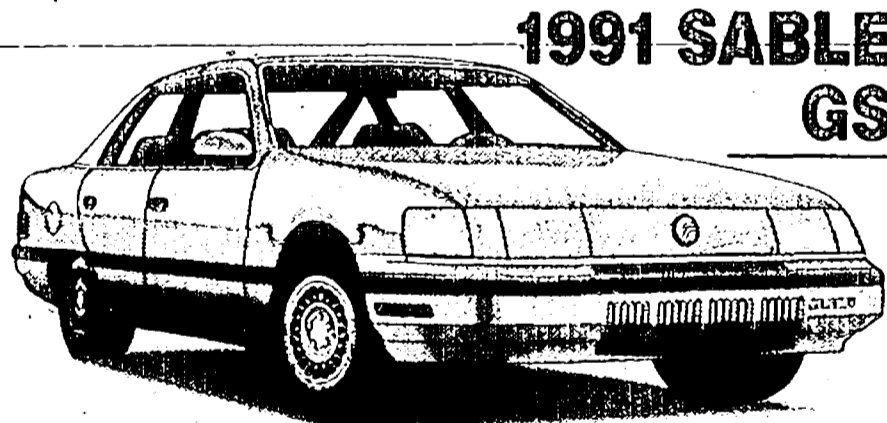
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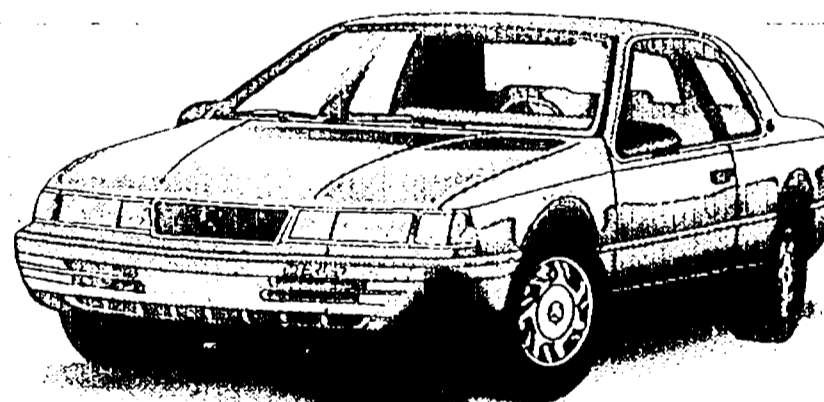
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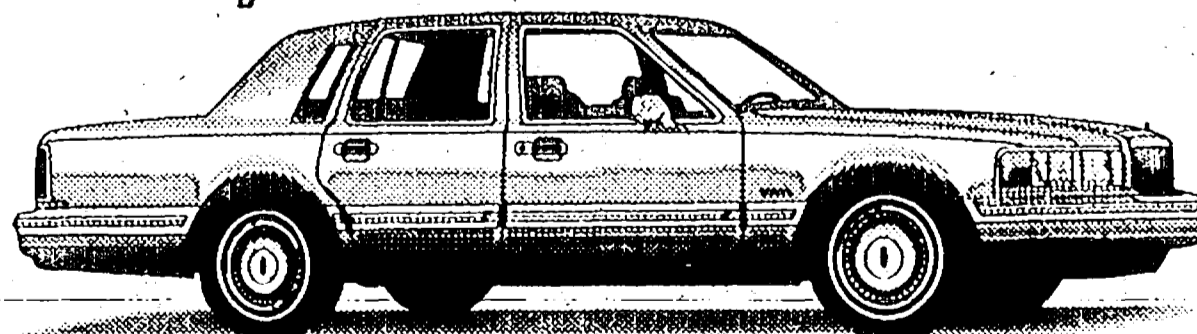
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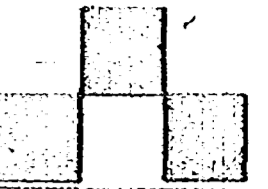
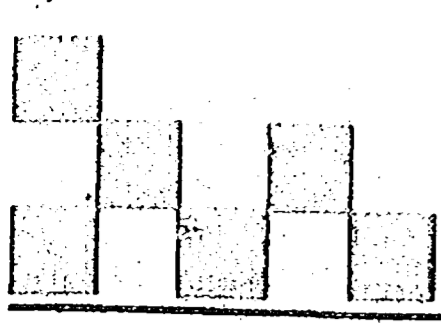
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taste buds

chef Larry Janes



Savory secret is nutmeg

During a recent visit to the Eastern Market, I bought my first pumpkin of the season.

Small in stature and somewhere between the size of a one quart and a two-quart saucepan, this burnt-orange-and-brown speckled harvest vegetable ended up as a velvety soup that was as savory as an appetizer as it was sweet as a dessert.

Sure, the pumpkin itself was the mainstay of the soup but I just couldn't resist commenting about one tiny ingredient that made the soup so memorable. It was the chrome on an automobile, the crispness in the new sheets. It was the smell of a bakery or the sharpness of a new knife. Isn't it amazing what a lot of spice can do for a recipe?

In this case, however, a lot of nutmeg has the potential to come across more like an avalanche. This is one potent spice that has the potential to make a statement by a simple grating.

The tall and beautiful tree that bears the nutmeg has a yellowish fruit that resembles an apricot. When the fruit reaches the peak of ripeness, it splits open to reveal a nut covered with what looks like red lace. This crimson web is mace, the sister spice of the nutmeg that surrounds a tiny shell that encloses the dark nutmeg seed itself. Grated mace tastes similar to nutmeg but is more pungent.

THE NUTMEG is then dried in the sun for six to eight weeks, during which time the kernel shrinks back from its shell. The shell is then broken to reveal the oval, furrowed, grayish-brown seed. Larger seeds are sold as spice while the smaller ones are pressed for their oil, which finds its way into soaps, perfumes, ointments and medicines.

Ah, but this potent little seed carries a dark cross. Nutmeg contains a narcotic chemical known as myristicin that in large doses can be harmful. Cakes and teas containing high amounts can bring on hallucinations. But, like other such chemicals, myristicin has nasty side effects including headaches, nausea and even death.

Today's cooks need not fear these side effects since the amounts used in recipes are rarely enough to create problems. One person would have to eat the equivalent of two whole nutmegs before any symptoms appeared. Because small amounts are used, it is always preferable to keep whole nutmegs and grate only so much as is needed at one time. Once ground, the flavor deteriorates rapidly.

What is the flavor that is perceived? Personally, my mind conjures up a musky, aromatic warmth, with just a subtle hint of nuttiness. Not only was it noticeable in my pumpkin soup but the Italians use nutmeg in pastas, meat stuffings and vegetable dishes. The Indians include it in their rich curries.

My favorite bartender, Hanna, uses it to spice up her tropical hot coffee drinks, with just a dash being sprinkled on the whipped cream that inevitably gets stirred in.

You don't have to have an ethnic origin to enjoy nutmeg. Roasted chicken stuffed with a nutmeg-scented pilaf gives a new accent to the ordinary. All the fall harvest vegetables, especially the typically bland squash, can benefit from a brushing of butter and a sprinkling of nutmeg.

Even fruit like bananas, pears, pineapples and apples can have their sweetness brought to new heights with the addition of a grate of nutmeg.

In my opinion, there's no spice more adaptable to a wide range of dishes than nutmeg. You can pick up a small nutmeg grater for under \$2 at most houseware departments. A jar of nutmegs (about 10) will last a lifetime.

Scary night: Party stuff inside a shell

IT'S THAT TIME of year again when the pumpkin is king.

Pumpkins are jolly and bright but a bit scary and unsettling at the same time.

Not only do they symbolize the abundance of the autumn harvest, they also signal the death of that colorful season and the onset of winter.

They offer one last glorious, rapturous burst of fiery brightness, before the bleakness of the cold days that lay ahead.

What would Halloween be without them? Black witch robes and white ghost sheets just wouldn't be the same without the orange accents of the jack-o'-lantern.

Everyone knows how good pumpkins taste. Pumpkin pies, cookies, and breads make our mouths water. And pumpkin butter spread on hot toast for breakfast helps dull the chill of the autumn winds we have to face when we go out for the day.

The taste of the pumpkin is delicious, but don't overlook the pumpkin itself as a decoration to cheer the spirits this time of year. I like to use pumpkin shells to hold all sorts of things. Remember the old nursery rhyme:

*Peter, Peter, Pumpkin-eater,
Had a wife, and couldn't keep her.
He put her in a pumpkin shell,
And there, he kept her very well.*

It would take a very big pumpkin to keep a wife in, but there are a lot more practical uses for pumpkin shells that are a bit smaller.

Pumpkins can be hollowed out (be sure to remove all seeds and pulp) and used as bowls or tureens to serve all sorts of soups and punches.

Others can be lined with plastic cups or containers, such as ice cream pails, butter tubs or cottage cheese cartons, to make great bowls for serving salads, desserts, nuts and caramel corn.

If you line the pumpkin, be sure to cut both the pumpkin and the carton to fit exactly, so that it doesn't spoil the appearance. Pumpkin shells lined in this way also make terrific flower vases for fall centerpieces.

If you like, you may decorate the outside of the pumpkin with waterproof markers or acrylics and make it look like a jack-o'-lantern.

These are good for elaborate adult parties, children's parties and family suppers. Or, use a smaller one to hold just enough spiced cider for you and your special someone to drink together in front of a fire.



JIM JAGDFELD/staff photographer

Gundella the Witch (and "Kitchen Witch" columnist for Taste) recommends this spectacular, smoking Witch's Brew, a fall punch with sweet cider, cranberry cocktail juice, frozen orange juice and ginger ale, served in a pumpkin shell, for a Halloween party.

RECIPES

CREAMY PUMPKIN SOUP

This soup is wonderful made with fresh cooked pumpkin. But don't try it with canned pumpkin, or you will be terribly disappointed.

I usually make a lot of it in October when

the pumpkins are plentiful and freeze it in plastic cartons to reheat and serve later for Thanksgiving or Sunday suppers.

2 pounds fresh pumpkin, peeled and cut into cubes
1 large or 2 small yellow onions, cut up
4 medium potatoes, peeled and cut into pieces
Salt and pepper
3-4 cups water

1 quart heavy cream (can use liquid non-dairy creamer. It's cheaper and better for you.)
Grated nutmeg
Chopped green onions for garnish

Combine pumpkin, potatoes, onions, water and a pinch of salt in a saucepan, and bring to a boil. Simmer over low heat until the vege-

Please turn to Page 2



JIM JAGDFELD/staff photographer

Typical dinners include turkey or meatloaf. Other specialties are Caesar salads, onion nests and brownies a la mode.

No place like Home Sweet Home

On the outside, Home Sweet Home restaurant wears the formal facade of the stately White House-style mansion it once was.

But it's not as stiff and formal as it might look. Inside, the restaurant is teeming with life. It's friendly, inviting, charming — everything you would expect from a restaurant that proclaims homestyle cooking as its specialty.

In an earlier life, the restaurant was a formal place, red velvet drapes and all. But for the past three years Steve Romanik has operated it as a casual, moderately priced restaurant — an improvement that must help old Charlie Rogers, the original homeowner, rest in peace.

Rogers, a dairy farmer and the inventor of condensed milk, built the house in the late 1920s and is said to have designed the home's dramatic, gently curved center stairway with a wedding in mind. That didn't happen in his lifetime, but today many a bride has posed on that stairway. "We like to think Charlie's ghost is happy," said manager Don Mazur.

WEDDINGS AND other private parties are in the daytime. The restaurant is open for dinners only Tuesday-Sunday.

The restaurant's homey image is reflected in its menu too. Turkey and meatloaf are among the most popular items here — and no wonder. The turkey comes with homemade stuffing and the meatloaf is served with genuine mashed potatoes and gravy. The meatloaf, incidentally, packs a little kick — green and red pepper that adds a surprise zip to the entree.

The shitake mushroom soup holds a surprise also — pepper and Tabasco sauce that will light your fire. Actually, it's not too hot, just seasoned enough to add interest to what could be an average soup. The mushrooms, by the way, are grown by Romanik himself.

Wiley's spicy chicken, on the other hand, is designed to bring a tear to the eye. "A real meltdown" is how the menu describes this item. It "will strike the fire in your palate." Need we say more?

There are no surprises in the chicken and dumplings dish, just extremely tender chicken with vegetable and gravy and a dumpling sitting right in the middle. When was the last time you had dumplings — good dumplings? One taste of these and the memories will flood in.

FOR THOSE who don't have fond memories of home cooking, there are grilled items, hamburgers and daily specials such as the lake perch, swordfish with Dijon sauce, salmon and veal chops. The restaurant's own

Dijonnaise mustard sauce enlivens fresh fish dishes. We also recommend the mixed grill in which the shrimp, chicken, zucchini and carrots are chargrilled and brushed with a garlic-mustard glaze.

Broadening his menu, Romanik recently added "home" dishes from the corners of the world — such as pork tenderloin marinated Chinese-style and a Moroccan-style chicken with cilantro salsa. It seems there's something to suit everyone here.

One word about appetizers — plentiful. They're enough to make a meal. A half-slab of ribs is served, for instance. The onion nest — finely sliced onions that were lightly breaded and not the least bit greasy — easily fed four.

Though you may have to return a few hours later to have room for dessert, try the brownie. It's the smoothest, chocolatiest brownie around — well deserving of all the praise it has garnered. Top it with Guernsey's vanilla ice cream and Sander's hot fudge and you have a made-in-Michigan delight.

It's hard to say which is most interesting here — the menu or the house with all its neat touches, such as the bird house and doll houses in an upstairs dining room and the almost-complete border done in crayon. Quills double as window treatments and antique lamps and furni-

Please turn to Page 2

Halloween do-ahead: Try mostaccioli meal

Of all the holiday celebrations held throughout the year, Halloween is the one for which I am always the most organized.

Rather than wait until the last minute, I plan and shop ahead so as to avoid any last-minute disappointments. Now I must confess, this planning has nothing to do with costumes as the boys are old enough to do that on their own and, besides, they never like my ideas anyway. To be more specific, I'm referring to the "treat" part of this much-anticipated day which I, as the mother of this family, have taken upon myself to be in charge of.

Having stockpiled candy since mid-September, I have only had to replace one or two bags for those that somehow mysteriously disappeared. Hmm, now who could have eaten all that candy? In any event, we are ready for the onslaught of trick or treaters who will be knocking on our door in only two more days, and I hope you are ready, too.

This week's Winner Dinner was selected with the thought in mind that it would be a great menu to serve on Halloween. In addition to being delicious, everything on the menu can be made in advance, a real plus for what is always a fun but hectic evening.

SUBMITTED BY Joyce Temple of Canton, who has collected recipes for years, her menu for mostaccioli, herb sour cream bread, home-style salad dressing and cookie pudding parfait is "most-a" delicious. Mother of three children, Temple participates in an interdenominational Bible study group and teaches a Sunday school class as well. She also enjoys quilting, cross-stitching and craftwork and likes to go antiquing. With her two oldest children involved in the Plymouth-Canton Marching Band, she is on the Band Booster Board and volunteers her time to help support this competing band, currently ranked seventh in the nation. In two weeks, the band will host the state marching band championship. It hopes to hold onto its first-place title, which it has held for the last four out of five years. Having moved 13 times in the last



Joyce Temple serves mostaccioli with herb sour cream bread, tossed salad, home-style salad dressing and Halloween candy or cookie pudding parfait.

19 years of marriage, Temple is an expert on moving. She and her family like this area of the country, have made many friends and feel very involved. Thank you, Joyce Temple, for sending in your family's favorite recipes, and congratulations on being this week's Winner Dinner Winner. I wish you and your family all the best and hope that the marching band does well in the upcoming competition. Until next week, here's hoping

that your children bring home lots of candy and, most importantly, that they share some with you. Happy Halloween.

Submit your recipes, to be considered for publication in this column or elsewhere, to: Winner Dinner, P.O. Box 3503, Birmingham 48012. All submissions become the property of the publisher. Each week's winner receives an apron with the words Winner Dinner Winner on it.

Observer & Eccentric Winner Dinner

Recipes

MOSTACCIOLI

An easy-to-make one-dish dinner, this recipe serves 6 and can be made ahead and frozen.

- 1 pound ground beef
- 1/2 cup green pepper, chopped
- 1/2 cup onion, chopped
- 2 cups tomatoes, 16-ounce size
- 1 can tomato paste, 6-ounce size
- 1/4 cup water
- Grated parmesan cheese
- 1 bay leaf
- 1/2 teaspoon salt
- 1/2 teaspoon pepper
- 4 cups cooked mostaccioli (8 ounces uncooked)
- 1/2 pound Velveeta cheese

Brown meat slowly. Add green pepper and onion and cook until tender. Stir in tomatoes, tomato paste, water and seasonings. Allow to simmer 15 minutes and remove bay leaf.

Layer noodles, meat sauce and Velveeta chunks in a 2-quart casserole. Repeat layers 2 or 3 times. Top with grated Parmesan cheese. Bake at 350 degrees for 35 minutes. Serves 6.

HERB SOUR CREAM BREAD

- 4 1/2 cups flour, divided
- 1/2 cup sugar
- 1 teaspoon salt
- 1/2 teaspoon marjoram leaves
- 1/2 teaspoon oregano leaves
- 1/2 teaspoon thyme leaves
- 2 packages fast-rising yeast
- 1 cup sour cream
- 1/2 cup water
- 6 tablespoons margarine
- 2 eggs, at room temperature

Set aside 1 cup of flour. In a large bowl, mix remaining flour, sugar,

salt, marjoram, oregano, thyme and yeast. In microwave, heat sour cream, water and margarine to 125-130 degrees. Stir into dry ingredients. Mix in eggs. Mix in only enough reserved flour to make stiff batter; cover and let rest 10 minutes. Stir batter down; turn into 2 greased 1-quart casseroles. Cover and let rise in warm, draft-free place until doubled in size, about 30-40 minutes. Bake at 375 degrees for 25 minutes. Remove from casseroles; cool on wire racks. Makes two loaves.

HOME-STYLE SALAD DRESSING

- 2 teaspoons fresh or instant minced onion
- 1/2 teaspoon garlic powder
- 1 tablespoon parsley flakes
- 1/2 teaspoon salt
- 1 cup mayonnaise
- 1 cup buttermilk (or use 1 tablespoon vinegar plus enough milk to make 1 cup)

Combine all ingredients and stir until well-blended. Chill before serving over mixed greens of your choice. Makes 2 cups.

COOKIE PUDDING PARFAIT

- 1 small package instant chocolate pudding
- 2 cups milk
- 5 Chips Ahoy cookies
- 1/2 cup CoolWhip, thawed

Prepare pudding as directed on package, using the 2 cups of milk. Break cookies into small pieces and mix with the CoolWhip. Divide 1 cup of the pudding between 4 dessert dishes. Place 1/4 of the CoolWhip/cookie mixture on top of the pudding in each dish. Top with the remaining pudding. Chill 30 minutes. Makes 4 servings.

Shopping List

- 1 pound ground beef
- 1 green pepper
- 1 onion
- 16-ounce can tomatoes
- 6-ounce can tomato paste
- Grated Parmesan cheese
- 8 ounces uncooked mostaccioli
- 1/2 pound box Velveeta Cheese
- Flour
- Sugar
- Salt
- Pepper
- 1 bay leaf
- Marjoram
- Oregano
- Thyme
- Garlic powder
- Fresh or dried parsley
- Minced onions
- 2 packages fast-rising yeast
- Margarine
- 2 eggs
- Sour cream
- Mayonnaise
- Buttermilk
- Milk
- CoolWhip
- 1 small package instant chocolate pudding
- Chips Ahoy cookies

Notes

Cookbook highlights foods from East Coast region

AP — There just is no thinking of the Chesapeake Bay without thinking of crabs. Unless you think of oysters.

There are plenty of other foods typical of this East Coast region — cole slaw, stewed tomatoes, baked fish, ham, rabbit, black walnuts — but it is the crabs and oysters that are so alluring to the diner and to anyone fascinated with a way of life that has become endangered.

Soft-shells and boiled crabs, crab imperial. Raw oysters and oysters roasted over an open fire, scalloped oysters, oyster stew, oyster stuffing.

These are the gems of the Chesapeake.

All of these are in "The Chesapeake Cookbook," (Clarkson N. Potter, New York, \$30), along with much more. More than 150 recipes take the cook from the first settlers of Maryland, Virginia and Delaware to today's innovative dishes.

THE LAND AND water have provided residents from pre-colonial times to the present with an abundance of provender, both cultivated and wild, say authors Susan Belsing and Carolyn Dille

Recipes in the cookbook are divided into two sections.

First is a series of menus for Chesapeake-style feasts, a crab feast topped off with a skillet peach cake, warm goose salad and oyster chowder for a holiday dinner and Joyce's vinegared ham for a hunt breakfast.

The second is organized traditionally, by course. The authors say Chesapeake cooking is based on three tenets — Respect for local ingredients; close observation of the matter at hand, whether it be bread or goose, and a regard for the taste of things themselves.

Among the recipes in the section are pickled oysters, cornmeal waffles, soft-shell clam chowder, crab cakes, smoked bluefish and rabbit fricassee.

THE DISHES ARE influenced by immigrants from Germany, Italy, Poland, Africa and other places.

CRAB IMPERIAL

- 1 1/2 pounds backfin crabmeat
- 2 tablespoons minced sweet green pepper
- 2 tablespoons grated onion
- 2 tablespoons unsalted butter
- 2 tablespoons chopped parsley

- 1 tablespoon dry sherry
- Dash of cayenne
- 1/2 cup heavy cream
- Salt and freshly ground black pepper
- 1/2 cup fine dry breadcrumbs
- 3 tablespoons unsalted butter

Pick the crab carefully to remove the cartilage. Keep the meat in as large pieces as possible. Soften the green pepper and onion in the 2 tablespoons butter for a few minutes. Mix the crab, softened vegetables, parsley, sherry, cayenne and cream. Season lightly with salt and pepper.

Just before serving, preheat the oven to 450 degrees. Fry the breadcrumbs in the remaining 3 tablespoons butter over medium-high heat for 1 minute or so.

Butter 6 to 8 cleaned crab or scallop shells, or ceramic baking shells. You may also use a 1-quart baking dish that can withstand very high heat. Mound the crab mixture in the shells. Sprinkle the breadcrumbs over the crab. Bake for about 10 minutes, until the crab is bubbling and golden brown. Serve hot. Makes 6 to 8 servings.

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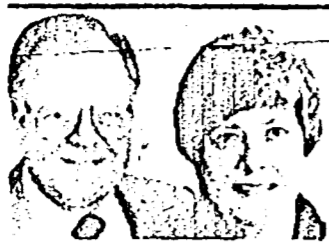
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Good values from Cru de Coudelet in Rhone

Midway between Avignon and Orange on the Rhone River's left bank, Chateaufort-du-Pape's approximate 7,500 acres produce some of the Southern Rhone's best red wines.

The appellation draws its name from the ruins of a castle built during the 14th century Babylonian Captivity when the popes were French and Avignon was the papal seat. Building the "new castle," a planned summer residence, was started by Pope Clement V, wine aficionado and former bishop of Bordeaux, where Chateau Pape-Clement still honors his memory.

The Chateau de Beaucastel estate, one of Chateaufort-du-Pape's finest, is managed by Francois Perrin. It is



focus on wine
Eleanor and Ray Heald

acknowledged that the Chateaufort-du-Pape produced from the Beaucastel estate is the flagship of the Perrin's line.

Cru de Coudelet comes from an extension of the Beaucastel vineyard on the east side of the two-lane Route Nationale No. 7, which divides Chateaufort-du-Pape from the Cotes du Rhone. It is made from identical

grape varieties and vinified in exactly the same manner at the Beaucastel property.

CRU DE COUDELET offers a superior buy to the knowledgeable consumer. Because of its Cotes du Rhone appellation, it does not command the same price as Beaucastel Chateaufort-du-Pape, grown a stone's throw across the road.

After graduation from the enology school at the University of Dijon, Francois' brother, Jean-Pierre Perrin, founded the negociant firm of La Vieille Ferme and set out to produce inexpensive, well-made Rhone wines to sell by direct mail to French enophiles.

This idea grew with the years and today Jean-Pierre has received acclaim for the value-priced Rhone wines shipped to the United States.

With 100,000 cases exported to the United States annually, La Vieille Ferme is the largest-selling Rhone wine brand in this country.

As a negociant, Jean-Pierre is adept at selecting proper fruit and well-made young wines for blending to make consistent quality wines regardless of the vintage characteristics. He has achieved this, and the La Vieille Ferme wines exhibit fresh fruitiness and charming appeal at a modest price.

"The future of French wines lies in the Southern Rhone region," says Jean-Pierre. "Great Burgundy and Bordeaux wines can be purchased by the wealthy. They can afford to buy most anything. The great value wines come from the Rhone. My aim is to produce a big mouthful of wine for the money."

"IT'S EASY TO make and market a good wine. There are five essential ingredients: older vines pruned correctly, reduced crop load accomplished by bunch thinning after the crop sets, harvesting at proper grape maturity, sorting harvested grapes to insure that only the best are made into wine, and selling off any wine that is not up to standard for the label."

WINE SELECTION OF THE WEEK	WINE BULLETIN BOARD
We have tasted the current release of all the La Vieille Ferme wines. They are flavorful wines that represent a quality pour for the money. In the main, these wines are meant to be consumed, not cellared.	Support public radio station WDET by attending Festival Espanol from 5-8 p.m. Sunday, Nov. 4, at Too Chez Restaurant, 27155 Sheraton Drive, Novi. Chef Ed Janos will prepare the Spanish taste treats to accompany wines from the cellars of the Merchant of Vino. Cost is \$35 per person, with all proceeds going to WDET. Tickets available at all "Merchant" stores, Too Chez restaurant or by phoning 354-6505.
1989 Cotes du Luberon Blanc (\$6); 1988 Cotes du Rhone Blanc Reserve (\$8.50); 1988 Cotes du Ventoux Rouge (\$8); and 1988 Cotes du Rhone Reserve (\$8.50).	

The wines of La Vieille Ferme come principally from the Cotes du Rhone region, a 140-mile extension of sun-drenched cliffs along the Rhone River valley from Lyon to Avignon. As the river flows south, the red wines, in particular, become meaty, big, rich, robust, and structured to match the hearty food of the region.

cooking calendar

O LABEL LINGO

Learning to read food labels is the topic of "Label Lingo," a program at 10 a.m. Monday, Nov. 5, and 6:30 p.m. Monday, Nov. 12, at Weight Watchers Center at Bloomfield Towne Square, 2141 S. Telegraph Road, in Bloomfield Hills.

The free program is open to the public. There will be an explanation of the percentage of fat in favorite foods, as well as defining food labels such as "light," "lite" and "low cholesterol."

For information call Weight Watchers, 1-800-487-4777.

new products

O CAFE STRADA

The brew Cafe Strada, which contains 100 percent Arabica beans, has been added to the gourmet shelves of Hudson's Marketplace in metropolitan Detroit.

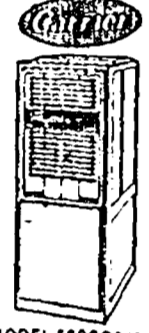
This premium coffee is hand-roasted in small batches; screened for large, uniform sizing; computer-sorted for color, weight, hardness

and moisture content, and darker roasted.

Five flavors are available: Colombia Supremo, Zimbabwe, Sumatra Lintang, Premium Blend and Premium Decaffeinated Blend. Twelve-ounce bags sell for \$12.50-\$13.50.

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1. Take a deep breath. And another. Then remember you are the adult . . .
2. Close your eyes and imagine you're hearing what your child is about to hear.
3. Press your lips together and count to 10. Or better yet, to 20.
4. Put your child in a time-out chair. (Remember the rule: one time-out minute for each year of age.)
5. Put yourself in a time-out chair. Think about why you are angry: is it your child, or is your child simply a convenient target for your anger?
6. Phone a friend.
7. If someone can watch the children, go outside and take a walk.
8. Take a hot bath or splash cold water on your face.
9. Hug a pillow.
10. Turn on some music. Maybe even sing along.
11. Pick up a pencil and write down as many helpful words as you can think of. Save the list.
12. Write for prevention information: National Committee for Prevention of Child Abuse, Box 2866L, Chicago, IL 60690.

THIS WINTER, THOUSANDS OF CHILDREN WILL BE STRICKEN WITH DIABETES. THE REAL TRAGEDY BEGINS WHEN THEY'RE TREATED FOR THE FLU.

During flu season thousands of children are stricken with insulin-dependent diabetes. These children are usually between the ages of 5 and 16.

Unfortunately, many parents and emergency-room personnel often confuse the warning signs of diabetes with the flu. Or, in some cases, urinary tract infection.

The major warning signs for diabetes to watch out for are: frequent urination, excessive thirst, extreme hunger, dramatic weight loss, nausea and vomiting. As well as irritability, weakness and fatigue. Generally, these symptoms appear over a three or four-week period, but don't appear as suddenly as flu symptoms.

If the child is not treated immediately, his or her blood sugar can go out of control leading to what is called diabetic ketoacidosis. Which in turn can lead to diabetic coma. The warning signs for diabetic ketoacidosis include excessive urination, great thirst, stomach pain, nausea and vomiting, dehydration which can lead to dry lips and sunken eyes, rapid breathing, followed by sleepiness.

So this winter, do something to really protect your child during flu season. Learn the symptoms of diabetes.

A message from the American Diabetes Association. **A.**
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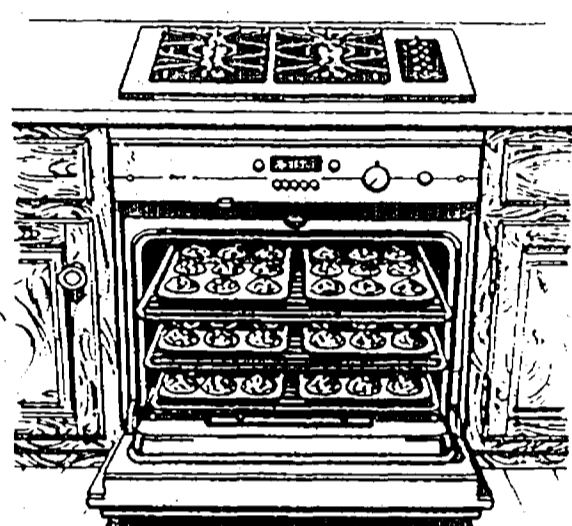
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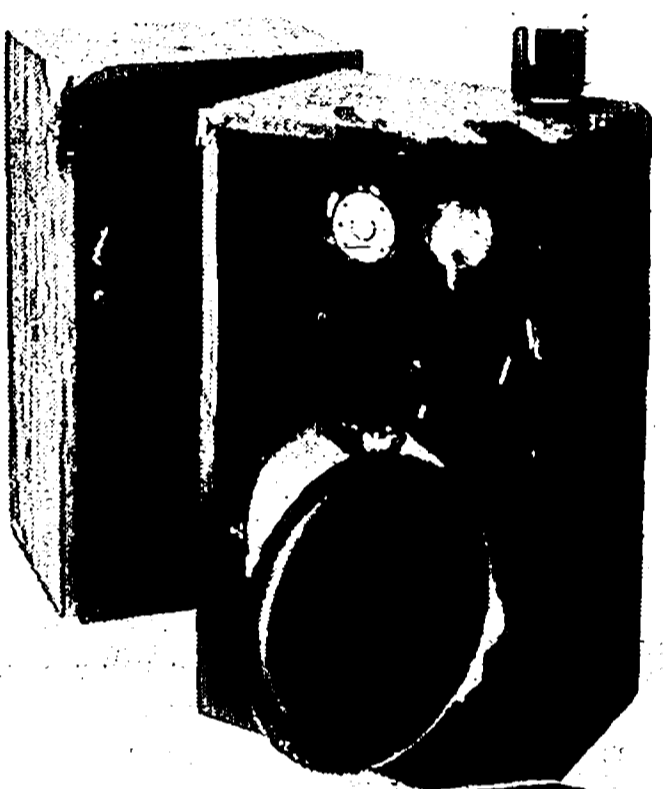
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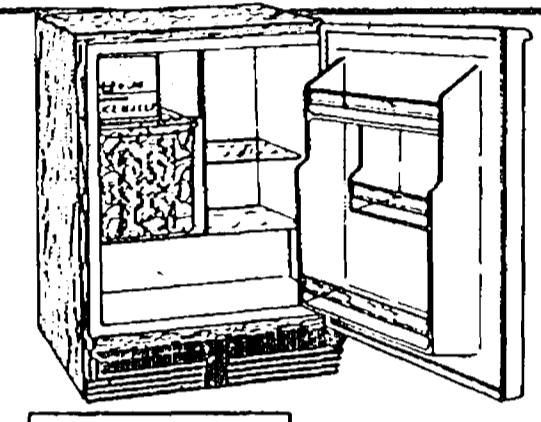
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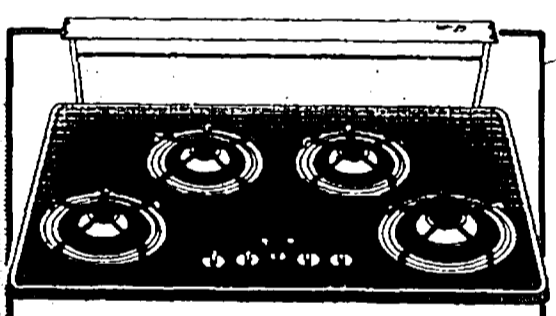
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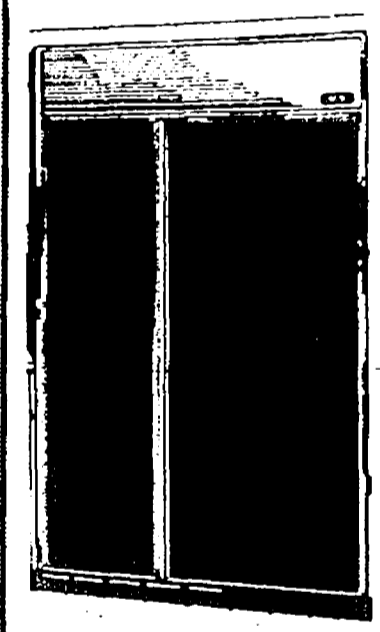


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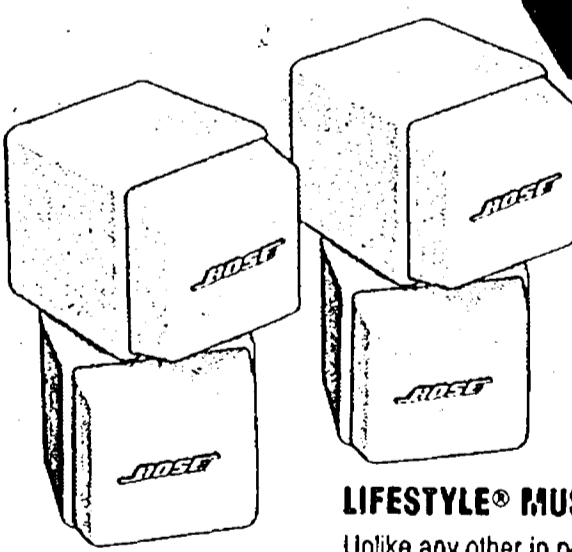
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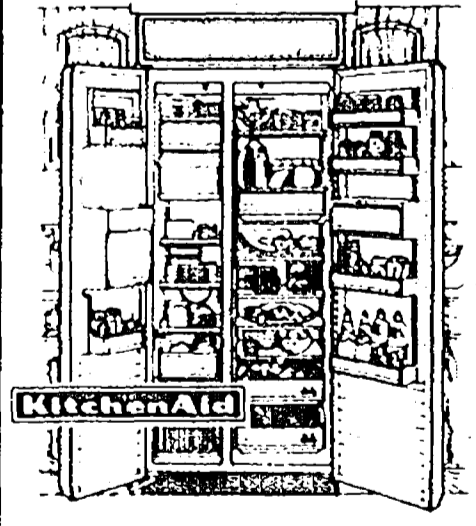
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S'craft chooses new legal counsel

By Janice Brunson
staff writer

In spite of strong objections by two trustees and the announced resignation of one, members of the Schoolcraft College Board appointed a Plymouth firm the college's legal representative in a 5-2 vote Wednesday.

Law, Hemming, Essad & Polyczyk was approved from a field of four firms, over objections by trustees Jack Kirksey and Harry Greenleaf who supported the larger firm of Plunkett & Cooney of Detroit.

Kirksey, who serves as board treasurer, announced his resignation effective March 29, 1991. The announcement came prior to the vote because "I have little doubt how the vote will go, and I don't want it seen as, 'it didn't go my way.'"

Board vice-president Jeanne Stempien moved to approve Law, Hemming, Essad & Polyczyk. "I feel strongly about a local firm and I feel the qualifications are there," she said.

Board president Mary Breen and trustees Wendell Smith, Michael Burley and Thaddeus McCotter, a law clerk for the competing firm of Brashear, Tangora and Spence of Livonia, supported Stempien's move.

In comments prior to the vote, Burley said he considered size and local ties of the Plymouth firm.

Smith said he also considered size, local ties and the firm's former experience in educational matters.

"I DON'T FEEL we have had a positive experience dealing with the second largest firm in Detroit," Kirksey said, referring to Schoolcraft's legal representative for 20 years, Canfield, Paddock and Stone of Detroit. The firm was also under consideration Wednesday.

"But to paint all large firms with one brush is not a logical conclusion," he added, because a large firm like Plunkett & Cooney has more resources and is better able to provide services at lower fees. "We should not pre-judge ourselves."

Kirksey also expressed "regret" with board procedures in securing new legal representation. "It took us

a year to get to this point. We reluctantly entered into the process." At an Oct. 17 meeting, each firm was granted a half-hour interview with trustees.

Based on the interviews, Greenleaf said that while he favored local firms, the "strength, diversity and depth of experience" displayed by Plunkett & Cooney convinced him to support the firm.

In response to Kirksey's and Greenleaf's comments, Stempien said, "The firm I nominated does municipal work extensively, work with colleges. There is a depth of experience. Based on that experience, this firm is qualified."

Kirksey asked that McCotter refrain from voting because he is em-

ployed by the one of the four competing firms.

"THERE IS NO conflict. I have nothing to gain," McCotter said, adding he intended to support the Plymouth firm over his Livonia employer.

Other trustees concurred. "If there is no personal compensation, I see no conflict," Burley said.

Representatives of each firm was present Wednesday. Breen thanked each for their earlier presentations.

Law, Hemming, Essad & Polyczyk is expected to assume legal duties "as soon as feasibly possible," according to Schoolcraft spokeswoman Sandra Florek. Concern about legal representation during earlier land development negotiations led trustees to consider new representation, she added.

Unions back Metro Airport bond issue

In a joint meeting Wednesday, leaders of the AFL-CIO and the Trades Council pledged support of a request by Wayne County to sell \$100 million in bonds for improvements at Detroit Metropolitan Wayne County Airport.

The issue will appear on the Nov. 6 ballot.

The Metro Detroit AFL-CIO supports the bond sale, president Ed Scribner said, because it believes the economic future of southeast Michigan hinges on airport expansion.

"No single operation has such

enormous impact on the entire region as the airport. And in a slumping economy on the verge of recession, I think gainful employment should be at the top of everybody's wish list," Scribner said.

"A lot of people are talking about quality-of-life issues concerning the airport. But you can't approach a quality of life without a job," Scribner said.

The Metro Detroit AFL-CIO has 400 local affiliate unions with over 340,000 members in Wayne, Oakland and Macomb counties.

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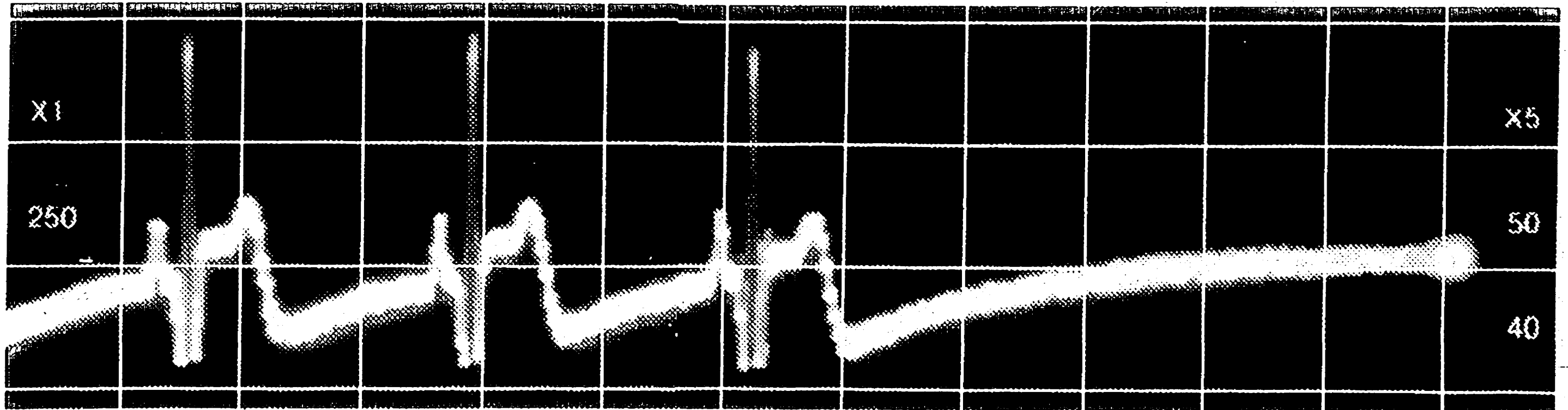
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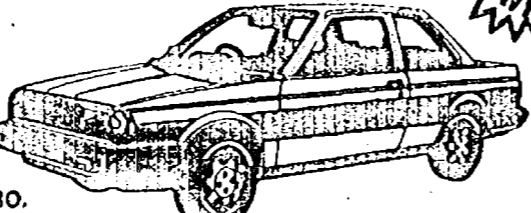
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STREET SCENE

Inside **S**

Problems, problems . . .

Is the puppy's potty training going badly? Does Fido feign deafness when giving a command? Do you feel your life is being drowned in pet problems? Barbara Bocci has a few answers. Sound interesting? Then see Page 6D.

The Observer & Eccentric® Newspapers

Monday, October 29, 1990 O&E

★ 10



Jukeboxes bring back the sounds of the past

By John Monaghan
special writer

When the neon lights are shining and the mirrored ball is turning in Ed Blain's showroom, you may think you've stepped into jukebox heaven. A nickel or a dime is all you need to fire up Glenn Miller or The Supremes.

But walking away with a jukebox for your own home requires a bit more capital.

Blain, Detroit's king of jukeboxes, has been tracking down, restoring and selling vintage jukeboxes for 20 years. He began his career in a Pontiac flea market and now works exclusively out of several storefronts on Gratiot Avenue near Six Mile in Detroit.

Over the years, he has restored close to 2,000 jukeboxes, servicing restaurants, homes and even customers as far away as Berlin, Germany. According to Blain, more than half of his sales are to people in Oakland County suburbs like Rochester, Birmingham and the Bloomfields.

"My wife and I went to this place looking for an inexpensive newer model machine," said Gus Doerfler, a paper sales manager from Rochester. "But then we saw this and knew we had to have it."

A metallic clank echoes at the bottom of the coin box of his circa 1950 Rockola Rocket, settling into motion one of 25 record selections, visibly spinning through a window in the front.

THE CENTER piece of Doerfler's basement rec room, it is surrounded by a black-and-white tile floor, a soda counter and pictures of Elvis and James Dean.

For him, the jukebox recalls his childhood.

"We used to go to a pizza place about as big as this room and, of course, it had a jukebox," he said.

A similar sense of nostalgia got Blain into the business.

"When I was a teenager, my mother had this restaurant with a big wooden jukebox in it," he recalled. "I wanted to find one just like it. By the time I had found it about eight years ago, and just a mile away from here, I already had hundreds of machines."

With his slick black hair and gravelly, tough-guy voice, Blain, 65, is a perfect complement to the machines he sells. He estimates that he has 800 machines in

'When I was a teenager, my mother had this restaurant with a big wooden jukebox in it.'

— Ed Blain

his 18,000 square feet of storefront and warehouse space.

Pointing to one of 50 machines that line his paneled showroom, Blain conducts a brief history of jukebox styling.

"The value of a machine doesn't depend on how old its is," he said, explaining why the '30s models, similar in design to an old radio cabinet, can be obtained for considerably less than the neon and chrome gems from the 1940s and early '50s.

PERHAPS THE best known of these is the Wurlitzer 1015 of 1946. The crowning achievement of famed designer Paul Fuller, this bullet-shaped steeple of wood houses glass colored by green, blue and red flashing neon. An electrically operated bubble device runs up tubes along the sides.

Jazz guitarist Earl Klugh bought one for his home in Bloomfield Township and stocked it with 78 RPM recordings of Count Basie, Duke Ellington and other jazz greats.

"There's something intangible about the sound," he said. "It's certainly more fun than playing your stereo. As a musician, I appreciate that unique, bassy sound."

Perhaps the last great jukebox design was 1981's AMI Continental, a futuristic bubble-topped model with aquamarine accents. Hotel manager Bill Kirkhuff has one in his Art Deco-style basement in Birmingham. He's got it filled with everything from Patsy Kline's "Crazy" to the Pet Shop Boys' "Opportunities."

"I originally bought it as an investment, but it's grown into something more," he said.

Unlike earlier models, the '60s and '70s machines no longer allowed the player to see the record selections spinning.

Please turn to Page 6



JIM RIDER/staff photographer

A circa 1950 Rockola Rocket is the center piece of the basement rec room of Gus and Ellen Doerfler of Rochester.



Flanked by some of his merchandise, Ed Blain leans on a Seeburg M-100-A, the first 100-play jukebox manufactured in December 1948.

JIM JAGDFELD/staff photographer

MOVING PICTURES



Big Daddy Kane and musician, arranger, composer and producer Quincy Jones study and arrangement during a moment in Warner Bros.' "Listen Up: The Lives of Quincy Jones."

'White Palace:' Hollywood cooks up a romantic tale

Can a polite, upward mobile, successful professional fellow find love and happiness with an older woman who sells hamburgers at "The White Palace" (A, R, 100 minutes)?

You betcha, friends, anything is possible in this mad world of ours, particularly when Hollywood tells the story.

Max Baron (James Spader) is a conventional young man whose wife, Jane, was killed in an auto crash two years ago. Aside from his work, he's reclusive and still mourns her despite the efforts of his mother and friends to fix him up with all the eligible young ladies in St. Louis.

A few missing hamburgers lead to a confrontation between Max and Nora Baker (Susan Sarandon), a waitress at The White Palace, the local hamburger joint which is much more like the White Tower than the Ritz to which Max is accustomed.

Despite the argument over greasy beef, Max and Nora quickly find themselves enjoying her bed in a one-night stand that is both erotic and humorous as well as extremely satisfying for both of them. Quite unex-

Grading the movies

A+	Top marks - sure to please
A	Close behind - excellent
A-	Still in running for top honors
B+	Pretty good stuff, not perfect
B	Good
B-	Good but notable deficiencies
C+	Just a cut above average
C	Mediocre
C-	Not so hot and slipping fast
D+	The very best of the poor stuff
D	Poor
D-	It doesn't get much worse
F	Truly awful
Z	Reserved for the colossal bad
*	No advanced screening

pectedly, however, Max returns for more and more and more.

What began as a drunken quickie evolves into a serious relationship complicated by Max's upper-middle class Jewish background and Nora's wrong-side-of-the-tracks Christianity.

This may all sound rather trite, but superb performances by the entire cast, an appropriate musical track and disciplined direction of an excellent script equal a fine production which has a lot to say about obsession, social roles and the ways in which people torment themselves and one another.

WITH THE exception of the Leads and Eileen Brennan as Nora's sister, Judy, a clairvoyant, the cast is largely unknown but far from unaccomplished. Their long lists of credits reflect considerable experience — and it shows in the strongly realistic appearances they make.

Often film characters, however interesting, appear unreal. Not so in "The White Palace" where all have a

Please turn to Page 4

ALTERNATIVE VIEWING

'Woman' is a Soviet treat

By John Monaghan
special writer

A good man is hard to find. For Klavdia, the 43-year-old seamstress heroine of "Lonely Woman Seeks Life Companion," the statement couldn't be more true. Tired of clattering around her apartment, she posts signs throughout Moscow, advertising for love.

Her first respondent is no Prince Charming, but an alcoholic ex-circus performer named Valentin who shows up on her doorstep. Even though she bops him on the head and throws him out, he's persistent, and a relationship slowly develops.

Made in 1987 at the dawn of

glasnost, "Lonely Woman Seeks Life Companion" is a charming, intimate comedy that proves that shortages of love know no boundaries. It plays Friday at the Detroit Film Theatre.

Even after Klavdia and Valentin get closer, society frowns upon the relationship. Friends say she can "do better" and call Valentin "a social parasite."

She starts to have doubts also. "I don't know what to save any more," she cries. "I need to be saved."

Then she considers the alternatives. A sort of Communist scout troop called the Young Pioneers decides to take the lonely woman under its wing. In one touching and fun-

ny moment, the squeaky clean Pioneers even serenade her.

At the core of the film is Irina Kupchenko's performance. She captured the best-actress prize at last year's Montreal Film Festival for her portrayal of a prim, well-dressed woman with a good job and a large apartment in overcrowded Moscow.

"Lonely Woman" predates and also compliments "Little Vera" (1989), the equally insightful look at a restless teenager in a small Soviet industrial town. Both characters could easily exist in Western cities.

"I sensed that people had a great curiosity about the daily lives of or-

Please turn to Page 4

SCREEN SCENE

DETROIT FILM THEATRE, 5200 Woodward Ave., Detroit. Call 833-2323 for information.

"Lonely Woman Seeks Life Companion" (USSR — 1988), 7 and 9:30 p.m. Nov. 2. A gentle Soviet comedy about a 42-year-old Kiev seamstress who posts notices around town to meet single men. (\$4/auditorium)

"Going Places" (France — 1974), 7 and 9:30 p.m. Nov. 3. The fully restored version of Bertrand Blier's unnering comedy about a pair of overage juvenile delinquents committing a series of crimes. An early, remarkable performance for Gerard Depardieu. Also starring Miou-Miou, Isabelle Huppert and Jean Moreau. (\$4/auditorium)

"Man of Marble" (Poland — 1977), 3 and 7 p.m. Nov. 4. Andrzej Wajda's

memorable account of a young bricklayer who is elevated to stardom by the 1950s government in Poland. (\$4/auditorium)

"Leaves from Satan's Book" (Denmark — 1920), 1 p.m. Nov. 1-2 and 5 p.m. Nov. 3. Director Carl Dreyer adapted Karl Franzo's "Sorrows of Satan" for the screen in a story which traces the weakness of the human condition. Satan links the betrayers of Christ, Marie Antoinette, among others. Kicking off a tribute to the great Dutch director. (\$2.50/recital hall; Nov. 3 performance will be in the auditorium)

DETROIT SCIENCE CENTER, 5020 John R, Detroit. Call 577-8400 for information. (\$5 adult admission, \$2-4 children)

"To the Limit" (USA — 1990), through April 1991. The latest big-screen Omnimax film combines amazing footage of a mountain climber, skier and ballet dancer with the inner workings of the human body.

HENRY FORD CENTENNIAL LIBRARY, 13671 Michigan, Dearborn, 942-2330. (Free)

"Gertrude Stein: When This You See, Remember Me." (1971), 7 p.m. Oct. 29. Author Gertrude Stein candidly speaks of her life and works in Paris during the first quarter of the century.

LIVONIA MALL, Seven Mile at

Please turn to Page 4

VIDEO VIEWING

By Dan Greenberg
special writer

Depicting the horrors of the Holocaust or of any other genocidal tragedy is a difficult task. How can the unspeakable be spoken or shown? Is it possible to represent visually atrocities that the mind cannot comprehend?

The best efforts in this regard focus their energies on the calamities visited upon a few individuals. One man who has suffered and stands as a symbol for millions is a

character to whom all viewers can relate.

"Murderers Among Us: The Simon Wiesenthal Story" (1989, color, 157 minutes), to be released Wednesday by HBO, is a docu-drama recounting Wiesenthal's (Ben Kingsley) search for justice following his May 1945 liberation from the Mauthausen concentration camp.

The film chronicles Wiesenthal's story from that time as he began working with the U.S. Army War Crimes Investigating Division, his

founding of his now-famous Documentation Center in Vienna and his devotion to tracking down Nazi war criminals and seeing that they are tried for the atrocities they had committed.

A valid film about the Holocaust must avoid trivializing characters by giving them a commercial, Hollywood-like appeal.

What this film does quite successfully is show us people in hell, and the devils that put them there for no good reason.

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STREET CRACKS

Goich's goal: TV stardom

By Loraine McClellan
staff writer

HER GOAL IS to star in a TV situation comedy and she's climbing up that ladder by way of the local comedy clubs.

"That's how it's done. Bill Cosby did it that way along with dozens of others," said Lisa Goich, while trying to laugh about the cold she has. "Some climbs are harder and take longer than others, but the (comedy) clubs are where the TV talent agents come to look."

"They're there looking for the next Roseann, so that's where you've got to be."

Goich was born and raised in Warren. Single, she lives with her parents and uses her life "as a single girl trying to save enough money to buy my own house" as the basis for her after-hours life as a stand-up comedienne.

"I write all of my own stuff," she said. "It's all stuff from real life. That's what I know and that's what I write about."

"Married women can relate to it and so can men. It's become like a signature."

And what does Goich have to say about her life?

"I TALK ABOUT what a drag my life is, she said. "I'm so lonely I don't have anybody to see 'Ghost' with and everybody tells me that's not a movie to see by yourself. When I say something like that everybody in the club gets single-oriented with me."

Goich gets her highs from making people laugh, or if not laugh, then second best, making them feel better than before.

"I've had people come up to me after the show and say 'thanks for making my day better,'" she said. "People who are in the middle of a divorce — or a bad affair — have told me that they were able to forget it for at least for a couple of hours."

"I do a bit about Pop Rocks (can-



For Lisa Goich, doing the club shows gives her immediate feedback. People come to laugh and "that's what we do," she says.

dy) in the show and sent a pack to a friend who was having a rough time of it. She remembered the show and it gave her a pick-me-up.

"Even doing something that small to make somebody feel better makes me feel better."

A graduate of Cousino High School in Warren and Central Michigan University where she majored in journalism, Goich uses the same philosophy in her 40-hour a week job as a copy writer for Bruce & Chato, an advertising agency in Bloomfield Hills.

"I do the funny, the cute, the humorous copy, at least I hope they're funny, cute and humorous," she said.

BELLE TIRE, Thornapple Valley, Vernors and Fretter Super Stores have been exposed to some of her recent efforts at being funny, cute and humorous.

'I write all of my own stuff. It's all stuff from real life. That's what I know and that's what I write about.'

— Lisa Goich

"Doing the club shows gives me immediate feedback, she said. "People come to laugh and that's what we do."

Her biggest successes with the most fun crowds has been in the Looney Bin, she said.

Her favorite comedienne is Paula Poundstone who she watched every time she played in Chaplin's and is now climbing up that comedy ladder while living in Los Angeles.

COMEDY CLUBS

Here are listings of some comedy clubs in our area. To let us know who is appearing at your club, send information to: Comedy Listings, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150.

CHAPLIN'S EAST

Bert Challis will perform Wednesday-Saturday, Oct. 31-Nov. 3, at Chaplin's East, 34244 Groesbeck, Fraser. Show times are 8:30 p.m. Wednesday and Thursday, 8:30 and 10:30 p.m. Friday and Saturday. For information, call 792-1902.

CHAPLIN'S WEST

Susan Smith and Glitter will perform Tuesday-Saturday, Oct. 30-Nov. 3, at Chaplin's West, 16890 Telegraph, south of Six Mile, Detroit. Show times are 8:30 p.m. Tuesday-Thursday, 8 and 10:30 p.m. Friday and Saturday. For information, call 533-8866.

CHAPLIN'S PLYMOUTH

Don Hepper will perform with Wednesday-Saturday, Oct. 31-Nov. 3, at Chaplin's Plymouth, at the Radisson, 14707 Northville Road, Plymouth. Show times are 8:30 p.m. Wednesday and Thursday, 8:30 and 10:30 p.m. Friday and Saturday. For reservations, call 454-4680.

MAINSTREET

Malone & Nootcheez will perform Thursday-Saturday, Nov. 1-3, at MainStreet Comedy Showcase, 314 E. Liberty, Ann Arbor. Show times are 8:30 and 11 p.m. Friday and 7, 9 and 11 p.m. Saturday. For information, call 996-9080. The duo will also perform 8:30 p.m. Thursday, op

BEA'S COMEDY KITCHEN

Mike Bonner will perform along with Tommy Chun and Downtown Tony Brown Friday-Saturday, Nov. 2-3, at Bea's Comedy Kitchen, 541 Larned, Detroit. Show times are 9 and 11 p.m. For information, call 961-2581.

COMEDY CASTLE

Mike Ridley will perform Tuesday and Wednesday, Oct. 30-31, and Flins Henderson will perform Thursday through Saturday, Nov. 1-3, at the Comedy Castle, 269 E. Fourth, Royal Oak. Show time is 7 p.m. Tuesday-Thursday and 8:30 and 11 p.m. Friday and Saturday. For reservations, call 542-9900.

JOEY'S LIVONIA

Norm Stulz will perform Wednesday-Saturday, Oct. 31-Nov. 3, at Joey's Comedy Club, Plymouth Road, between Wayne and Levan roads, Livonia. Show times are 9 p.m. Wednesday, Thursday and Friday and 8:30 and 10:30 p.m. Saturday. For information, call 261-0555.



Gerry Grossman will bring his brand of humor to Miss Kitty's Comedy Club in Oxford Thursday through Saturday.

JOEY'S ALLEN PARK

Steve Gates will perform Wednesday-Saturday, Oct. 31-Nov. 3, at Joey's Comedy Club and Sports Emporium, 15246 Southfield Road, Allen Park. Show times are 8:30 p.m. Wednesday and Thursday and 8 and 10:30 p.m. Friday and Saturday. For information, call 382-7041.

JOEY'S AT THE ROXY

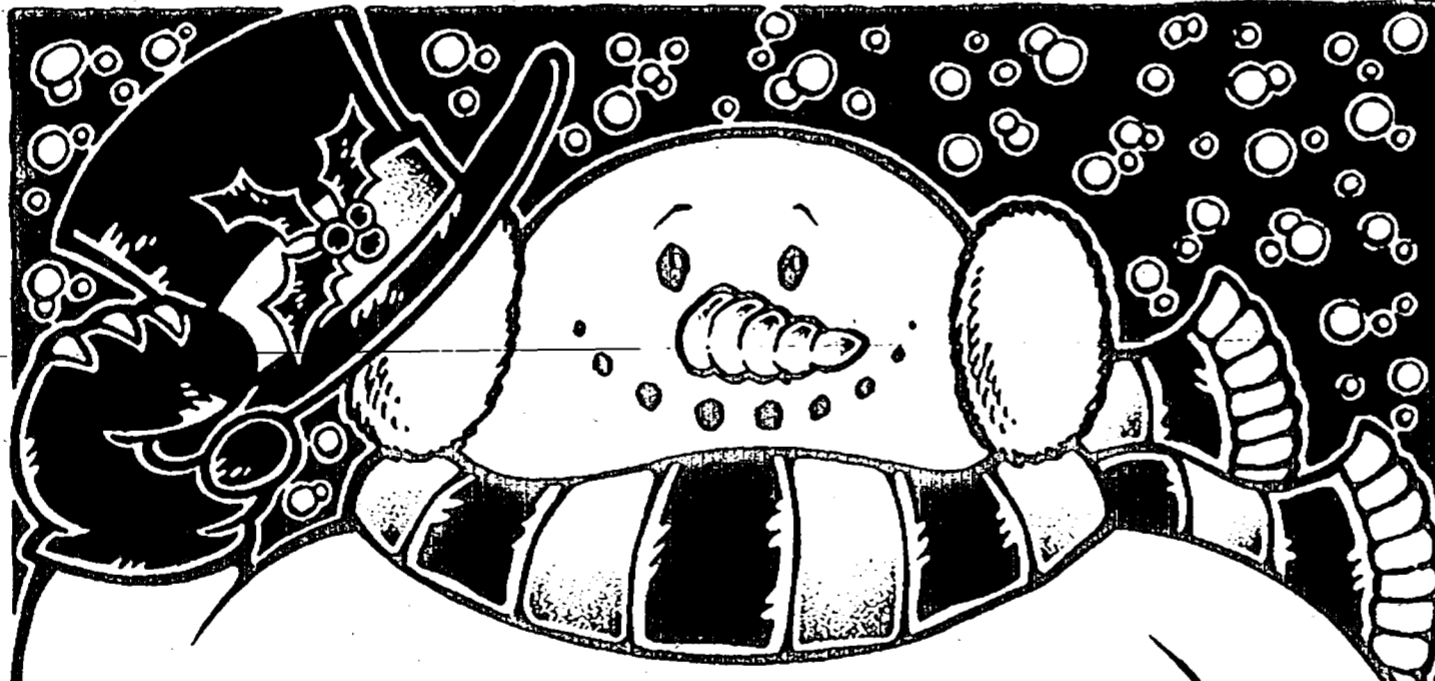
Tim Butterfield will perform Wednesday-Saturday, Oct. 31-Nov. 3, at Joey's Comedy Club at the Roxy, 11175 Haggerty Road, Belleville. Show times are 9 p.m. Thursday and 8:30 and 10:45 p.m. Friday-Saturday. For information, call 699-1829.

HOLLY HOTEL

Peter Berman will perform with Ken Brown and Troy Gundy Thursday-Saturday, Nov. 1-3, at the Holly Hotel, 110 Battle Alley, Holly. Show times are 8:30 p.m. Thursday and 8:30 (no smoking show Friday only) and 10:30 p.m. Friday and Saturday. For information, call 634-1891.

DINING & ENTERTAINMENT

On the Town



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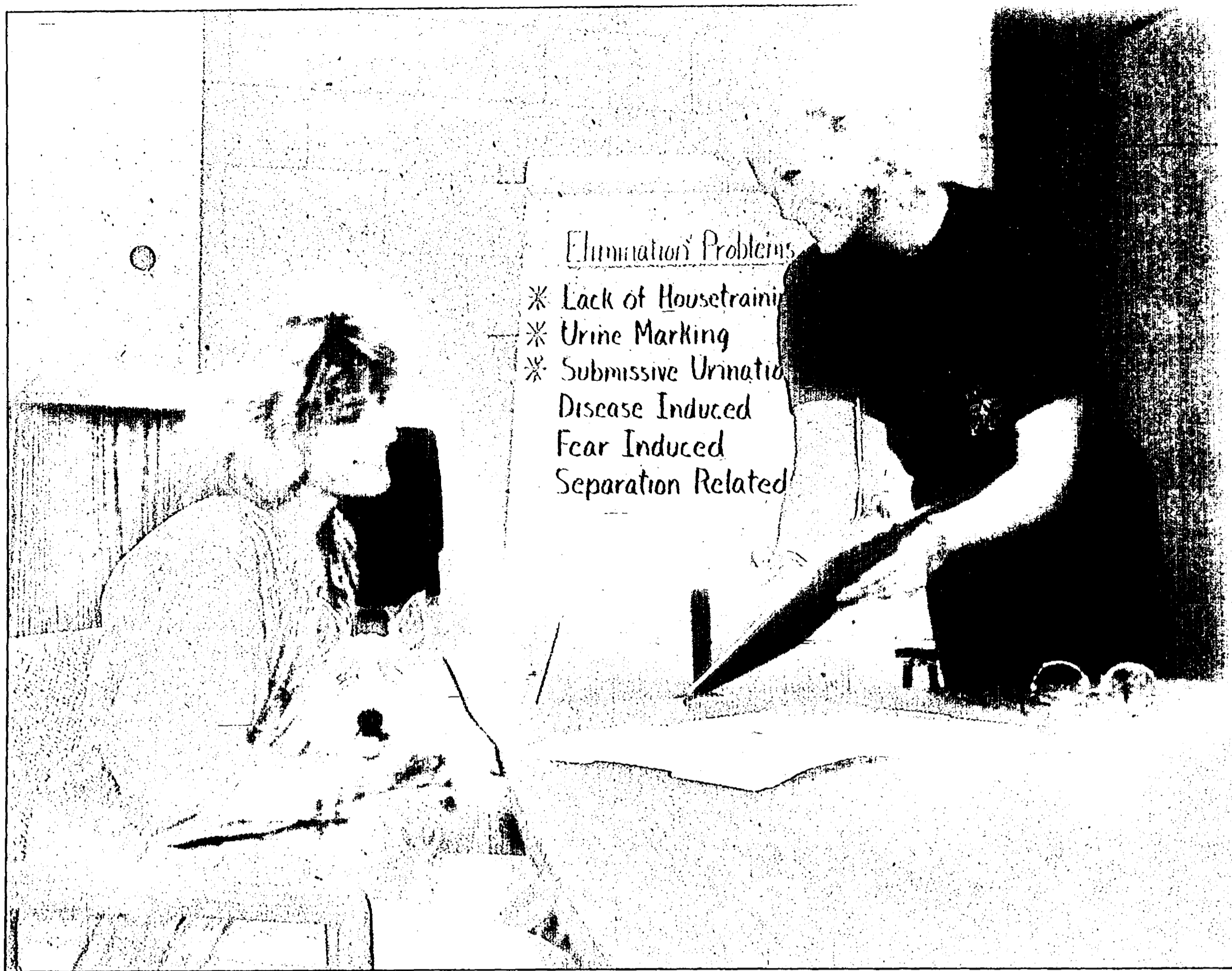
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photos by BILL HANSEN

Julie Graham of Royal Oak and Barbara Bocci are all smiles after successfully solving a soiling problem the former was having with her 4-month-old Highland terrier, Abby.

Putting problem pets in their places

By Joanne T. Sobczak
special writer

"I have potty trained three kids," said Julie Graham of Royal Oak in a breath of frustration over her unsuccessful attempt to train her fourth.

Graham has three children ages 10, 8 and 4, but it is her 4-month-old white Highland terrier, Abby, that was the problem "child."

A dozen pet owners as well as

Graham sat around a table one Wednesday evening at the Trainers Academy for Obedience and Behavioral Sciences in Madison Heights to learn and discuss why their dogs just can't control the urge to urinate wherever they want.

Barbara Bocci, owner and instructor, knows exactly how it feels to be driven mad by such pet problems. She has raised many dogs, and her dedication to these animals developed her present career.

"We must learn how dogs think rather than expect them to understand how we think," said Bocci at the beginning of the bi-monthly house soiling-chewing clinic, one of several services offered by the school. "These puppies come into a foreign environment when they come into our home. It's up to us to be the teachers."

She breaks down the problem — "However, it is perceived, what is desirable to humans may not be desirable to dogs. And what is often undesirable to humans is often very desirable to dogs. To them it feels absolutely wonderful to urinate and defecate on your dining room floor."

EVERYONE, including Graham, is laughing as Bocci adds: "It is desirable to them because it is out of their way and out of your sight and probably because you are a crazy person for yelling at them."

Bocci, whose academy has eight other locations and graduates 2,500 dogs annually, instructs the anguished owners about the crate training method which usually solves the problem in most cases. It reinforces appropriate behavior while preventing the undesirable.

Graham was already familiar with crate training but was following the instructions of a pet store salesperson. It worked for their now deceased cocker spaniel but not for Abby because she was also soiling in the crate.

According to Bocci, crates are not useful correction tools if the pet was bought from a pet store (where Abby was bought) or kennel because the animals have lived in

in cages. If the pup's first weeks were initially in a cage, the crate becomes nothing more than a similar environment.

Following Bocci's suggestions, the next evening Graham attached a six-foot leash to her waist with Abby at the other end of it. Together they spend three hours every night, at half hour intervals, going outside to assure elimination occurs there and not in the home. Graham has been keeping a schedule in addition to this "umbilical cord" technique. There has been some success but the road is going to be long... and wet.

TRAINERS Academy not only offers clinics on house soiling, but also conducts home and show obedience classes, behavioral counseling, in-home training, instructor programs and most recently Pets in Pictures, a talent agency for "star" pooches.

Tom Maxey watched with amusement as his wife Alecia and their dog McDuff participate in an advance show class. McDuff, an 11-month-old Bichon Frise, was worrying the couple. He would generally ignore their commands even when it meant his life. McDuff passed beginner level classes and now was entering canine collegiate turf.

"McDuff is a very docile, nice dog, but we live in Franklin where there are no fences," said Maxey.

"He wasn't listening to us, he wouldn't come," his wife said. "There were situations where he would be in danger like going near the street. We wanted him to be more obedient for safety."

Maxey isn't worried about his macho image as he gives McDuff a complimentary big smooch.

"He's great now, big difference," he said. "That's why we went on to take an advance class. He was able to understand us and we were able to understand him."

TROY RESIDENT Phil Janes was teaching McDuff and Alecia Maxey as well as 15 other dogs and masters that night. Janes spent seven years learning the dog obedience trade after his dog chewed up the family couch. Along with two assistant trainers, Janes demonstrated leash correction.

"Timing is crucial to all exercises you teach because when the dog makes a mistake, you have to be there to correct it," he said. "Once you correct, you have to praise the dog as soon as it is doing it right. If you miss it by half a second, it's too late."

Barbara Ellico, administrative manager at the Michigan Humane Society's control location, took advantage of a free training gift certificate she received from David Gustner, director of behavioral counseling at Trainers Academy.

Ellico was shelter manager at MHS-North when Gustner, who is also director of public relations, visited the organization to explain the center's programs.

WITH ALL HER years of experience as a humane society employee, Ellico admitted being at wits end with Ginger, a German Shepherd-Husky mix that MHS rescued from a playground in Pontiac. The wiggly female was 8 eight days old

when found under a slide. Ellico took her home and went through the exhausting hand-feeding route.

"We had her in a shoe box with a heating pad," she said. "She would cry just out of lack of companionship, so I got her a couple stuffed baby animals. I also began bringing her to work." Ginger spent its first four months in her office and then in MHS' kennels.

Ellico thought she knew everything about crate training. She certainly read plenty of brochures and books on the topic. And this wasn't the first dog she fostered. But regardless of all her knowledge and efforts, Ginger was a mess.

"She was unsocialized; she had very few manners and lacked so much confidence that when you walked up to her, she would roll on her back, put her feet up in the air and urinate," she said. "Sometimes all you had to do is come through the door and she would urinate everywhere."

Ginger's bad habits included urinating and defecating in her crate and chewing an area of Ellico's sofa and the leg off the kitchen table. Ellico was planning to put the foster pet up for adoption, she felt the dog definitely deserved the free offer.

Perhaps you are lucky. Your dog may be close to perfect and just needs some polishing to smooth out the "ruff" edges. Trainers Academy has the staff of 50-plus instructors.

But an important ingredient for Fido's success is the owner's commitment. If you are willing to work with your pet, the sky's the limit.



Tom Maxey of Franklin turned to Barbara Bocci for help with McDuff, an 11-month-old Bichon Frise who had a tendency to ignore commands even when it meant his life.

Jukebox: A brief history

With a swift smack, The Fonz could make the Seeburg Model C jukebox in Arnold's start to play in the television show "Happy Days." Tunes like "Blueberry Hill" and "One, Two Three O'Clock Rock" would fill the hamburger joint.

The crackling sounds of 45s playing on the jukebox have become a thing of past. Today, jukeboxes filled with compact discs give the customer a choice up to 1,200 tunes rather than the 100. The Fonz had to select from.

But at one time, vinyls were the mainstay of smoke-filled roadhouses, sock hops and malt shops.

The first modern era jukebox was built in 1934, but the music ma-

chine's popularity didn't take off until 1950-60. In its heyday, 50,000 jukeboxes were manufactured annually and there were 500,000 in distribution.

The "granddaddy" of jukebox manufacturers is Wurlitzer, which dominated the jukebox industry through the 1940s. Wurlitzer manufactured classic jukeboxes, including its highly prized 1015.

But even though the 1015 was a classic, it had a few drawbacks. It played clumsy 78 rpm records and its selection was limited to 24.

In 1951, Seeburg introduced 45 rpm records. They were smaller than their cousins, the 78s, and cheaper to manufacture. They also spawned Seeburg's Model A jukebox, designed to play 100 selections.

The Seeburg Model A soon rendered the Wurlitzer jukebox obsolete and within a short time gave rise to the B and C models.

Jukeboxes were the mainstay of coin-operated businesses until video games came along. Between 1972 and 1982, the demand was for video games as opposed to jukeboxes.

Today, jukeboxes are becoming collector's items. It's estimated that there are 20,000 private collectors in the United States.

And for collectors, the cost depends on the jukebox being bought. When it was first made, the classic Wurlitzer 1015 cost between \$700-800. A few years ago, one in mint condition had a value of \$15,000 to \$20,000.



JOHN BLOHMZAND/staff photographer
Bill Kirkhuff of Birmingham has a 1981 AMI Continental.

Collectors save 'musicmakers'

Continued from Page 1

"The companies thought the public was too sophisticated to be enthralled by a piece of mechanism," Blain said. "Actually, it was just a cockamamie excuse for building cheaper machines."

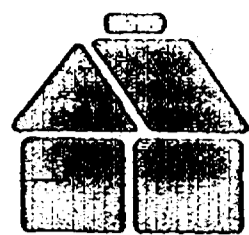
NOW, WITH THE price of a vintage jukebox rivaling that of a new car (a clean Wurlitzer 1015 sells for about \$13,000), customers are looking to the newer, less expensive alternatives. A model from the '60s or '70s can be obtained (including delivery) for around \$500.

Christmas is an especially busy

season for Blain. Last year he was making deliveries at 11 o'clock on Christmas Eve. He remembers one clever customer who hid a jukebox behind a paneled wall in his basement. When it came time to open gifts, he simply removed a bit of paneling and revealed his surprise.

The dimly lit back rooms of Blain's operation are overflowing with machines, some completely stripped for parts. Others wait for a finishing touch to make them operational again.

"They're like a fine cheese or a bottle of wine maturing with age," he said. "I'm just waiting for them to reach the point where they become collectible."



Bob Sklar editor/591-2300

Monday, October 29, 1990 O&E

★ 1E

20

MOT director reminisces, looks ahead



Stage and screen star Eddie Bracken will play the role of Cap'n Andy Hawke in "Showboat" Nov. 16-25 at the Fisher Theatre.



David DiChiera, founder and general director of Michigan Opera Theatre, now celebrating its 20th birthday, was surprised when it made it to a second.

By Mary Jane Doerr
special writer

MICHIGAN OPERA THEATRE is 20 years old and general director David DiChiera wanted to reminisce.

His eyes lighted up as he mentioned Gerald Scarfe's "Orpheus in the Underworld." He is proud of the sell-out Pavarotti concert at Joe Louis Arena. His favorite production in the last 20 years? David Alden's 1977 "Faust" or perhaps it was Rhoda Levine's "Magic Flute."

"This is going to be a year like 1978. There are so many artists on this roster on the threshold of major careers," said Dr. Di (as he is affectionately called) over tea in the breakfast room of his Bloomfield Hills home. He has a little less gray with a new short hair cut.

DiChiera earned his reputation for discovering talent in 1976 when Leona Mitchell, Marianna Christos, Catherine Malfitano, Neil Shicoff, Kathleen Battle and Rockwell Blake debuted in the same season.

"I have only heard one 'Butterfly' I enjoyed — that was Korean soprano Kyu Do Park who sang for us in 1978. I hope this one is of that quality."

DYNAMITE JAPANESE soprano Yoko Watanabe won a 15 minute standing ovation at the Kennedy Center recently and is singing "Madama Butterfly" in Michigan Opera Theatre's production at Masonic Temple this spring. Alessandra Marc proved sensational last summer in Santa Fe in "Ariadne auf Naxos" which she is singing for the opera theater this spring.

For the season opener "Rigoletto" Friday, Nov. 2, another new star Maureen O'Flynn will sing Gilda. DiChiera is convinced of Romanian emigre Florin Georgescu's talent and has him cast as the Duke.

"I think of all the artists I have worked with, I have enjoyed (Joan Sutherland) the most," said DiChiera who just returned with his daughter, Lisa, and 90-year old mother from a family reunion in Australia.



George Gaynes played the role of Horace in the 1977 production of Blitzstein's "Regina," one of the many American operas which MOT has championed.

There he visited the legendary singer for her final stage appearance in "Les Huguenots." Last spring, he especially liked "Romeo et Juliette" and is bringing "Les Huguenots" to Detroit.

"French opera has been underrated," said DiChiera whose first language is Italian. "We have been overwhelmed by singing in the Italian style coming out of the Caruso era. We have lost appreciation for the stylistic singer, where there is real balance between words and music, which French opera was always based on."

The Bonynges (Joan Sutherland and her husband Richard Bonyng) and the DiChieras became friends when she sang "Anna Bolena" upstaging the 1984 Metropolitan Opera Tour.

"I did it purposely," said DiChiera. "The Met tour had deteriorated very badly in terms of the artists, the quality. The week after the tour, while it was still fresh in people's minds, I brought what I thought was

an incredibly magnificent production to Masonic Temple."

MICHIGAN OPERA Theater actually began in the early '60s, when DiChiera joined the Oakland University music faculty after earning his doctorate in musicology from UCLA. His Overture to Opera series took one act operas to schools and communities. He convinced Barbara Williams (famous for her Toscanini recordings) to sing the mad scene from "Lucia di Lammermoor" and daintily toured an anti-war Kurt Weill opera "Der Yasager" during the Vietnam War.

Against the backdrop of the Detroit riots, DiChiera and his wife, Karen, founded the opera theater. The company debuted Maria Ewing at the Detroit Institute of Arts in an English version of "Barber of Seville." A budgeted \$80,000 and 700 subscribers formed the bases for the company.

"The amazing part was that we had a second season," said DiChiera. "The DIA proved problematic for security reasons. We had the good fortune of getting Music Hall. Karen always tells the story about taking some volunteers to the second balcony to take up the rug. They found 30 years' accumulation of dirt."

There were few employees other than Bob Heuer (now general manager of the Miami Opera). Karen was a full-time volunteer.

"As I look around the country at the opera companies I see is my former employees. I feel like the San Francisco Opera is the MOT outpost," he said referring to former Michigan Opera Theatre employees now working for the country's third-largest opera.

Sal Mineo's direction of Menotti's "The Medium" (1973) is one of DiChiera's most cherished memories.

"When he got here, the 'Mary Doerrs' were out interviewing him," said DiChiera smiling. "I was still chairman of the music department at Oakland University. After one of those interviews Muriel Greenspon called complaining that Mineo said he was going to teach her how to act. The two tolerated each other, but the



Joan Sutherland and her husband, conductor Richard Bonyng, and the DiChieras became close friends through her appearances in "Norma" and "Anna Bolena" with Michigan Opera Theatre.

effect on stage was so wonderful." "Tosca" is the "Othello" of the opera stage, an opera often plagued by mishaps. This was true for the 1972 "Tosca."

"We were having dinner at the DAC when I got a phone call from the truck driver bringing the percussion instruments from Flint. The lights had gone out and he could not

continue down the expressway. Bill (Byrd) said we could re-orchestrate the percussion music into the trombone section. That's what we did an hour before curtain time. I remember thinking 'so this is how this business operates.' Little did I know."

THE CURSE OF TOSCA hit the 1987 production. Three sopranos and two tenors were hired before final casting. Opening night, Charles Long took ill. DiChiera told the audience in his front-of-the-house comments to enjoy "Tosca" because it would be a long time before he mounts it again.

"I decided to share the drama. I had a sick baritone on the stage, a baritone on a plane, and a baritone on the way to the theater. People have told me that performance was one of our most exciting."

Of the many American operas the opera theater has championed, Blitzstein's "Regina" (1977) is a favorite.

"It is a bitter-sweet memory. I had put so much work into making it special. The cast was for my thoughts perfect except for one person — Joan Diener (Lalume in "Kismet"), the title role. I chased her all over Europe to sign her with us. I heard she was a nightmare, but I hired her anyway. She caused so much agitation I had to let the stage director go, whom I greatly respect. It was such an unhappy experience."

Partyin' on the river

Michigan Opera Theatre will continue the celebration of its 20th birthday and the upcoming production of "Showboat" with a party, "Natchez in November," 7-10 p.m. Thursday, Nov. 8, aboard the Star of Detroit.

"Showboat" opens Nov. 16 at the Fisher Theatre and members of the cast, including Eddie Bracken and Ron Raines, will be on hand to greet guests. The Star of Detroit will remain docked throughout the evening.

so no one will miss the boat.

Local radio and TV personalities will attend, the Red Garter Band will be playing and numbers from "Showboat" will be presented. A menu of southern specialties will be served. Attendees are encouraged to wear festive summer attire; the ship will be completely enclosed and climate-controlled.

Tickets are \$35 per person. To order, call MOT Special Events, 874-7850.



At far left is a picture of the 1980 production of "Die Fledermaus," which included a roster of local and national celebrities. The threesome in the foreground is Michael Van Engen as Frank, Barbara Meister as Adele and the great comedienne Imogene Coca, who clowned her way through the part of Prince Orlofsky. State Sen. Jack Faxon, D-Southfield, had a role, and Joanné Danto, prima ballerina from Michigan, starred. At immediate left is a shot of the 1988 production of the same opera with Joanne Worley (center) in the trouser role of Count Orlofsky.

400 Apts. For Rent
OAKBROOK VILLA
Royal Oak, clean 1 bedroom, quiet community, Crooks & Wattles

400 Apts. For Rent
ABSOLUTELY FREE APARTMENT INFO!
Save Money! Save Time Open 7 Days

400 Apts. For Rent
CROOKS & WATTLES
RENT FROM \$580 SECURITY DEPOSIT \$150
Luxury 1 & 2 bedroom apartments with plush carpet, vertical blinds, gourmet kitchen, etc.

400 Apts. For Rent
\$200 DEPOSIT (with approved credit)
Westland Estates 6843 Wayne (Wick to Hudson's)
1 bedroom from \$430 2 bedroom from \$505

400 Apts. For Rent
HAMPTON COURT APARTMENTS
1 & 2 BEDROOM APTS. From \$415
(1 bedroom apts 760-940 sq. ft., 2 bedroom apts over 1000 sq. ft. plus large walk-in storage room)

402 Furnished Apts. For Rent
SUITE LIFE
Beautifully landscaped with picnic grounds and pool.
Conveniently located off Ford Rd. 1 block East of Wayne

404 Houses For Rent
FARMINGTON HILLS - 4 bedroom brick executive home, attached garage, 2 1/2 baths, 2 fireplaces, large car garage, etc.

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ROCHESTER HILLS - Executive home 3,400 sq. ft., w/ walk-out basement 4 bedrooms, 3 1/2 baths, car garage, etc.

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ABSENTEE OWNER
We personalize our service to meet your leasing & management needs
Income Property Mgmt. Farmington Hills 737-4002

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Hours: Daily 11-8, Sat. 9-5
We will be closed the following Saturdays 9/27, 9/29, 10/13, 10/20, 10/27, 11/3, 11/24

SOUTHFIELD - spacious apts. Special \$200 off 1 & 2 bedrooms from \$400 includes heat, water & pool

WESTLAND - BARCLAY HOUSE
\$300 deposit with approved credit. Large super clean 1 bedroom \$420 includes heat, carpet, intercom, 2 car parking. No pets.

WESTLAND PARK APARTMENTS
Across from City Park
(between Midkott & Merriman) 1 & 2 bedrooms, 1 1/2 baths Pool, Vertical Blinds, Secured Locked Hallways

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IT'S HERE!!
The apartment you've been looking for. 1 & 2 bedrooms, large closets, extra storage, walk to shopping, Ceilings fan

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WARRIS FARMS APARTMENTS
Move-In Special 1st month free
Spacious 2 bedroom units only. Our 2 bedrooms have 2 full or 1 1/2 baths

402 Furnished Apts. For Rent
ABBINGTON LAKE
Relocating? Temporary Assignments? We have corporate assignments for short term lease. Fully furnished with linen, housewares, utilities, etc.

APARTMENTS MONTHLY LEASES
18 PRIME LOCATIONS
Furnished with housewares, linens, color TV, microwave, etc.

402 Furnished Apts. For Rent
ABBINGTON LAKE
Relocating? Temporary Assignments? We have corporate assignments for short term lease. Fully furnished with linen, housewares, utilities, etc.

SOUTHFIELD PARKWAY APARTMENTS
Would you like to live FREE for a FULL YEAR? We can help! Because when you lease a space for 2 bedroom apartment between now and October 31st, you'll automatically be registered for this opportunity. We open Monday thru Friday, 9am-6pm. Sat. 12-5

Sutton Place
Full Size Washer & Dryers in your apartment
FREE HEAT
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FREE GARAGE
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GALL TODAY
And let us tell you about our spacious cable ready apartments. Heat paid. Affordable rents and more! Call today. Call Lucy

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DON'T MOVE
until you've checked out the best location in every apartment, carpet, window treatments. Excellent location, etc., etc., etc.

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GORGEOUS METAMORA
Lease with option to buy. Lakefront - new 4,600 + sq. ft. Oak floors and trim throughout.

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4 bedroom, 2 bath on 4 acres \$550 mo. Call for details

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3 bedroom, 2 1/2 baths, attached garage, finished yard, 1 1/2 acres, security \$590

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MICHIGAN'S FINEST FURNISHED APTS.
Quality furnishings, fully equipped kitchens, linens, doctor items & cable TV.

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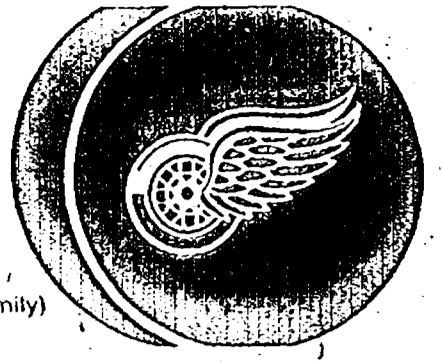
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LANDLORDS, HOMEOWNERS
Let a professional lease & manage your property for your best advantage. 648-6000

WIN TWO TICKETS!



TO WIN Send your name and address, on a postcard to RED WING TICKETS. The Observer & Eccentric Newspapers, 36251 Schoolcraft Road, Livonia, MI 48150



Real estate listings categorized by area: 412 Townhouses- Condos For Rent, 414 Southern Rentals, 421 Living Quarters To Share, 432 Commercial / Retail For Rent, 438 Office / Business Space. Includes details for Birmingham, Farmington Hills, Novi, Westland, and other areas.

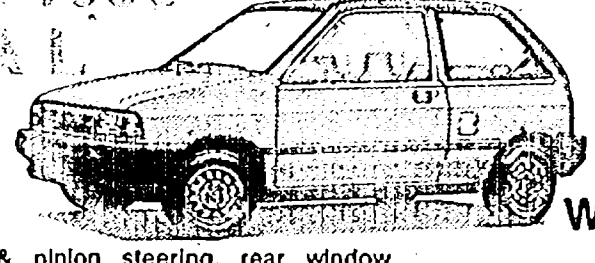
Advertisement for Observer & Eccentric Classified Advertising. Features portraits of several individuals and the headline 'WE CATER TO SPECIAL INTERESTS'. Text describes the service of finding qualified employees for special jobs.

Large advertisement for Observer & Eccentric Classified Advertising. Includes the headline 'Observer & Eccentric CLASSIFIED ADVERTISING' and contact information: 644-1070 Oakland County, 852-3222 Rochester/Rochester Hills. Also includes a 'SPECIAL!' offer for 3 months free rent.

'REBATES ARE BACK' BUY NOW AND SAVE!

OPEN LATE MON. 10/29 & TUES. 10/30 UNTIL 9:00 P.M.

NEW 1990 FESTIVAL 2 DR.

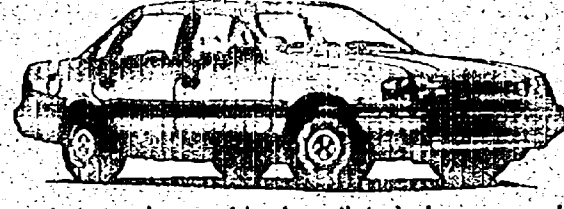


\$1000 REBATE

Power brakes, rack & pinion steering, rear window defroster, AM/FM stereo, console, courtesy lamps, reclining bucket seats, flip fold rear seat, side window demister, BSM. Stock #2609.

WAS \$7091
IS **\$5750***

NEW 1990 TEMPO GL 4 DOOR

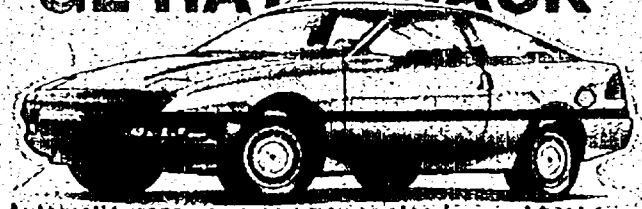


\$1000 REBATE

Automatic, air, power steering and brakes, tinted glass, console, illumination, power door locks, tilt wheel, poly cast wheels, light group, rear defroster, AM/FM stereo cassette. Stock #4362.

WAS \$12,578
IS **\$8660***

NEW 1990 PROBE GL HATCHBACK

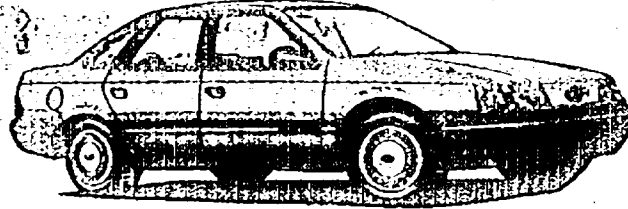


\$700 REBATE

Automatic, rear defroster, power steering and brakes, tinted glass, body side moldings, console, performance instrument cluster. Stock #1507.

WAS \$12,657
IS **\$10,313***

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***

SPECIAL OF THE WEEK

\$1300 REBATE



NEW 1991 ESCORT LX 2 DOOR



\$500 REBATE

Power steering, power brakes, tinted glass, rear window defroster, light group, convenience group, console, reclining bucket seats, AM/FM stereo, body side moldings, cargo area cover and child safety locks. Stock #5058.

WAS \$9287
IS **\$7272***

NEW 1991 ESCORT LX 4 DOOR




\$500 REBATE

Power steering, power brakes, tinted glass, rear window defroster, light group, convenience group, automatic, air, AM/FM stereo, reclining bucket seats, console, body side moldings & child safety locks. Stock #5482.

WAS \$11,345
IS **\$9040***

NEW 1991 ESCORT GT 2 DOOR HATCHBACK



\$500 REBATE

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 defroster, premium sound system, luxury convenience group, body side moldings, sport performance, bucket seats. Stock #5588.

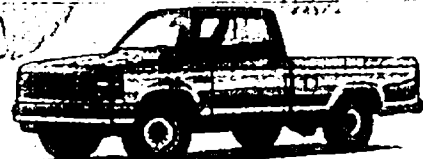
WAS \$12,798
IS **\$10,170***

NEW 1991 ESCORT LX 4 DOOR WAGON

Power steering, power brakes, tinted glass, console, automatic, air, light group, convenience group, rear window defroster, deluxe luggage rack, body side moldings, reclining bucket seats, child safety locks. Stock #5524.

WAS \$12,171
IS **\$9770***

NEW 1991 HANGAR PICKUP



\$1000 REBATE

Preferred equipment package, custom trim, overdrive transmission, black rear step bumper, power brakes, tinted glass, spoiler & dome light, anti-lock brakes, interval wipers, instrumentation & scuff plates. Stock #5662T.

WAS \$8953
IS **\$7107***

NEW 1990 F-150 STYLESIDE PICKUP




\$1100 REBATE

Anti-lock brakes, instrumentation, roof racks, argon rear step bumper, overdrive transmission, sliding rear window, custom trim, heavy duty service package, deluxe styled wheels, speed control, tilt steering wheel, AM/FM stereo, light group, convenience group, handling package, swing-away mirrors. Stock #7814T.

WAS \$13,958
IS **\$9404***

NEW 1990 F-250 STYLESIDE PICKUP



\$1100 REBATE

Instrumentation & chrome front bumper, power steering & brakes, cargo box light, courtesy lights, dome light, rear step bumper, automatic transmission, sliding rear window, AM/FM stereo, light convenience group, handling package, swing mirror. Stock #4272T.

WAS \$15,672
IS **\$11,400***

NEW 1990 AEROSTAR EXTENDED WAGON

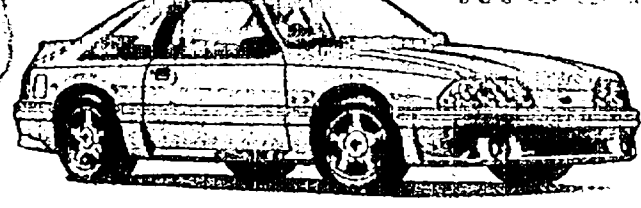


\$1300 REBATE

Dual captain chairs, air conditioning, privacy glass, rear window/washer wiper, speed control, tilt steering, AM/FM stereo cassette, electric rear window defroster, body side moldings, clearcoat paint, super cooling power steering, power brakes, anti-lock brakes, front spoiler, courtesy lights, dual mirrors & instrumentation. Stock #7864T.

WAS \$17,799
IS **\$13,401***

NEW 1990 MUSTANG GT

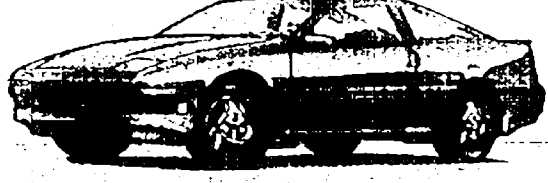


\$1000 REBATE

Power steering & brakes, tinted glass, light group, instrumentation, console, aluminum wheels, rear spoiler, body side molding, power windows and door locks, speed control, AM/FM stereo cassette, premium sound system, air traction-loc axle, rear defroster. Stock #1827.

WAS \$16,421
IS **\$12,801***

NEW 1990 PROBE GT 2 DOOR HATCHBACK



\$1000 REBATE

Power steering & brakes, tinted glass, automatic transmission, Good Year Eagle Performance tires, 15" aluminum wheels, AM/FM stereo, light group, tilt steering wheel, rear window defroster, console, fog lamps, spoiler, BSM, cargo cover & overhead console, performance instrument cluster. Stock #7819.

WAS \$15,768
IS **\$13,030***

NEW 1990 THUNDERBIRD



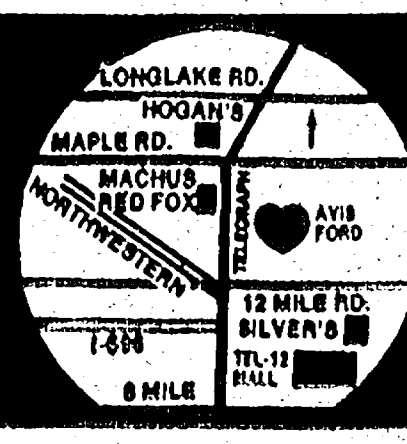
\$1400 REBATE

Automatic, air, power steering and brakes, tinted glass, power door locks and antenna, courtesy lights, console, clearcoat paint, body side moldings, instrumentation, rear defroster, cast aluminum wheels, luxury group, power driver's seat, AM/FM stereo cassette. Stock #4212.

WAS \$17,334
IS **\$13,021***

*7.9 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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Avis Ford
The Dealership With A Heart

TELEGRAPH RD. Just North of 12 MILE RD., SOUTHFIELD
OPEN MON. & THURS., TIL 9 P.M.

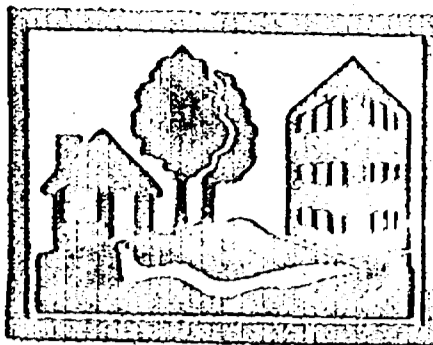
LIFETIME SERVICE GUARANTEE

355-7500 or
1-800-648-1521

Building Scene

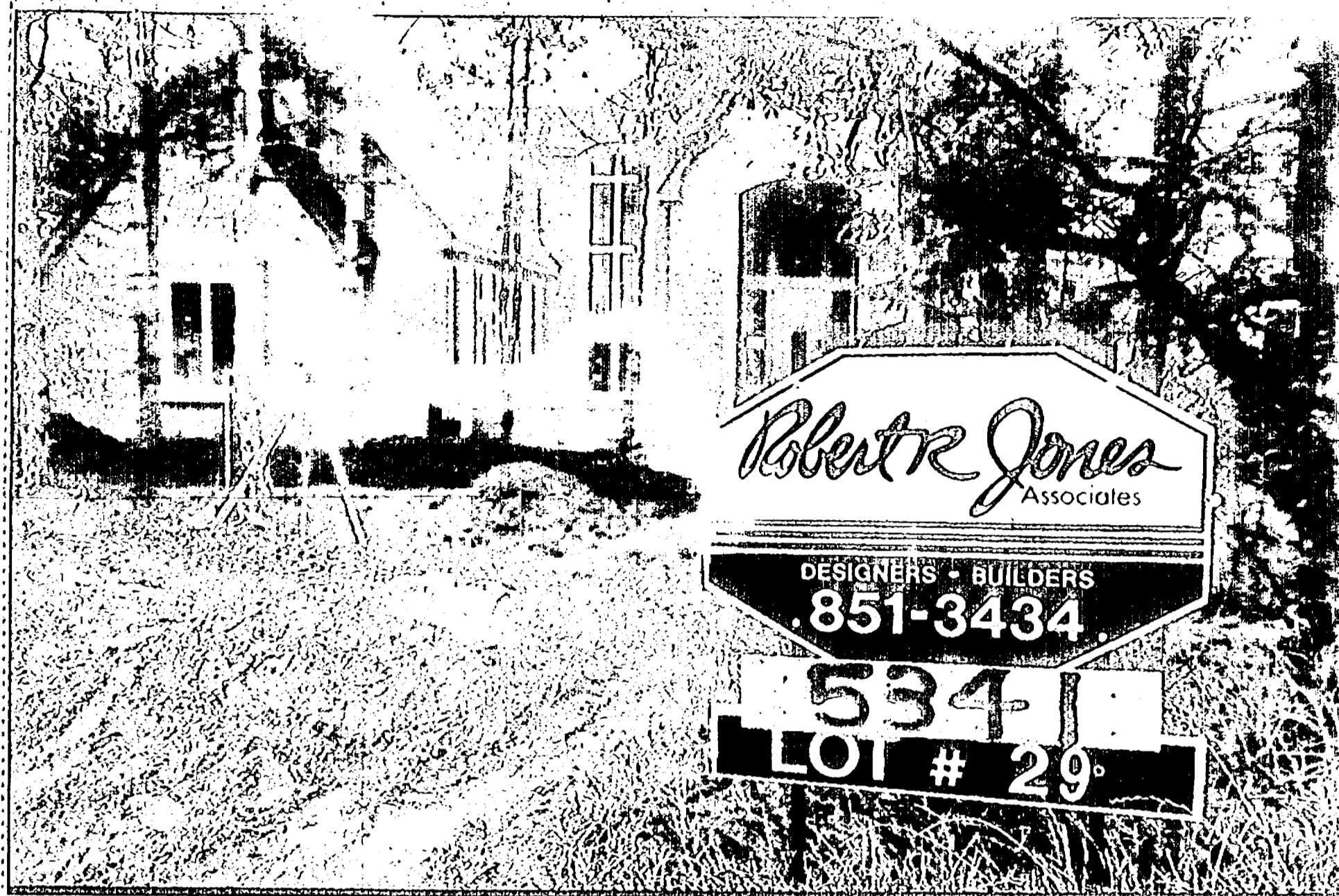
CLASSIFIED ADVERTISING

Marilyn Filchett editor/591-2300



Monday, October 29, 1990 O&E

★1F



Long before a builder finishes a house, efforts have been in the works to sell it.

Boom or bust: Builders rely on marketing to sell houses

By Gerald Frawley
staff writer

Homes are still selling — albeit at a modest rate — but builders are working harder at it than during the building boom of only a couple years ago.

Today's market requires new strategies. Scott Jacobson, president of S R Jacobson Development Corp. in Birmingham, said home sales today start before the first two-by-four stud is nailed in place.

Builders rely on marketing research firms to provide information on what customers are looking for, demographic studies to indicate where the people are or where they're going. And even in today's high-tech information age, they rely on years of experience and the intuition that comes with it, Jacobson said.

The key to selling in any market — depressed or booming — is to find some way to create excitement for the product, he said. "Find something or do something — below-market interest rates, no mortgage payments for three to four months, anything — to get people to look at your product."

AND THE PRODUCT is always a good place to start, according to David Botsford, the sales and marketing director for the West Bloomfield-based Classic Construction.

"Do we need another apartment building in this area? Do we need another luxury development? Do we need another luxury condominium development?" he asked. Answering a few simple questions leads the builder to what type of product will sell.

In the past, builders let the economy dictate when they could sell, he said. "Builders go into business during good times and go out of business during bad times. Builders think, 'I'm a builder, not a marketer.' Well, I'm saying you have to be a mar-

keter if you're going to succeed," Botsford said.

Positioning, Ronald Stone, chairman of the advertising and public relations firm Stone, August and Baker in Troy, said is one of the most critical aspects when selling a home, regardless of whether its a boom or bust economy.

"If you can build up your credibility, you will get people to come out to your product," Stone said.

POSITIONING, quite simply, means placing a product in the public's mind and giving that product a good perception, he said.

Stone said positioning requires two things; knowing a product and targeting an audience desirous of that product. "Look at it this way, you're obviously not going to sell a \$60,000 car to a guy who makes \$20,000 a year.

"Once you identify your target, it's relatively easy to reach them," he said.

The tools are many. Demographic studies, focus groups, post-purchase interviews, and even direct mail to areas with people in the target income bracket, Stone said.

Radio advertising, for example, gives a product frequency and reminds people the product is out there, Stone said. Radio, also allows an advertiser to focus more and direct advertising to a very select audience.

NEWSPAPERS, on the other hand, offer more permanence and immediacy, he said. Newspapers can offer maps to the development, provide a permanent record of the product and help people draw comparisons.

Television, Stone said, is rarely used in advertising home sales because of costs and difficulty in targeting an audience, but it has a similar effect to that of radio — frequently creates familiarity. Product advertising, Botsford of

Classic Construction said, has a place, but is not the only way to sell homes. "If I want to get someone to look at my product, I have to sell a lifestyle."

Advertising that stresses features, prices and location are frequently used, but may not be effective, he said. "Ads with floor plans and square footage — that's really builder language being sent out to non-builders."

Showing what living in a community means — golf, swimming, nature trails and location relevant to shopping, business and recreational amenities get people to take a look at a development, Botsford said. "They double my traffic flow."

ADVERTISING MAY get people out to the homes, but getting people to the door is only half the battle, John Sheehan, sales and marketing director for the Brody Group in Bloomfield Hills, said.

Sales people have come a long way in the last decade and what they've learned is being put into practice now, he said. With fewer buyers and more builders in the market, competition has changed the market over the years.

In the past, home salespeople had a price and stuck to it, Sheehan said. "Now builders are willing to take an offer on their product."

These changes have changed the sellers job from that of basically taking orders to actually having to sell, he said. "(Home) salespeople have to sell themselves, their product and their price."

To be successful, salespeople must transmit honesty and integrity, Sheehan said. "You can't come across like you're going to take their tennis shoes."

THE ABILITY TO listen to the customer and get to know him/her is probably the most important quality a salesperson can ask, Sheehan said. "You don't talk about yourself or

your product until you do that."

When the time comes for salesperson to begin talk, he or she should be well-versed in the product and able to demonstrate a home's features, he said.

In the past, it wouldn't have been uncommon for a sales person to sit at a desk as the potential home buyer wandered aimlessly about the home, Sheehan said.

Jacobson agreed. "You just can't sit in a chair and wait for a house to sell itself."

In addition to having enough salespeople on hand, homes and developments are designed to guide people through and give ample opportunities for interaction between salespeople and customer, he said. But it takes more than skilled salespeople to sell a home, Jacobson added.

THE MODEL home is still an essential selling tool, he said. "It's part of the overall presentation — people want to walk into a house that looks like someone is living there."

"My merchandise costs have gone up dramatically," he said. But it's worth it, he added, because today builders strive to not only show their homes off, but to show the homes possibilities, he said.

"People can't visualize as well as a professional decorator can," he said. "Decorating can make or break a sale."

Botsford of Classic Construction said in addition to sales people and dressing up a home, the home sellers have to be more customer friendly. "We're open every day from noon to 6 p.m. or we can set up private appointments," he said. "A lot of builders are open different hours each day, are closed some days — that not only makes it difficult for the customers to buy, but it can also be confusing."

The more inconvenient a home is to buy, the less likely people will buy it, he said, adding its easier to go to a builder who is convenient.

Taxing situation

Maybe you can help me clear up some tax questions I have regarding our home. My wife and I sold our home about 11 months ago and bought a more expensive home, in part, to avoid having to pay a tax on the profit of our home. We have now found that we may want to buy a larger house. We are concerned that if we sell our new house now we will have to pay a tax on the deferred profit because we have owned our new house less than 24 months.

When you sold your first home, you correctly deferred the profit tax by purchasing a replacement principal residence of equal or greater cost within 24 months before or after the sale as is permitted under the Internal Revenue Code, Section 1034. But the code provides that you can only use this once every 24 months with one exception. There is a tax deferral on a sale in less than 24 months if the sale is because of a job location change that qualifies for moving expense tax deduction. That means that your new job must be more than 35 miles further away from your old home than was the old job.

Finally, to avoid having to pay the tax, you are advised to wait to sell your current home until you have owned it at least 24 months. If you cannot do so, you may lease your current home to a tenant, perhaps with an option to buy, until after your 24 months expires or you may buy or lease a larger home so you can move now.

I am advised that several tax court decisions indicate that a temporary rental of your old home, while it is available for sale, will not convert it into a rental property and you will not lose a tax deferral of Section 1034 of the tax code, the "roll-over resident rule." You are advised to contact your tax adviser concerning these transactions.

We are interviewing management companies. Four of the five bids we received were within \$1.50 per unit of the other. The fifth management company is \$3.75 cheaper per unit based on specifications for the management contract that our lawyer prepared. The board, to no one's surprise, is gravitating toward the cheapest one. I am wary because I believe you get what you pay for. How do I convince the other board members of this?

There is always the school of hard knocks that will serve to teach directors that your belief is correct. Unfortunately, too many hard knocks can ruin a condominium association. Moreover, because of the frequent



condo queries
Robert M. Meisner

turnover of directors of the association, what one board learns is not always transferred to the succeeding board. Simply put, some management companies, like some lawyers and CPAs in the field, intentionally bid in at prices well below the market to get the account.

Then either the management agent does not deliver the services promised (because it realistically cannot afford to do so because of its low rate) or it raises the fee after it has gotten in the door of the condominium. The management company may even have many accounts (about which it boasts) that it has obtained because it appeals to the frugality of many community association boards. But can it and will it be able to deliver the services? probably not in the long run. He who charges less knows best what his services are worth.

We have an opportunity to buy a timeshare that gives us the chance to travel to Maui in Hawaii. We have heard it is a beautiful area, but I'm wondering about the liability of having a condo there. What do you think?

A timeshare in Maui, a beautiful but expensive island, as in any other place, should be reviewed carefully by you before purchase.

Check to see whether you will be able to trade the use of your timeshare for other locales in the world.

The state of Hawaii has a condominium statute regarding condos, and there are lawyers who specialize in condominiums throughout the islands.

There is a substantial condominium boom in Honolulu with the attendant condominium association problems, including multi-million dollar construction defect litigation.

Robert M. Meisner is a Birmingham attorney specializing in condominiums, real estate and corporate law. You are invited to submit topics about condominiums that you would like to see discussed in this column by writing Robert M. Meisner at 30200 Telegraph, Suite 467, Birmingham 48010. This column provides general information and should not be construed as legal opinion.

Kitchens, retirement topics of 2 seminars

What's cooking in kitchen designs and retirement planning are topics of upcoming seminars offered by the Builders Association of Southeastern Michigan.

The New Generation Builders Council of BASM will host Bonnie Upton from Kitchen Suppliers, Brian Burke from The Burke Agency and Tina Funni from Beaver Distributors.

The seminar will be from noon to 2 p.m. Wednesday, Nov. 7, at the Guest Quarters Hotel, 850 Tower Drive (off Crooks below the I-75 interchange) in Troy. Registration fees,

including a buffet lunch, are \$10 for BASM members, \$15 for non-members.

The retirement seminar will be offered on Thursdays, Nov. 1 and 8.

Each program will be held 8-9:30 a.m. at the Clarion Hotel on 12 Mile Road at Orchard Lake Road in Farmington Hills. Registration fees, including continental breakfast, are \$10 per session for members, \$20 for non-members. Package rates for both sessions are \$15 for members and \$35 for non-members.

For information on either program, call 737-4477.

Pollution solution: Take it personally

Don't be part of the problem of pollution, global warming and the greenhouse effect: be part of the solution.

You can appraise your habits and how they affect the environment, according to an article in Country Living, and follow the conservation motto to reduce, recycle and reuse.

You can make a difference by making changes in your home, on vacation, at work, in the yard, when shopping and in your free time. Among the things you can do at home:

Recycle everything you can — newspapers, cans, glass, aluminum foil and pans, motor oil, scrap metals, used automobile tires — and investigate local recycling centers that take items your garbage hauler does not.

Use phosphate-free laundry detergent and dish soap, avoid pesticides when you can use a flyswatter and clean windows with vinegar, water and yesterday's newspaper. Use cold water in the washer until it is essential to use hot.

Opt for cotton dish towels and napkins instead of disposables and give cotton diapers a try.

Dispose of hazardous substances such as paint thinner and furniture polish on designated hazardous-waste-collection days instead of putting them down the drain.

STORE FOOD in reusable containers and return extra coat hangers to the dry cleaners.

Get an energy audit from your utility company, have your water heater insulated and set at 130 degrees. Lower your house tempera-

ture by one degree per hour for every hour you are away or asleep.

When on vacation, turn down the heat and turn off the water heater before you go. Make sure plastic trash doesn't end up in the ocean and cut the rings of all six-pack yokes. Leave animals and plants where you find them. Don't buy souvenirs made from wild animals. Stay on trails and don't litter.

At your business, start an office recycling program. Use scrap paper for jotting notes. Reuse manila envelopes and folders. Use ceramic coffee mugs instead of throwaway cups.

In your yard, cultivate plants that provide food and shelter for birds and other wildlife. Put up bird feeders and birdhouses.

Pull weeds instead of using potentially toxic herbicides. Learn about

natural insect controls as alternatives to pesticides. Use natural fertilizers such as organic manures.

If you must use pesticides, herbicides or fungicides, don't throw leftovers in the trash, down the drain or into a storm sewer. Dispose of them on hazardous-waste-collection day.

ADD LEAVES and yard debris to your compost heap or take them to a yard debris recycler. Burning refuse creates air pollution.

Plant short, dense shrubs close to your home's foundation to help insulate against cold.

When shopping, avoid one-time-use goods such as paper and plastic plates and cups. Don't buy items with excess packaging such as individually wrapped cheese slices.

PHASE II NOW OPEN

Sulley Pointe

Condominiums

PRIME CANTON LOCATION
FROM \$68,500

- Ranch, 2 Bedroom, 2 Bath Models
- Private Entrances
- GE Refrigerator, Stove, Dishwasher, Microwave, Washer & Dryer
- Cathedral Ceilings
- Carport

12-5 Daily (Closed Thursday)
981-6550

SALES BY CENTURY 21, HARTFORD SOUTH, INC.

500 Help Wanted

OIL CHANGE TECHNICIAN Pennoil location, experience necessary... 349-3210

OWNER OPERATORS FLEET OWNERS AT TRITON TRANSPORT WE OFFER: \$4500 First sign on bonus...

PHOTO FINISHING Full time positions available in a professional photo finishing job...

TRITON TRANSPORT Call Salary Dept., Mon.-Fri. 10-4 313-381-0444

PAINTERS Several openings available for experienced house painters...

ARBOR TEMPS 459-1168 PATTERN MAKER Experienced in boot cover & complete tool fabrication...

PC DESIGNER Engineering company seeking individual with electronic background...

PERSONNEL COORDINATOR Corporate Personnel Services, a fast growing temporary personnel service...

PHARMACY TECH Full time, flexible hours, salary dependent upon experience...

PLACEMENT COUNSELOR A major temporary service in the Livonia area...

500 Help Wanted

PERSON or couple wanted for part time office cleaning 5 nights per week... 313-363-8020

IMMEDIATE EMPLOYMENT for mature phone canvasser, permanent position...

PHOTOGRAPHERS For Rochester portrait studio, great opportunities...

PLASTIC INJECTION MOLD SETTERS A Westland Plastics manufacturer is accepting applications...

PLUMBER-Heat and courteous for service work in the Ann Arbor/Ypsilanti area...

POLICE CADET The City of Farmington Hills Police Department will be accepting applications...

PRODUCTION PACKER Growing future oriented manufacturer has openings for production employees...

PRODUCTION LINE WORKERS Your manufacturing plant needs Production Workers for all shifts...

PROFESSIONAL MOVERS-DIVERS 1 year experience required with professional moving company...

PROJECT ENGINEERS Rapidly expanding injection molder with state-of-the-art injection molding equipment...

QUALITY ASSURANCE SUPERVISOR 30 Years Contracting Experience, Boston, MA. plant...

500 Help Wanted

POLICE RESERVE The Charter Township of Canton is accepting applications for its Voluntary Police Reserve Program...

PRESSER WANTED For Cleaners in Walled Lake, Will Train 624-4333

PRESSURE WASHED - Experienced only for dry cleaners in Westland 261-1040

PRODUCTION Controller Our Production Control Department has an opening for a candidate who possesses good communication...

QUALITY YAZAKI CORPORATION 6700 Haggerty Road Canton, MI 48187

PROGRAMMER/ANALYST Our Information Systems Department has an immediate opening for a Programmer/Analyst...

PUBLISHER Business Dataquest, a Business Magazine, seeks to fill position of Publisher...

QUALITY CONTROL INSPECTOR Entry level, nights, \$5 an hour, 40 hours per week...

QUALITY TECHNICIAN Livonia Company seeks entry level quality technician who will be expected to assist in...

REAL ESTATE STAFF APPRAISER TRV REIS, a fast growing national residential appraisal company...

RE-HAB CO-ORDINATOR Seeking full-time help, to work in the Detroit area...

500 Help Wanted

PRODUCTION SEWERS NEEDED Immediately, Sew from your own home... 258-4338

PROFESSIONAL PERSON with die designing/fabricating background to run small die shop...

PROGRAMMER IBM/MVS/Cobol \$33,000-\$39,000 CALL 569-3030

PROGRAMMER/ANALYST Our Information Systems Department has an immediate opening for a Programmer/Analyst...

QUALITY YAZAKI CORPORATION 6700 Haggerty Road Canton, MI 48187

RECEPTIONIST Needed for full time position in busy W. Bloomfield salon...

QUALITY TECHNICIAN Livonia Company seeks entry level quality technician who will be expected to assist in...

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500 Help Wanted

QA TECHNICAL REPRESENTATIVE Our International Company has a job opening in our Quality Assurance Department...

RECYCLING Maintenance Help Wanted Experience preferred for all around repair for dry cleaners...

RETAIL GENERAL MANAGER Multi outlet - Women's apparel experience \$40K minimum plus perks...

RETAIL OPPORTUNITIES TOY LIQUIDATORS, America's fastest growing toy outlet chain...

RETAIL MANAGEMENT Getting into retail specialty store chain with 22 locations in Michigan...

ROOFER/REPAIRMAN Must be all around repairman for residential repairs...

ROOFER/SINGLEMAN Experienced with truck and equipment. Must be dependable...

SALES ASSOCIATE For New computer store \$5hr. Mid mornings to late afternoon...

SALESMAN Full time position in busy W. Bloomfield salon...

SALES ENGINEER with electrical background for electrical controls manufacturer...

SALES REPRESENTATIVE part-time. Seeking self-starter to merchandise and stock...

500 Help Wanted

SECRETRESS Experience preferred for all around repair for dry cleaners...

SECRETARY/ADMINISTRATIVE ASSISTANT Assists corporate financial consultant to meet and work with people...

SECURITY OFFICERS OENSU, INC. continues to expand its security services...

SECURITY OFFICERS Frank's Nursery & Crafts, Inc. has an opening for a security officer...

SCREEN PRINTER in Northwest Detroit is expanding its operations and has openings for the following...

SEWING MACHINE 15/8" 2 1/2" Automatic Sewing Machine Set up and operate...

SEASONAL & FULL-TIME DONUTS/ICE CREAM OPPORTUNITY MEN & WOMEN Earn above average income while working independently...

SECURITY OFFICERS NATIONWIDE SECURITY has unnumbered positions available in the specialized areas of hospitals...

SECURITY OFFICERS for Trade & Expedition Shows. All in-home or on-site...

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SECURITY OFFICERS for Trade & Expedition Shows. All in-home or on-site...

500 Help Wanted

SERVICE TECHNICIAN for Etardco in Westland area. Must have good driving record...

SHOP HELP Full time, \$5.97 an hour. Some deliveries. Please call (ask for Cheryl or Steve) 427-1040

SHIRT PRESSER ASSEMBLERS Will train up to \$7 per hour. Full or part time positions...

SOCIAL WORKER CASE AIDE for Rehabe Foster Care Program. Assist in cultural adjustment...

SOMEONE TO CARE Help someone who really needs you. No salary. Extra pay for an adult...

SPEECH PATHOLOGIST Is wanted to provide substitute assignment with Southfield Schools...

STOCK PERSON Full time experienced. To start. Some benefits. Livonia area...

STOP STOP STOP STOP! READING ALL THESE ADS Professional retail sales - earn up to \$25K per year...

STORE MANAGER-ANN ARBOR \$18,000 plus 2 years experience as retail manager...

TEACHER Part time morning pre-school teacher, 25-30 hrs weekly...

TEACHER - Primary grade, experienced, certified, suburban private school...

500 Help Wanted

SPEECH & LANGUAGE To work with an interdisciplinary team of professionals...

STOCK CLERKS Part Time & Full Time Opportunities Highland Superstors has part time opportunities for stock clerks...

SUBSTITUTE TEACHER Vista Maria, a private residential treatment center...

TEACHER Assistant for Non-Traditional classroom for an adult population...

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500 Help Wanted

TELEPHONE WORKERS No experience necessary, no selling, we train, part time. Perfect for homemakers...

TELEPHONE INTERVIEWERS Pleasant work for both, articulate callers with experience in telephone sales...

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600 Personal
NEW KIDS TICKETS - 3 seats, 6th row, upper bowl, face price, November 15th show, 455-5824

602 Boat & Found
FOUNDED: Boat Found
FOUNDED: Boat Found

603 Health - Nutrition
Weight Loss
VIC TANNY Lifetime V.I.P. Membership

608 Transportation & Travel
AIRLINE TICKETS (2) Male & female, Nov. 8, 10 Tampa, 624-4777

610 Card of Thanks
Thanks to St. Jude for prayers answered. AG

700 Auction Sales
AUCTION
SALE: Saturday, November 10th, 1990 at 10:00 AM

701 Collectibles
COLLECTOR'S Doohouse, hand-made, wooden, 2 1/2x3 1/2, furnished

702 Antiques
ANN ARBOR ANTIQUES MARKET - The Brusher Show, Sunday, Nov. 11, 5:05 PM

703 Crafts
ANTIQUE: Maple dining room table, 3 leaves, 8 heavy corded chairs

704 Rummage Sales & Flea Markets
BLOOMFIELD HILLS East Hills Middle School rummage sale

705 Wearing Apparel
FULL LENGTH mink coat w/leopard collar, size 10, approx \$4,000

706 Garage Sales: Oakland
FARMINGTON HILLS - Moving Sale, youth desk, bookcases

707 Garage Sales: Wayne
DETOIT: Immaculate Heart of Mary School Garage Sale & Liv Auction

708 Household Goods: Oakland County
ANTIQUE dining room table, 3 leaves, 8 heavy corded chairs

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710 Household Goods: Oakland County
ANTIQUE dining room table, 3 leaves, 8 heavy corded chairs

711 Misc. For Sale: Wayne County
BOAT & RV STORAGE - \$10 per month Plymouth area

712 Appliances: Oakland County
FRIGIDAIRE REFRIGERATOR - Frost-free, around 3 months old

713 Appliances: Wayne County
MAYTAG gas dryer good condition \$125.00

714 Business & Office Equipment: Wayne County
TYPEWRITERS
TYPEWRITERS

715 Computers: Wayne County
AMSTRAD PC 1640 computer, new, excellent condition

716 Commercial: Wayne County
FOR SALE: 310A, John Deere tractor, 4 way front loader and backhoe

703 Household Goods: Oakland County
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717 Lawn - Garden: Wayne County
FORD TRACTOR 12hp 50 mower, 48 snow blade, sweeper, etc.

718 Lawn - Garden: Wayne County
FORD TRACTOR 12hp 50 mower, 48 snow blade, sweeper, etc.

719 Lawn - Garden: Wayne County
FORD TRACTOR 12hp 50 mower, 48 snow blade, sweeper, etc.

720 Lawn - Garden: Wayne County
FORD TRACTOR 12hp 50 mower, 48 snow blade, sweeper, etc.

WIN FOUR FREE PASSES TO
Way Disney's
WORLD ON ICE
Produced by KENNETH FELD
ALL TOGETHER LIVE
THE LITTLE MERMAID
DUCKTALES
CHIP & DALE
ROGER RABBIT
RESCUE RANGERS
Disney Characters and Logo © 1990 The Walt Disney Company

THE Observer & Eccentric NEWSPAPERS
FAMILY NIGHT
Tue. NOV. 6 at 7:30 PM
SAVE \$4.00 ON ALL FAMILY NIGHT TICKETS
with DISCOUNT COUPONS AVAILABLE at F&M DISTRIBUTORS
REGULAR PRICES: \$12.50 - \$10.50 - \$8.50 COUPON PRICES: \$8.50 - \$6.50 - \$4.50

Disney On Ice
Observer & Eccentric Newspapers
36251 Schoolcraft Road, Livonia, MI 48150
PLEASE ONLY ONE POSTCARD PER FAMILY
We'll impartially draw names for winners from your entries. Watch your hometown newspaper Classified sections, where we will print winners' names.
If you find your name among the classified advertisements, call 591-2300, extension 404, and claim your Disney passes. It's as easy as that.
Monday winners must call by 5 p.m. Tuesday. Thursday winners must call by 5 p.m. Friday. Passes will be mailed to winners.
Observer & Eccentric CLASSIFIED ADVERTISING
644-1100 Oakland County 591-0900 Wayne County 852-3222 Rochester/Rochester Hills
DEADLINE: 5 P.M. TUESDAY FOR THURSDAY EDITION / 5 P.M. FRIDAY FOR MONDAY EDITION

DISNEY ON ICE
TICKET WINNERS
Lawrence Anderson 28401 Shiloh Ct. Farmington Hills, 48331
Shirley Straka 1225 Bradbury Troy, 48098
Paul Arsonault 16218 Blue Skies Livonia, 48164
Nancy Nelson 8138 Elmhurst Canton, 48187
Greg Gorogastan 11925 Tecumseh Redford, 48239
William Ladzick 6576 Timber Ridge Birmingham, 48010
Purchase call the promotion department of the Observer & Eccentric before 4 p.m. Tuesday, October 30, 1990 to claim your free tickets.
591-2300, ext. 404
Congratulations!

600 Personal
PURCHASE EARLY NOV
Oxley's Ebony Long Hair Styler

600 Personal
PURCHASE EARLY NOV
Oxley's Ebony Long Hair Styler

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600 Personal
PURCHASE EARLY NOV
Oxley's Ebony Long Hair Styler

O&E Monday, October 29, 1990									
717 Lawn-Garden Farm-Snow Equip. RYAN Rider Aerator, good condition. 453-3824 SHAPPER 5 h.p. riding lawn mower. Runs Good! \$250. Call after 4:30. 261-4755	720 Flowers-Plants Farm Produce PUMPKINS PUMPKINS PUMPKINS 1,000's of pumpkins. 89 cents & up to \$2.89. Sagi Flowerland, 24051 9 MI. Rd, W. of Telegraph. 355-4260	724 Cameras-Supplies 2 White Lightning WL-10,000 with modeling lamps. Built in slave units, stands included. Call 352-6953	728 Musical Instruments KOHLER - CAMPBELL Spinnet piano with bench. \$1200. 455-3988 KOHLER & CAMPBELL console piano & bench, very good condition. \$750. 525-9122 LOWREY PIANO - Used, 8 years old, like new condition. \$800. 728-0281	727 Video Games VCR's - Tapes TURBO GRAPH-16, Gonzo's Nintendo, Game Boy, Lynx new & used. Buy, sell, trade. Best prices. 28117 Plymouth Rd. Redford. 937-2277 TWO VCR's - 511 movies, 3 book-cases, sacrifice. \$1500. Keep trying. 458-2762	730 Sporting Goods BROWNING A-Bolt Hunter, 300 Winchester Magnum Weatherby Super, variable scope. Hard case, new last year. \$500. Browning BPS Shotgun, 12 gauge, 28", like new. \$250. Call Foran days 466-4721 POOL TABLE, Brunswick, 8ft state, \$400. 373-8081 PRECURE FIRE starter, \$250. Azy Octagym rowing machine. \$75. After 6pm 652-8294	735 Wanted To Buy ACETYLENE welding outfit, wood chipper, snowblower, leaf blower, drill press, trailer, shop machinery, power tools. 532-2267/ 310-1564 GUITARS/AMPS by Gibson, Fender, Vox, Gracich, & Rickenbacker. Up to \$5000 cash paid. 348-8541 OLD TOY TRAINS Lionel, American Flyer. Old toys. Private collector. 669-4872	738 Household Pets BLACK LAB mix, male, family dog, needs a good home. 3 1/2 years. Great watch dog. 522-1142 BLACK LAB puppies, 12 weeks old, cute as can be. Guaranteed health. \$50. 271-4663 NO FLEAS on me, please! Rocky needs a good home. 5 yr old neutered male cat, short-haired, has had shots. Wonderful companion, loving disposition. 647-3744 CHINESE SHAR-PEI - Female, 2 yrs. old. Hilarious offer. Puppies & stud service also available. 636-6556 CIOW-BWA, Female, AKC registered, 3 1/2 months old, excellent quality. Call 423-9302 CHOW PUPS 2 boys, 1 cream, \$150. 2 black, \$300. All males! 423-9302 CHRISTMAS Cooker Spaniel puppies, AKC, adoptable Nov. 6. \$50 deposit will hold. 5 males, 1 female. Days 540-4889. Even: 338-4947	738 Household Pets ADORABLE KITTENS - All looking for good homes. 948-7127 ADULT CAT - Neutered, declawed, lovable, to a good home. After 5. 649-9828 WINCHESTER Model 94-44 Mag. num. never fired. Mossberg Model 144SB 22 target rifle. Remington 12 gauge double barrel shotgun engraved. Sheepskin gun case. Cleaning rod and shells. Cash only. Call 7PM-8PM only. 642-4625 7mm Express model 4, door rifle, 3x9 Bushnell scope, sling, shells, hard case, excellent. \$400-522-4574	738 Household Pets AKC DALMATIAN PUPPIES 8 weeks old. 624-1350 AKC GOLDEN RETRIEVER PUPS, wormed, ready to go. \$250. 664-1074 AKC Home Raised Miniature DACHSHUNDS or SCHAUZERS Champion Sired Puppies Stud Service Grooming. Bob Albrecht: 522-9380 AKC, Norwegian Elkhound Puppies, champion sired, home raised by responsible & caring breeder. 713-1253 or 773-9327 AUSTRALIAN Shepherd Pups (Aus-10) Blue Merle & Tri. Male & female. Registered. 421-2119 or 525-0505 BICHON FRISE - 6 mos. old female, white, house trained, needs good home. Large cage, bed included. \$400/best Call 661-8569
719 Building Materials ALL STEEL BUILDINGS 21x24 to 100x200. Commercial, AG, Crop storage. Save thousands on factory specials. Delivered, constructed. Call Ron or Steve by 10-31. 313-425-1816 ALUMINUM SIDING, 8 inches to weather, 12 ft. long, 100 pieces. 453-1444 FIBERGLAS INSULATION - \$10 per bag. Shutters, 3ft-4ft, new, \$7.50 per pair. Discount on bulk. 425-4782 OAK FLOORING Trim & dimension lumber in stock. Wholesale prices. MT Hardwoods Inc. 517-523-3468 RAILROAD TIES Womanized Timbers. New or used. Delivery available. Any quantity. Open 6 days. 283-5668 30 x 24x28 clear glass leaded diamond pane window panels. In original box. \$150. Plus 13 - 20x28 panels of same - \$420. Excellent condition. Leave message 775-2999	721 Hospital-Medical Equipment COMMODORE ON-WHEELS: Used 2 months. Original cost, \$285, will sell for \$100. Call 788-1428 GERIATRIC CHAIR, 3 position recliner, very good condition. \$350. After 3:30pm. 979-2477 WHEELCHAIR GOOD condition. \$200. Transfer seat for bath, \$40. 728-7501	728 Musical Instruments ANTIQUE Steinway Piano - early 1900's upright, good condition. 693-7572 BABY GRAND PIANO - 70 years old, dark finish, new bass strings. 891-0510 BABY GRAND piano, 5 ft., 4" long, walnut finish, good condition. \$2,000. 478-3450 BALQUIN AGROSONIC PIANO Dark walnut. Good condition. With bench, tuning and moving. \$48-2200 BALDWIN Orga-Soniz Organ for sale. \$400. 421-3993 BEGINNER PIANO With bench, strong tone, good touch. \$500 tuned and moved. 548-2200 ELECTRIC PIANO - Kong 2500, like new. MIDI compatible. \$325. 651-8658 FENDER TWIN Reverb 135 watts, must sell due to angry neighbors. \$400. 344-9209 GREAT PARTY fun - player piano, excellent condition, \$1100 or best offer. 391-2658 GUITARS - Epiphone electric semi-hollowbody, beautiful \$425. Sigma 6 string acoustic like new \$375. Both with case. 344-9209 KING Alto Sax, case & music stand. New. Its turned, excellent condition. 1-1647	728 Musical Instruments PIANO SHOP Clearance. Several nice grands. Some new uprights. High gloss finishes. Call until 8pm, message. 357-1135 PIANO - upright, excellent sound, mahogany wood, carved legs. Tuning hammer also. \$350. 533-5069 SOMMER 5' 10" Ebony Grand, built 1925. Recently refinished & rebuilt. Private owner. Gary 281-8803 TADASHI CONCERT upright piano, black mirror finish. Piano like new. \$2900. 343-9238 WURLITZER PIANO - Spinnet, like new, adult owned, medium brown, 7 years old. \$950. 644-7465 WURLITZER PIANO - Mahogany console, \$900/offer. 681-6604 WURLITZER SPINET PIANO, excellent tone. \$495. 462-4234 YAMAHA EBONY GRAND PIANO, 5 ft. 7 inches. Good condition. \$2,995. With bench, moving and tuning. 548-2200	728 VCR, TV, Stereo, Hi-Fi, Tape Decks NEC 1989 19" color tv with remote, walnut TV & VCR cabinet, excellent condition. \$900. 651-8412 TV VIDEO CENTER - 25" color monitor, recorder, storage stand, Camcorder & accessories. Cost \$2300. First \$800 taxes. 681-7133	730 Sporting Goods GUN - BERETTA 16 guage over/under \$68 black onyx. Brand new \$12 in box. \$900. 545-6360 GUN SHOW/SHELDON HALL 33111 Plymouth Road/Farmingington, Lthons, Nov 11, 8am-3:30. Free tables. Dealer reservations. 781-9287 HEAD SKIS with Tyrolis 420 bindings & Scott poles \$70. Heeting boots size 10 1/4 \$60 & Tecnica boots size 9 1/4 \$30. After 6. 453-5018 HOCKEY EQUIPMENT - Cooper, goalie, trapper & blocker. Junior models \$100. Call. 443-1605 POOL TABLES All slate, antique, ultra modern. bar size. Floor model demo's 399-7255. Even: 855-1314 SCHWINN AIR-DYNE exercise bike, low mileage, pistine condition, white, \$595.	735 Wanted To Buy BASEBALL, football, hockey, basketball cards. Any sports memorabilia. Top cash. Will travel. 477-2580 PINBALL MACHINE - Any condition. Will pay cash. C'mon clean out your basement! Jim: 676-7197 TOP PRICES PAID: For Old Toy Trains Lionel, American Flyer, Marx Toys Also. 661-8569	738 Household Pets FREE KITTENS to good homes. 9 weeks old. Canton. 495-1958 GOLDEN RETRIEVERS - AKC Puppies, championship bloodline, shots, call after 6pm. 422-0575 GOLDEN RETRIEVERS - male puppies, AKC, guaranteed champion sired. \$250. 533-2534 GOLDEN Retriever quality pups, Champion blood line, AKC, tested. Nov. 15, \$400. 356-2047 GOOD HOME: For 2 kittens, 8 wks. old. One calico, one grey. Call after 6. 421-7213 HIMALAYAN KITTENS - Blues and Seals. \$200. Doanriver area. Call between 3pm-9pm. 281-7949 KITTENS - lovable curios. Shots. Wormed. 6 weeks old. 773-6839 LABRADOR Pups, black, AKC, declawed, shots, champion bloodlines. \$175-\$200. Call 271-3944 LHASA APSO Pups - AKC. 7 weeks old, home raised, all shots. Health guaranteed. \$275. 663-6887		
719 Hot Tubs, Spas & Pools POOL COVER- 24 ft. round \$30. good condition. Pool ladder, excellent condition, \$50. Other accessories. 639-	724 Cameras-Supplies COMPLETE DARK Room equipment - Color & black'n white. Will sell all or part. After 6pm. 422-3882 GUITARS - Epiphone electric semi-hollowbody, beautiful \$425. Sigma 6 string acoustic like new \$375. Both with case. 344-9209 VIDEO CAMCORDER VHS Panasonic. Full size. Extras including cash and telephoto lenses. More! Call 421-4928	728 Musical Instruments PIANO - upright, excellent sound, mahogany wood, carved legs. Tuning hammer also. \$350. 533-5069 SOMMER 5' 10" Ebony Grand, built 1925. Recently refinished & rebuilt. Private owner. Gary 281-8803 TADASHI CONCERT upright piano, black mirror finish. Piano like new. \$2900. 343-9238 WURLITZER PIANO - Spinnet, like new, adult owned, medium brown, 7 years old. \$950. 644-7465 WURLITZER PIANO - Mahogany console, \$900/offer. 681-6604 WURLITZER SPINET PIANO, excellent tone. \$495. 462-4234 YAMAHA EBONY GRAND PIANO, 5 ft. 7 inches. Good condition. \$2,995. With bench, moving and tuning. 548-2200	728 VCR, TV, Stereo, Hi-Fi, Tape Decks NEC 1989 19" color tv with remote, walnut TV & VCR cabinet, excellent condition. \$900. 651-8412 TV VIDEO CENTER - 25" color monitor, recorder, storage stand, Camcorder & accessories. Cost \$2300. First \$800 taxes. 681-7133	730 Sporting Goods GUN - BERETTA 16 guage over/under \$68 black onyx. Brand new \$12 in box. \$900. 545-6360 GUN SHOW/SHELDON HALL 33111 Plymouth Road/Farmingington, Lthons, Nov 11, 8am-3:30. Free tables. Dealer reservations. 781-9287 HEAD SKIS with Tyrolis 420 bindings & Scott poles \$70. Heeting boots size 10 1/4 \$60 & Tecnica boots size 9 1/4 \$30. After 6. 453-5018 HOCKEY EQUIPMENT - Cooper, goalie, trapper & blocker. Junior models \$100. Call. 443-1605 POOL TABLES All slate, antique, ultra modern. bar size. Floor model demo's 399-7255. Even: 855-1314 SCHWINN AIR-DYNE exercise bike, low mileage, pistine condition, white, \$595.	735 Wanted To Buy BASEBALL, football, hockey, basketball cards. Any sports memorabilia. Top cash. Will travel. 477-2580 PINBALL MACHINE - Any condition. Will pay cash. C'mon clean out your basement! Jim: 676-7197 TOP PRICES PAID: For Old Toy Trains Lionel, American Flyer, Marx Toys Also. 661-8569	738 Household Pets FREE KITTENS to good homes. 9 weeks old. Canton. 495-1958 GOLDEN RETRIEVERS - AKC Puppies, championship bloodline, shots, call after 6pm. 422-0575 GOLDEN RETRIEVERS - male puppies, AKC, guaranteed champion sired. \$250. 533-2534 GOLDEN Retriever quality pups, Champion blood line, AKC, tested. Nov. 15, \$400. 356-2047 GOOD HOME: For 2 kittens, 8 wks. old. One calico, one grey. Call after 6. 421-7213 HIMALAYAN KITTENS - Blues and Seals. \$200. Doanriver area. Call between 3pm-9pm. 281-7949 KITTENS - lovable curios. Shots. Wormed. 6 weeks old. 773-6839 LABRADOR Pups, black, AKC, declawed, shots, champion bloodlines. \$175-\$200. Call 271-3944 LHASA APSO Pups - AKC. 7 weeks old, home raised, all shots. Health guaranteed. \$275. 663-6887			

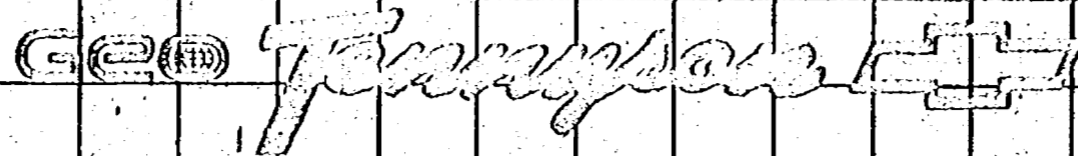
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1990 CORSICA LT 4 DOOR SEDAN
 Gray cloth buckets, electric rear window defogger, 2.2L EFI 1.6 engine, 5 speed manual transmission, P1557SR14 ALS
 Was \$10,100
Sale Price \$7629*
 1st Time Buyer **\$7129***

1991 CAPRICE 4 DOOR SEDAN
 3.0L EFI V6 engine, 55/45 seat, electric rear window defogger, automatic transmission with overdrive, power windows, air, electronically tuned AM/FM stereo radio with seek scan, cassette, digital clock and extended range sound system, front and rear carpeted floor mats, leather seat covers, body side moldings, front and rear carpeted floor mats. Stock #2951
 Was \$17,969
Sale Price \$13,709*

1991 CAVALIER VL 2 DOOR COUPE
 Cloth bucket seats, electric rear window defogger, air, 2.2L EFI 1.6 engine, electronically tuned AM/FM stereo radio with seek scan, cassette, digital clock and extended range sound system, front and rear carpeted floor mats, leather seat covers, body side moldings, front and rear carpeted floor mats. Stock #3379
 Was \$9980
Sale Price \$8434*
 1st Time Buyer **\$7834***

1990 BERETTA 2 DOOR COUPE
 Electric rear window defogger, 2.2L EFI 1.6 engine, 2.0L turbo, air, speed control, cruise control, steering wheel, front and rear carpeted floor mats, leather seat covers, body side moldings, front and rear carpeted floor mats. Stock #3170
 Was \$12,257
Sale Price \$9622*
 1st Time Buyer **\$9022***

1991 LUMINA APV
 3.1L EFI V6, 6 person seating, deep tinted glass, cloth buckets, electric rear window defogger, automatic, 14 cast aluminum wheels, air, AM/FM stereo radio with seek scan, cassette, digital clock with extended range sound system, power windows, doors & luggage locks, speed control, constant steering wheel. Stock #3440
 Was \$17,775
Sale Price \$15,491*

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1990 ASTRO VAN CONVERSION
 Deep tinted glass, 4.3L EFI V6 gas engine, 4 speed automatic transmission with overdrive, electronically tuned AM/FM stereo radio with seek scan, stereo cassette tape and digital clock, air conditioning, front, rear wheel and speed control, all wheel disc brakes, alloy wheels, power door locks and windows, rear wiper system. Stock #2378
 Was \$17,874
Sale Price \$16,610*
 1st Time Buyer **\$16,010***

1991 LUMINA 4 DOOR SEDAN
 3.1L EFI V6 engine, electric rear window defogger, air, automatic, computerized steering wheel, front and rear carpeted floor mats. Stock #3359
 Was \$14,660
Sale Price \$11,608*

1991 CAMARO RS
 3.1L EFI V6 engine, cloth bucket seats, power door locks, electric rear window defogger, automatic transmission with overdrive, air, electronically tuned AM/FM stereo radio with seek scan, cassette tape and digital clock with extended range sound system, body side moldings, front and rear carpeted floor mats. Stock #3354
 Was \$14,059
Sale Price \$11,711*

1991 FLEETSIDE EL PICKUP
 5 speed manual transmission with overdrive, 2.5L EFI 1.4 engine, rally wheels, custom cloth bench seat. Stock #3470
 Was \$8707
Sale Price \$7183*
 1st Time Buyer **\$6583***

1990 GEO PRIZM HATCHBACK
 Air, 1.6L EFI 1.4 engine, 5 speed manual transmission, cloth buckets, AM/FM stereo with seek scan and digital clock, power steering. Stock #3287
 Was \$12,109
Sale Price \$9597*
 1st Time Buyer **\$8997***

1990 METRO LSI 2 DOOR COUPE
 10.3 engine, 5 speed manual transmission, AM/FM stereo radio with seek scan, rear window wiper/washer, cruise control, cloth bucket seats. Stock #2817
 Was \$7946
Sale Price \$7017*
 1st Time Buyer **\$6417***

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ATTENTION FAMILY TRAVELERS, TAILGATERS, SKIERS, SOCCER & HOCKEY FAMILIES - WITH THE PURCHASE OF ANY NEW VAN CONVERSION THE WEEK OF OCTOBER 28-NOVEMBER 3 YOU'LL RECEIVE YOUR CHOICE OF A RECREATIONAL GIFT LIKE SKIIS, GOLF CLUBS, HUNTING GEAR OR A SHOPPING SPREE FOR YOUR NEXT VACATION! WE WON'T HAVE THE CHEAPEST PRICE, BUT WE'LL HAVE THE BEST VALUE FOR THE MONEY!

SAVE THOUSANDS
 No haggling all vans have discounted prices on the windshield. Van conversion reps will be here to answer any questions. Special Interest Rate!

1990 AEROSTAR ECLIPSE VAN CONVERSION
 Air, cruise, tilt wheel, tinted glass power windows and locks, light group power mirrors, stereo cassette, 4 captains chairs, rear mirrors, rear seat bed running boards, unique designer paint, mag wheels, electronic dash and more.
 Stock #11188
 WAS \$23,532
YOU PAY \$15,966*

1990 VAN EXPRESS BRONZE EXPRESS
 Air, auto, electronic cassette, dual illuminated captain chairs, seat bed, cruise, tilt, sport wheel covers, oak trim, handling package light convenience group.
 Stock #11623
 WAS \$21,889
YOU PAY \$13,689*
 3 At This Price

40 Conversions On Sale!
ECLIPSE · BIVOUAC · VAN EXPRESS
 A sale is only as good as the product you offer. We carry Eclipse, Bivouac, and Van Express. See the rest-buy the best-we can sell you the most practical or the most luxurious van. See for yourself.

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1990 TAURUS LX STATION WAGON
 3.8 L EFI V6 Oxford white, premium sound system, rear radio with cassette, speed control, rear defogger, 4 spoke, front & rear floor mats, illuminated entry lens, autolamp system, cast aluminum wheels, P205/315 BSW, rear window wiper/washer, rear facing 3rd row seat.
 Stock #7681
 WAS \$19,752
YOU PAY \$14,890

1990 MUSTANG GT
 Air, power equipment group, power locks, rear side windows, speed control, AM/FM stereo with clock, rear window defogger, lower body side two-tone paint. Stock # 9155.
 WAS \$16,429
YOU PAY \$12,594*

1990 PROBE GT
 4, cargo tie-down net, rear window wiper/washer, speed control, driver seat, power windows and locks, dual illuminated mirrors, AM/FM cassette with premium sound, power air, electronic climate control air, anti-lock braking system, 5 speed manual transmission. Stock # 7732
 WAS \$18,839
YOU PAY \$14,468*

1990 THUNDERBIRD LX 5 to choose from
 1.6L or 2.0L engine, power windows, locks, door, sponger seat/antenna, premium electronic stereo, cast aluminum wheels, clearcoat paint.
 WAS \$19,381
YOU PAY \$13,995*

Model	Security Deposit	Total Due at Inception
ESCORT	\$150	\$800
TAURUS	\$225	\$1100
91 PROBE	\$225	\$1000
91 TEMPO	\$200	\$1000
91 T-BIRD	\$300	\$1175
RANGER	\$150	\$800
AEROSTAR	\$275	\$1150

1991 RANGER 4X2
 4.9L V6, tachometer, cast aluminum wheels - deep dish, electronic AM/FM stereo with cassette/clock, dual accent tape strips, sliding rear window, chrome rear stop bumper, power steering. Stock #24021.
 WAS \$11,792
YOU PAY \$7850*
 (AP PLAN LEASE \$180/24 mos.)

1991 PROBE GL 2-DOOR HATCHBACK
 Tilt steering column and cluster, convenience group, 1.6L glass, electric rear window defogger, speed control, air conditioning. Stock #2562
 WAS \$14,593
YOU PAY \$12,193*
 (AP PLAN LEASE \$190/24 mos.)

1991 TAURUS 4-DOOR SEDAN
 Air conditioning, rear window defogger, paint stripe, power door locks, 3.0L EFI V6 engine, automatic overdrive trans, front and rear floor mats, speed control. Stock #2496
 WAS \$15,870
YOU PAY \$12,470*
 (AP PLAN LEASE \$207/24 mos.)

1991 TEMPO GL 4 DOOR SEDAN
 Automatic transaxle, manual control air conditioning, power lock group, dual electric control mirrors, tilt steering wheel, polycast wheels, rear window defogger, light group, front center armrest, electronic AM/FM stereo with cassette/clock, front and rear floor mats, clearcoat metallic paint. Stock #2294
 WAS \$12,825
YOU PAY \$9856*
 (AP PLAN LEASE \$182/24 mos.)

1991 THUNDERBIRD
 Electronic AM/FM stereo with cassette, 6-way power driver's seat, rear window defogger, luxury group, cast aluminum wheels, cruise, tilt, front floor mats, automatic, O/D transmission, power lock group windows. Stock #2758
 WAS \$17,527
YOU PAY \$13,977*
 (AP PLAN LEASE \$227/24 mos.)

1991 AEROSTAR XL WAGON
 Air conditioning, privacy glass, deluxe paint stripe, speed control, tilt wheel, automatic O/D transmission, electronic rear window defogger, electric AM/FM stereo, cassette, clock. Stock #2742
 WAS \$17,319
YOU PAY \$13,668*
 (AP PLAN LEASE \$222/24 mos.)

1991 ESCORT PONY 2-DOOR
 WAS \$7920
YOU PAY \$6570*
 (AP PLAN LEASE \$188/24 mos.)

1991 EXPLORER SPORT 2 DOOR 4X4
 Automatic, air, cruise, tilt, power windows, power locks, rear wiper, wiper and defogger, luxury aluminum wheels, cassette. Stock #2913
 WAS \$19,940
YOU PAY \$17,284*

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