

MONDAY

the NOVI NEWS

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50 CENTS

The hearing on new Grand Plan scheme

By Staff

The city council is scheduled to either give its seal of approval or discard what has been nicknamed "The Son of Grand Plan" — a revamped design for the controversial 300-acre industrial park and Meijer store at Wixom, Napier and Twelve Mile roads.

This time around, the rezoning question will not hinge upon a 5-2 majority vote, required previously by a petition signed by the owners of 20 percent of the land immediately surrounding the site.

But some on council — including Mayor Matthew Quinn and council member Joseph Toth — will act under the threat of recall by Neighbors Against Poor Planning (NAPP), a citizens' group opposed to the project. NAPP members have also said

they will seek a referendum election to overturn the rezoning.

The developer of the industrial park is Neil Sosin, president of the Farmington Hills-based F.G. 40 corporation and the Northern Equities Group.

Michigan Bureau of Elections records, on file at Oakland County, show that in their successful 1989 re-election bids, Quinn and council members Nancy Cassis and Hugh Crawford each received a \$500 donation from Bloomfield Hills residents Neil and Nancy Sosin, co-owners of the Northern Equities Group.

Cassis said Friday that when Sosin donated the money, she was not acquainted with him and was unaware of any connection he might have had with the Grand Plan. She said she telephoned him after receiving the money, as is her practice

with any donation over \$20.

"I wanted him to know up front I carefully look at all sides of an issue and get all the information I can. I didn't want him to think if you came before council, you'll get any kind of preferential treatment," Cassis said. "He said to me, 'I feel you can make an objective opinion and that's why I'm contributing to your campaign.'"

"I asked him about his interest in Novi. He said, 'I have no projects in Novi, but at some time I may have interests in Novi'... I was shocked the night we were supposed to vote on the Grand Plan with a letter from Mr. Neil Sosin."

She said each council member received a letter from the developer informing them of his involvement in the industrial park. The Grand

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Site is good location for Grand Plan — consultant

By JAN JEFFRES
Staff Writer

An outside consultant hired by the city to evaluate Novi's Grand Plan found that the proposed industrial park was a suitable use for 300 acres at Wixom, Napier and Twelve Mile Roads, noting that development in the area is inevitable.

But Dr. Carl Goldschmidt, head of the graduate school of urban planning at Michigan State University, also recommended that the planning commission set in place public controls — beyond the private deed restrictions and covenants recommended by city staff — "to insure that some of the potentially most troublesome uses are kept out of the park."

"Dr. Goldschmidt seems to suggest in his report to use zoning ordinance amendments. We're not sure you can do that because we'd have to focus on the I-2 park itself, which might not be legal," said planning commis-

sioner Chuck Kureth, adding that the city hasn't discussed this point with the professor yet.

Goldschmidt was not available for comment on the report by presstime. In preparing his six-page study, the consultant interviewed members of a citizens' group opposed to the project, Neighbors Against Poor Planning (NAPP), as well as Novi staff and city council members. He toured the site and reviewed material on the industrial park plan.

"Basically, I think it is a favorable report," said staff planner Mike Csapo. "It's just that there are concerns that have to be addressed. I think the city staff is working hard to put those assurances in place."

"We are intending to develop a strategy to address all the problems in that area."

Goldschmidt said that residents were entitled to assurances in the form of actions that the industrial park

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Photo by BRYAN MITCHELL

Tall tales

The Novi Public Library launched a new preschool storytime program Wednesday, Sept. 19, and it was obvious Tadd Fotheringham was enjoying himself as he reached for the sky during one of the sing-alongs.

For the second week in a row, the Novi football squad has barely squeaked past a Kensington Valley Conference opponent. On Friday, the Wildcats pulled out a 7-6 win over Lakeland in the final two minutes of the game.

Quarterback Jeff Schram scored

the winning touchdown on a one-yard plunge.

The win is Novi's 26th straight KVC victory. The Cats, now 2-0 in league play and 3-1 on the season, will face Brighton this Friday. The Bulldogs are 3-0 in conference play, after outlasting previously undefeated Harland on Friday.

Bond issue vote is Tuesday

The Novi Community School District will ask voters tomorrow, Sept. 25, to allow the district to borrow \$5.2 million to build an addition on Novi Woods Elementary School, and to build a "techlink" between Novi Meadows and Novi Middle schools.

The "techlink" is the largest portion of the project. Costing \$3.1 million, the link will provide 35,000 ad-

ditional square feet of space to be shared by the two schools.

The addition will include 12 classrooms, an auditorium and facilities for students to work with advanced media technology.

The district anticipates a quarter-mill increase to pay for the principal and interest on the bond issue. The increase would cost the owner of a \$200,000 home \$25.

The polls will open Tuesday at 7 a.m. and close at 8 p.m. If unsure of a precinct, call 348-1200 and ask for Karen Rossi.

- Precinct 1 — Novi Middle School South, 25299 Taft Road.
- Precinct 2 — Orchard Hills Elementary School, 41900 Quince.
- Precinct 3 — Village Oaks Elementary School, 23333 Willowbrook Drive.

Novi gets by Eagles

and Walled Lake police Detective Jerry Walker "act(s) of heroism" when a tornado hit the city September 14. The resolutions, which specify the actions the pair took which help to prevent the situation from turning tragic, will be presented at the council meeting at 7:30 p.m. tonight in the Novi civic center.

Bargain entertainment: Novi Community Education offers discount tickets for regional amusement parks.

Day trippers can get up to \$3.70 off the gate price for tickets to places like Boblo, Cedar Point, Geauga Lake, Kings Island and Sea World.

Tickets are available at the community education office, in the administration building on Taft Road below Eleven Mile.

Senior transit available: The Novi Parks and Recreation Department's senior transit system provides a lift-equipped van to Novi residents who are age 55 or over, or are physically handicapped.

Transportation is available from 8:30 a.m. to 4 p.m. weekdays. Appointments should be made at least 48 hours in advance by calling 347-0400 between 9 a.m. and 2 p.m. weekdays. Let the dispatcher know if you have a handicap or other special need.

Donations are appreciated.

Share your skills: Novi Community Education is always looking for instructors for its adult and child enrichment classes.

If you have a skill, craft or hobby you'd like to share with others, call Novi Community Education at 348-1200.

Historical notepaper: The Novi Historical Society has notepaper for sale at the Novi Public Library and the Novi City Manager's Office. Each package contains 12 note cards, three each of four subjects. Price is \$3, including envelopes.

A gift of history: The Novi Historical Commission is accepting donations of artifacts for the city museum planned for the old Novi Township Hall.

The commission is seeking belongings of pre-1900 Novi residents, including photographs, farming and household implements, diaries and letters, as well as items documenting pre-1950 village, township and city governments and local events. This would include memorabilia of the Walled Lake Amusement Park and Casino and anything related to the REO Speedwagon fire truck, including service manuals and equipment.

In addition, the commission is also interested in talking to people who lived in Novi prior to 1950, to collect local oral histories. Contact Kathy Mutch at 349-8774.

Sports Briefs

Wildcat Update — The Novi golfers fell to Brighton 171-174 in KVC dual meet action on Sept. 18. Steve Megesi was the medalist with a two-under-par 34. The Wildcats also placed fourth at the 11-team Pinckney Invitational on Sept. 17. Megesi again paced the team with a 36-41 — 77. Tanya Shepley chipped in with a 42-45 — 87... The Novi girls swim team raised its home record to 2-0 with a convincing 133-52 win over Redford Union on Sept. 20. Two days earlier, the Wildcats swam well, but still fell to Fenton 103-83.

Mustang Update — Chris Lemmon fired an even-par 36 to help the Northville golfers crush Westland John Glenn 212-227 on Sept. 17. Kevin Krupansky (40) and Jason Sherman (41) also contributed. The linksters then trounced Farmington Harrison 201-246 on Sept. 20... On Sept. 19, the Northville boys soccer squad dropped a heart-breaking 2-1 decision to Livonia Franklin... The Mustang cagers clobbered Livonia Churchill 48-16 on Sept. 18, but fell to powerful Plymouth Salem 34-32 the next day. Kate Holstein scored 15 and 14 points in the respective games.

Inside

INCLUDED IN today's paper, as usual, is "Suburban Cable Weekly," your guide to television on the local cable system. The TV listings are keyed to the actual channel numbers on the local MetroVision cable system.



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Novi Briefs

Accident victim fundraiser: Residents of Willowbrook Subdivision are raising money to aid the family of a 2 1/4 year-old boy, who suffered spleen and closed head injuries after being hit by a vehicle in the subdivision over a month ago.

The victim, Michael Zurek, is expected to be released from the hospital within two weeks but further follow-up care will be needed. The subdivision is collecting donations to help pay for future medical bills as well as asking concerned citizens to supply the family with meals.

Checks can be addressed to Lynn and Dave Zurek, in care of W.C.A., P.O. Box 184, Novi 48376. Anyone wishing to donate a meal to the family when the boy returns home can contact Cindy or Jim Kupiz at 478-0892.

Novi Chamber: The Novi Chamber of Commerce will hold a breakfast with Governor James Blanchard at 7:30 a.m. Oct. 4 at Victors on Grand River. The governor will talk about economic conditions affecting small business and be available to answer questions. Tickets can be purchased for \$13 at any participating Chamber.

Novi Chamber of Commerce is also holding a board of directors meeting 6 p.m. Sept. 25 at the Novi Hilton.

Y-Indian Program: Children in Kindergarten to third grade and their parents are invited to join the Livonia Family Y-Indian Parent/Child programs.

These programs are tool for parent who want quality, planned, one-on-one time with their children. Orientation and registration will be held at 14255 Stark Rd., Sept. 26 at 7 p.m.

What price development?: City planners, residents and developers will meet with county officials for a free seminar on "Infrastructure Financing" on Thursday, Sept. 27. The goal is to keep open the line of communications between the local government, residents and those who will build the Novi of the future.

Alternative ways of financing roads and other improvements required by growth, including private-sector funding, will be explored. Speakers are Joseph Joachim, Oakland County Director of Economic Development; James Barabasso, Oakland County Road Commission; Deb Gosselin, city engineering consultant; and Rod Arroyo, Birchler/Arroyo Associates.

The meeting will run from 9 a.m. to 1 p.m. at the Novi Civic Center. For further information, call 347-0475. R.S.V.P. required.

Commendations given: The Novi City Council will take up resolutions of commendation this evening honoring Novi resident Cyndi Vockler



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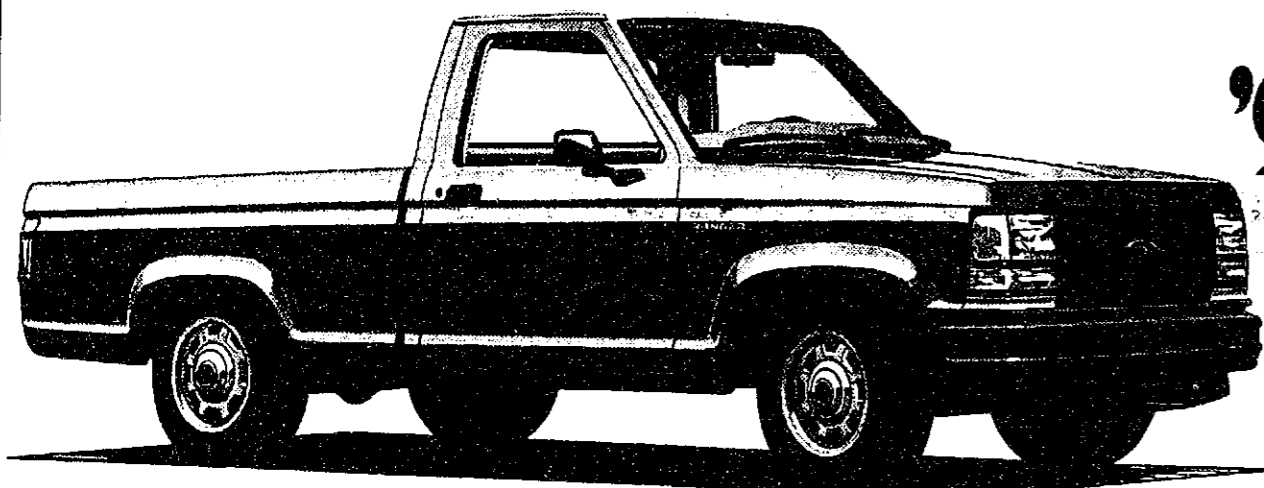
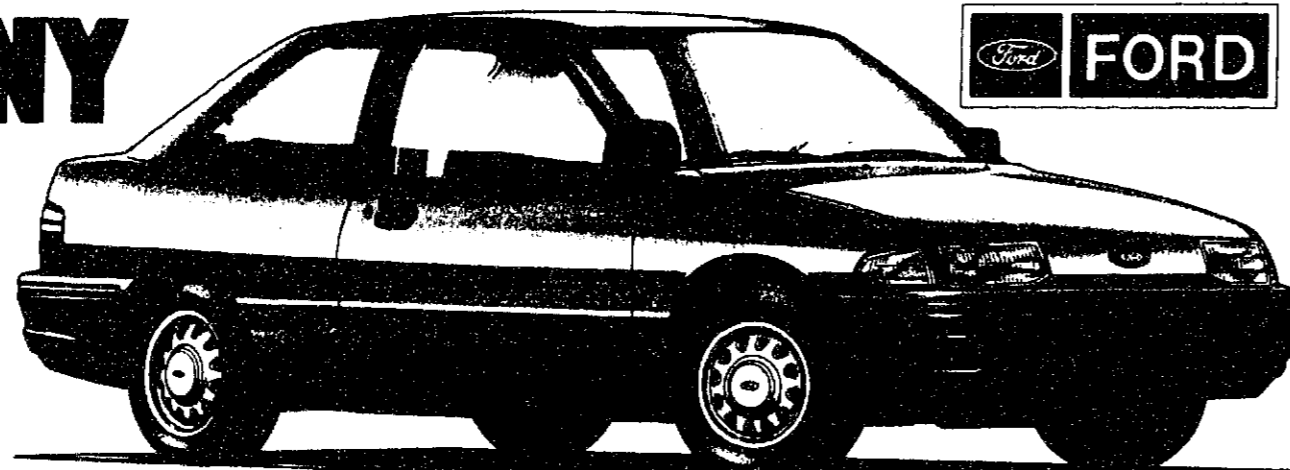
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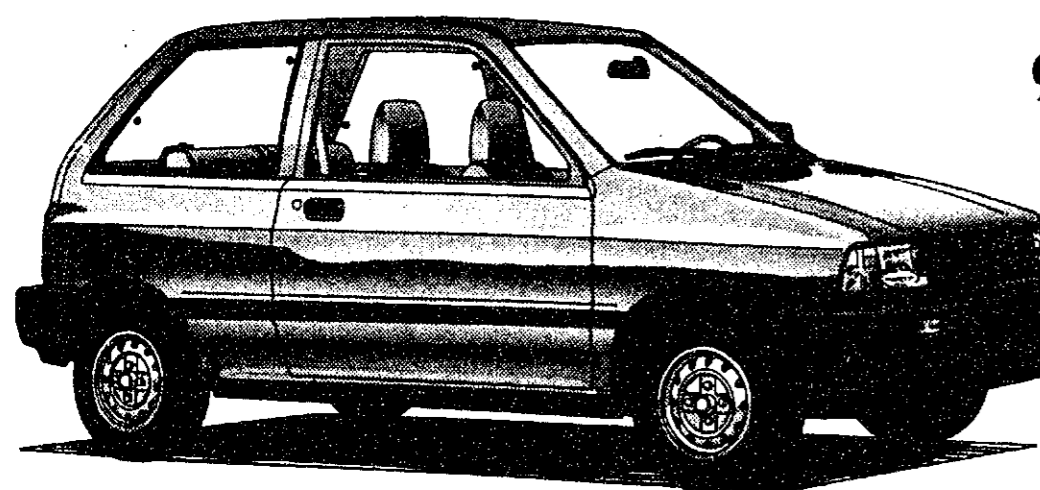
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MONDAY EDUCATION

Special ed still priority in Novi Cutbacks mean back-to-basics

Doc Doyle

By SUZANNE HOLLVER
Staff Writer

The Novi board of education received a report at Thursday's meeting which one board member said included the "warts and all" of the results of inclusive education in the district.

Inclusive education, called "the cutting edge trend" for special education students by special education director Donna Tinberg, was new to the district last year and remains in effect at all levels this year. Michigan law requires that handicapped students be educated in the least restrictive environment. Inclusive education, which places special education students in classes with regular education students, is one option for fulfilling this requirement, Tinberg said.

"Our ability to place a special education student in a regular education environment hasn't always been there," Tinberg said.

Inclusive education does not require all special education students to receive their education solely from regular education teachers in regular education classrooms.

"At first people were saying it had to be all or nothing," Tinberg said, "but we're really working in the district to offer a lot of options."

Some students have classes in both regular education classrooms and special education classrooms, and some classes are taught by both special and regular education teachers. For others, regular education classes would not be beneficial at all. One concern is that students who are educated mainly in regular education classrooms could lose their special education status affecting the amount of categorical aid that the district would receive for the student from the state.

Conversely, students who were originally unable to receive special education because they did not qualify for state categorical aid could benefit from having access to the extra aids and services available in the classroom for special education students, said Superintendent Robert Pitko.

Vice president Stephen Hiltboeck expressed concern that a special education student could be disruptive to a regular education classroom.

Tinberg said that although classes have occasionally become disruptive, the experience is usually helpful for regular education students to learn to accept differences, although no statistical studies have been done on the issue in Novi.

"Our ability to place a special education student in a regular education environment hasn't always been there."



Donna Tinberg, Director, Special Education

Because when school opens this September, there must be teachers in each classroom to greet the children.

You can't close down two fourth-grade classrooms, leaving the children with no teacher, to support a gifted and talented program no matter how enriching the experience.

Your district had a "pull-out" program with the teacher in a specific area where children came to her and then returned to class. Pull-out programs, gifted-and-talented or otherwise, always go first during cutbacks.

My views of gifted-and-talented programs sometimes differ from some of my peers. Districts which primarily use IQ and test scores for "gifted" identification end up with what I call a class of



Doc Doyle

"academically disciplined" students, not necessarily gifted.

The gifted in music, art, writing, auto mechanics, etc., can often be overlooked in district efforts.

The worst-case scenario for any district is where parents see being in a gifted-and-talented program as important socially as it is educationally.

The classic story of gifted-and-talented selection is the school district that used a 130 IQ cutoff point for entry.

A parent had a child in the program. The family moved across the river to another absolutely identical socio-economic school district where the IQ cutoff point was 133. Her child, a 130 IQ, was no longer "gifted" and could not get into her new school's 133 IQ program.

The challenge to school districts is to develop other in-class enriching experiences for children.

One specific step is to infuse the gifted-and-talented learning activities that existed in your program into the regular classroom. However, this takes considerable inservice and commitment by building principals and teachers.

We need gifted-and-talented programs. If for no other reason we recognize the talented athlete and spend considerable money on enriching athletic experiences for them.

As an aside, we must realize the number of

gifted-and-talented students in a school district is always determined by the amount of money the district has to operate.

If a district does not have enough money for a gifted-and-talented program, it obviously has no gifted and talented children.

It is amazing how when money becomes available gifted and talented children become available.

This is not a slam at those districts who can afford it, their residents pay for it. It is not a slam at those districts that can't afford the program; they simply don't have the money.

However, it is a reality that gifted and talented children are in every school district whether a program exists or not.

Keep in mind there are many quality teachers in the regular classroom who are offering challenging experiences of the same nature you will find in a gifted-and-talented program. Knowing who those teachers are, hopefully having them for your daughter, will result in the enriching experience you and all parents want for their own.

Dr. James Doyle is a Northville resident and former assistant superintendent in the Troy School District. Questions for this column should be sent to Doc Doyle, c/o Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150.

Use these tips to keep your kids safe

- Start of the new school year is time to alert children to the Consumers Power "Eyes and Ears" program, a company spokesperson said.
- Though aimed at preventing crimes, the program can also help children in emergencies.
- Children should be advised to look for blue and white consumers Power trucks displaying Eyes and Ears stickers. Trucks are radio equipped and employees are trained to request emergency help.
- Other tips for children walking to and from school include:
 - Staying away from strangers.
 - Refusing rides, gifts or treats from anyone.
 - Walking to and from school with friends, never alone.
 - Seeking help if approached by a stranger.
 - Making sure parents or guardians know where you will be at all times.
 - Returning home directly after school.
 - Not entering public rest rooms if alone.
 - Avoiding hitchhiking.
- Consumers Power serves more than 715,000 customers in Oakland, Macomb and parts of Wayne and Washtenaw counties.

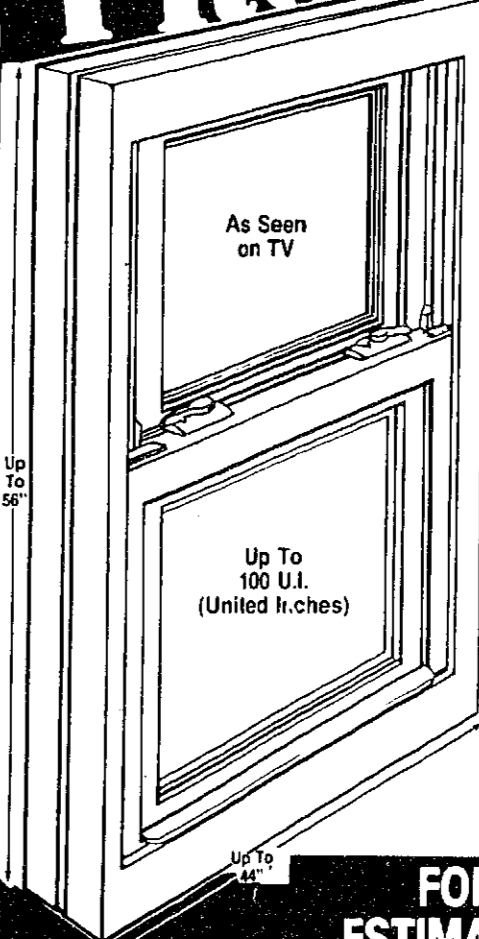
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Tell me a story

Teegram Sprague, of Novi, listens attentively to "Miss Suzie's Story" during the opening session of a new preschool story hour held Wednesday, Sept. 19, at the Novi Public Library.

Council to decide Grand Plan

Continued from Page 1
Plan was unveiled to the public following the November election.
Cassia added that to gauge the influence of a campaign donor on an elected official, the voting record should be monitored. "I think I feel very good about my record."
"I haven't thought about the campaign contributions since November," Quinn said. "I make it a habit not to study the list or look at it. I couldn't tell you who contributed to my campaign or didn't. I would expect anybody on the council to abide by the laws of the State of Michigan. I don't think there's anything in them that would prohibit anyone from voting."
In a similar situation on Sept. 18, Crawford said that he casts his votes on issues based on city ordinances and the impact on all parties concerned. He added he was "bothered" that some people thought campaign contributions could sway officials and keep them from voting straight.
On Oct. 11, Sozin is scheduled for pretrial at the 52nd District Court, Division 1 in Walled Lake on a misdemeanor charge of allegedly draining three wetlands near Beck and West roads without a permit. He is appealing the tickets issued to him by the cities of Novi and Westland on those charges. If convicted, Sozin faces a penalty of up to 90 days in jail and/or a fine. Sozin plans to build a 290-acre industrial park on the property.
On April 25, the first time the Grand Plan issue was before the council, the vote split 4-3 in favor of

Consultant gives nod to site

Continued from Page 1
would not "denigrate their lifestyle or investments." He found that implementing these assurances would be made "difficult" by the proposed 1-2 zoning, which includes some of the potentially most neighbor-unfriendly uses imaginable: junkyards, waste incineration, blast furnace, concrete acid manufacture, ore smelting. No resident or owner of land near a parcel zoned 1-2 can be entirely sanguine about its future development."
He explained that deed restrictions were private controls and violations could result in time-consuming litigation.
Robert Cartwright, a member of the NAPP board of directors who was interviewed by Goldschmidt said that the report "was reasonably fair," although somewhat biased towards the city's viewpoint.
Some points of the report provide ammunition for NAPP's viewpoint, he added.
"No public controls are put forth by the city. People could be spilling anything (in the industrial park). They could have air pollution, and a great deal of damage could be done," Cartwright said. "His report (Goldschmidt's) pointing out that there will probably be litigation. We're going to hammer like hell on this stuff and point out to the council what they're going to do to the people of Novi and the surrounding area."

Police News

A Northridge Apartments resident told township police someone attempted to enter her home by cutting a window screen sometime Sept. 6. Nothing was reported stolen in the breaking-and-entering attempt, but the resident said a screen frame was bent.
WARRANT ARREST — A 19-year-old Northville man was arrested by township police after he was stopped on northbound Silver Springs Sept. 9. The arresting officer reported that he recognized the driver of a vehicle as wanted on an outstanding disorderly conduct warrant.
AUTO THEFT — A Northridge Apartments resident reported the theft of a 1983 assembled red convertible two-door. The vehicle was valued at \$10,000 and was reported stolen from the parking lot in front of the resident's apartment. The incident occurred between 8:30 p.m. Sept. 9 and 7 a.m. Sept. 10, according to police records.
BIG LOTS LARCENY — A 32-year-old Detroit woman was arrested and charged with larceny after attempting to steal \$129.07 in merchandise from Big Lots, 42435 W. Seven Mile Road. The incident occurred Sept. 14 at 2:15 p.m., township police said.
SHOPLIFTED RING — A suspected shoplifter took a white gold ring with diamonds valued at \$800 from the counter of Novi's Service Merchandise at about 9:45 a.m. the morning of Sept. 18.
Police were unable to reveal any possible leads at this time.
STOLEN HUBCAPS — Thieves took two hubcaps and the hood ornament of a 1984 Oldsmobile parked outside of Manor Park in Novi the afternoon of Sept. 17.
All three items have a total value of \$220.
Citizens with information about the above incidents are urged to call Northville City Police at 349-1834, Northville Township Police at 349-9400, or the Novi Police Tip Line at 349-6887.
QUIL — A Plymouth man was arrested Sept. 15 at 1:41 a.m. near Parklane and charged with operating under the influence after he struck a legally parked vehicle, township police said.
STOLEN STEREO — A set of coaxial speakers were stolen from a brown Toyota Corolla parked in the front lot of Beachwalk Apartments in Novi sometime between Sept. 16 and Sept. 18.
There were no signs of forced entry and nothing else was reported taken.
STOLEN STEREO — Thieves took a in-dash Sherwood stereo cassette player out of a red 1980 Plymouth

County ethics policy ready

Oakland County commissioners are closer to adopting a code of ethics, even though its staunchest supporters acknowledge it will not deter anyone from wrongdoing.
"I certainly won't stop anybody from being crooked," said commissioner Thomas A. Law, R-West Bloomfield. "But it is a reminder to elected officials as well as county employees that people in government must have high standards."
Law and commissioner Marilyn E. Gosling, R-Bloomfield Hills, called for a code of ethics last November. Now, as then, both say they believe most officials — elected, appointed or hired — have high personal ethics.
Nonetheless, Gosling and Law insist it's a good idea to have a written code of conduct.
Commissioners on the personnel committee last Thursday circulated copies of a proposed "Standards of Conduct for Oakland County Officers and Employees." They asked commissioners to review and comment on the code before the next board meeting, Thursday, Sept. 27.
So far, reaction has been generally good, even though some commissioners say any ethics code probably isn't needed and won't likely make a difference.
"I personally don't see any need for a code of ethics," said commissioner Richard G. Skarritt, R-Milford. "I haven't seen any misconduct in office. Furthermore, I don't think this code would stop anybody from doing something improper."
Even so, Skarritt said having a code is a "good thing" and he will likely vote for it.
Roy Revold, chairperson of the Board of Commissioners, expressed similar comments.
"People in public life generally have high standards," he said. "But I believe it helps to put things in writing."
Commissioner Lawrence R. Pernick, D-Southfield, expressed his support this way: "Good people don't need to have a code of ethics. And people who are going to abuse the system are going to abuse it anyway."
"But at least with a code, people can't say they didn't know something was wrong. It can't hurt to put it in writing."
In drafting the county's proposed code of ethics, Law, Gosling and others encountered a number of philosophical difficulties as well as nits and bolts problems.
They wanted, for example, to subject elected officials to the same kind of standards that apply to hired employees under civil service regulations.
But in many cases — such as using "inside information" for personal gain — there are no provisions for punishing an elected official.
A county employee can be disciplined or fired, commissioners found. But elected officials answer directly to the electorate.
In clear-cut case like theft or fraud, both elected officials and county employees are subject to criminal law. But commissioners were uncomfortable trying to establish ethics for hired personnel, when they themselves could not be punished for similar transgressions.
The proposed code is two pages long and contains nine points.
Point 6 provides an example of the conflict entailed in commissioners adopting rules that would apply to hired employees, but very likely not to them.
It prohibits public officers working for a private or public interest when that employment is incompatible, or in conflict with, the discharge of official duties. "When that employment may tend to impair his or her independence of judgment," it prohibits public officers working for a private or public interest when that employment is incompatible, or in conflict with, the discharge of official duties.
Beyer, a Northville resident, is quick to point out that this is no cheap shoe. With reinforced leather construction and a traction sole, it's a high-quality item that's suitable for play on the basketball court as it is for watching from the stands.
"But the logo is the key, according to Beyer."
"We're trying to pull together the whole school," he said. "Yeah, they're great for athletics, but we want kids to get back towards being proud of going to school — the spirit and the pride."
With the approval of the school administration, MVP then turns to its graphic artist Mike Koski, who creates a logo and color scheme for the shoe. School colors are used to accent the white shoes. The design is then shown to the school representatives for final approval.
"We haven't missed yet," said Koski.
Orders are then taken from students. Operations manager Paul Przesmycki said delivery is expected by mid-November.
The bulk of the manufacturing is done at a factory in China, with the logo and colors being added at the facility in Novi.
Northville High chose the Mustang mascot for its shoes, with tasteful black and orange panels. Others may choose their school's traditional logo, as Wayne Memorial did in picking the block "W" for its blue-and-gold-trimmed shoes.
"The response from the students? Well, the wording may be tough to translate, but Beyer is certain it's all positive."
"I am learning a whole new language," he said. "Fresh, 'Radical, 'Awesome' — it's been a real learning experience, but the response has been fantastic."
The shoes sell for \$61 for a woman's low-top, up to \$69 for a men's high-top. That's a bargain compared to the \$125 that Nike's Air Jordans are fetching in stores, or the \$169 "ticket" for Reebok's Pump.
"We could have created a \$130 shoe, but we're trying to make it affordable for students," said Beyer. MVP is also committed to giving back to the community what it receives in sales. For one thing, a royalty is paid for use of the school logo, "just like the colleges get," Beyer says.
Schools can use that money as

SALUTE TO State Representative BILL BULLARD

FUNDRAISER RECEPTION FOR STATE REPRESENTATIVE WILLIS BULLARD, JR.

THURSDAY SEPTEMBER 27th 5 pm to 7:30 pm

Victor's Restaurant 43317 Grand River Novi

\$200 Per Person Tickets At Door REFRESHMENTS HORS D'OEUVRES INCLUDED

HOST COMMITTEE: Jim Babo, Tom Byant, John & Peggy Calandro, Vic & Nancy Cassa, John Chambers, Dr. Kevin Crane, Hugh & Kathy Crawford, Tom & Judith Darling, Ray Davis, Hugh Doherty, Russel Dow, Alie Fayz, Marty Feldman, Diane Fenich, Lisa Foote, Robert Fries, Rick Gilbert, Don & Bools Greengood, Amy Haman, Martha Hoyer, Conrad Kubawski, Mayor Christopher Johnson, Richard Kern, Ed & May Jane Lewinger, Connie Mallett, Carol Mason, Robert Maynes, Robert McCaro, John & Jean Nichols, Tim Pope, Paul Puffer, Mayor Matthew Quinn, Evelyn Reinke, Bob & Kay Schmid, Kurt E. Schwell, Paul & Rebecca Siegmund, Edward & Beverly Slade, Robert Steiner, Keith Tappan, Joseph & Marsha Toth, Ronald Watson, Floyd J. White

Paid for by Re-Elect Willis Bullard Jr., State Representative Committee P.O. Box 568, Highland, MI 48357, Barbara Clancy, Treasurer

MONDAY BUSINESS

Fresh! Awesome! Radical! Spirited shoes have company kicking up its heels

By RICK BYRNE Copy Editor



Northville football player Dave Morante laces on a Michigan logo shoe.

MVP Products of Novi hasn't just hit the target market; it's hit the bull's eye.
Walk down the halls of any area high school this winter and you'll see why. The feet of students in those halls are likely to be clad in MVP's hot new product, customized gym shoes.
The shoes are a contemporary-looking gym shoe — available in low-cuts and high-tops, for men and women. What's unique about them is the logo on the side. Where you're used to seeing the Nike swoosh or the Reebok Union Jack, you might instead find a Northville Mustang or a "Novi Wildcat."
Todd Beyer, director of sales at MVP, said that the company is aiming at the high school market, where young peoples' approach to style is fast first.
"What we're doing is going into each school and offering them the opportunity to have their own shoe created, with their own logo on the side," said Beyer.
Beyer, a Northville resident, is quick to point out that this is no cheap shoe. With reinforced leather construction and a traction sole, it's a high-quality item that's suitable for play on the basketball court as it is for watching from the stands.
"But the logo is the key, according to Beyer."
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Schools can use that money as

they see fit. Wayne Memorial is putting it into the athletic program to reduce the students' fees in that district's pay-to-play system.
In addition, MVP puts up a \$1,000 scholarship in the school once a certain percentage of shoes have been sold. The companies have also committed to not hiring enough blacks in management.
"Our focus is to take something which is turning into a negative image — athletic shoes and young people — and turn it into something positive," said Beyer. "We want to develop the tie-in of school spirit with something that's very hot right now — the athletic shoe market."
The project, brainchild of MVP President Harold Martin, was very carefully researched from its inception eight months ago. With some 2,000 surveys, the company learned what people like about the shoes they wear in terms of comfort, style and quality. MVP combined these qualities in the logo shoes.
MVP also learned, however, that shoe buyers were a fickle bunch. "There was no outstanding loyalty to one particular manufacturer," Beyer said. "People buy what's hot."
For now, MVP has limited itself to selling in 20 schools from Detroit and the close-in suburbs. There will also be a University of Michigan and Michigan State University line on the retail store shelves in time for the Christmas shopping season.
"It's a real thrill," said Beyer. "With U-M and MSU, you can imagine the reaction. When we walk down the

Mary DiPaolo/Focus:Small Business

Freelancers can help spark interest

EDITOR'S NOTE: This is the second of two articles on hiring free-lance writers to help small businesses.
"Hiring the words" is one way to describe how a growing majority of small business owners are converting their ordinary printed materials into captivating business communications.
In today's competitive marketplace, business leaders realize that their customer-directed literature must not merely be read, but read with great interest. When this goal is accomplished, the job of persuading readers to do what they've been asked becomes much more effective.
Adding "spark" to a firm's written materials traditionally has been focused on company brochures, advertising copy and annual reports. Advertising agencies usually were perceived as the only source for professional writing help.
But working with an agency often meant spending a small fortune to receive finished copy that sometimes read like yesterday's newspaper. But as the writing-related needs of small businesses changed over the years, so did the opportunities to receive affordable assistance from alternate sources.
Free-lance writers have since become the small business industry's best investment and have been commissioned to do much more than cre-

Business Briefs

Dolores Czerniak has announced the opening of a DECORATING DEN franchise in Novi, and to celebrate, she will be hosting a design workshop at 7:30 p.m. at the Novi Hilton on Wednesday, Sept. 28.
Bringing a friend, but don't bring your checkbook. The Decorating Den won't be selling anything. It will preview trends in interior home fashions.
The Novi Hilton is on Haggerty Road north of Eight Mile. Call 455-0210 for a reservation.
DONUT SCENE has relocated from its former site in the Novi Town Center to a new store at 41515 Ten Mile Road in the Novi Plaza.
Owners Gene and Ann Andreozzi have been in the doughnut business for 30 years, and own Donut Scene stores in Canton and Northville as well.
The store offers doughnuts of all kinds, as well as muffins, bagels, brownies, croissants, Gurnsey Farms ice cream and Colombo frozen yogurt. Fresh fruit is used in fruit-filled items, and top-quality ingredients are used everywhere.
Store hours are 6 a.m. to 6 p.m. winters, and 6 a.m. to 8 p.m. in the summer. Call 347-0070.
The hormone estrogen is important throughout a woman's life. We are constantly learning new information about the role that estrogen plays in a number of health issues for women, from reproduction to disease prevention.
In order to learn more about estrogen and its importance for you, the Northville M-CARE Health Center invites you to a special presentation on estrogen by:
Meri Beth Kennedy, R.N., M.S. Ob/Gyn Nurse Practitioner
Thursday, September 27, 1990 7-9 p.m.
Meri Beth will describe how estrogen functions; its role in preventing disease and maintaining health; and the importance and safety of estrogen replacement therapy.
Call 344-1777 to register. A \$2 fee is payable at the door.
University of Michigan M-CARE Health Centers
Located between 8 Mile Rd. & Main St. just east of town
650 Griswold Northville, Michigan 48167 (313) 344-1777

Women & Estrogen

A part of your life



GOOD YEAR

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March Tire Co. Plymouth 717 S. Main 455-7800 Farmington 33014 Grand River 477-0670 Southfield 28481 Telegraph 353-0450 Canton 5757 Sheldon Rd 454-0440 Westland 35235 W. Warren 721-1810

Now Open! Teriyaki To Go 10% OFF Any Entree Expires 9-30-90 Help Wanted Pine Ridge Center 10 Mile & Novi Rd - Novi 344-0060

MONDAY AT HOME

Granny Flats

Are they a solution to senior housing needs?

In New Jersey and California, where they've caught on...

In Australia, where they reportedly originated, they're called "Granny Flats"...

By any name, however, they're a golden opportunity, according to a Bloomfield Hills businessman...

One of our biggest problems is affordable housing for the elderly...

Gillette is well versed in the housing needs of the elderly...

With the number of senior citizens growing rapidly...

Gillette and associates said they are approaching the cities of Farmington Hills, Rochester Hills and Dearborn Heights...

They plan to submit site plans for granny flats—or elder cottages—at their retirement communities...

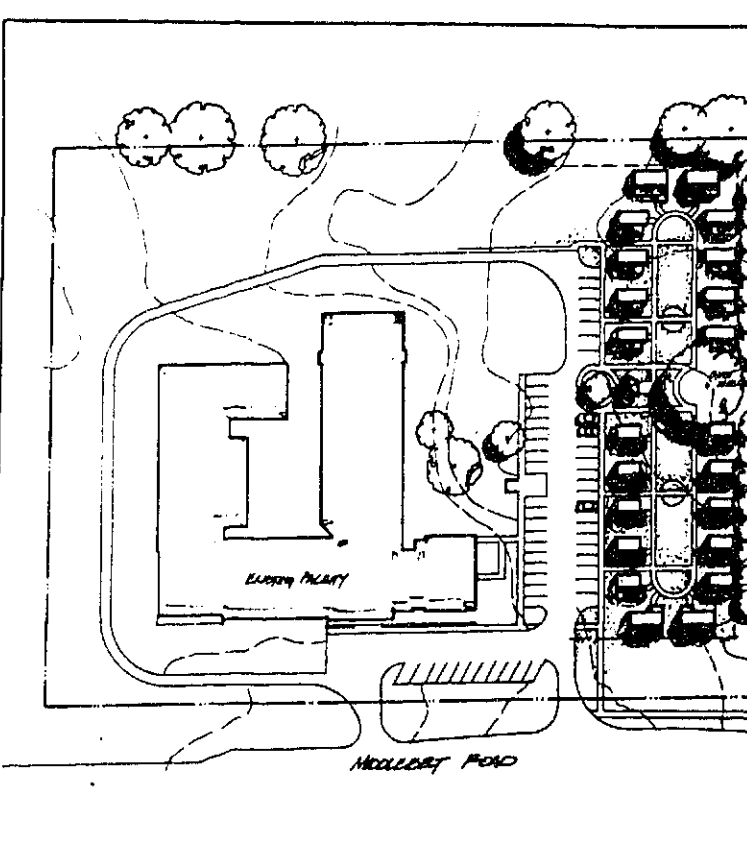
"We're looking at putting them in cluster developments for our sites," said Clinton Baller...

"I don't see many problems with building the prototypes," he said. "We own the property..."

In Farmington Hills, Katie Ulrich, staff planner, said...

Baller said, however, that the company would have to dig a well to supply water...

In Rochester Hills, existing zoning would not permit granny flats...



A cluster of granny flats is a proposed addition (r) at the Farmington American House...

single-family areas. We're looking at putting them in cluster developments...

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Baller said, however, that the company would have to dig a well to supply water...

In Rochester Hills, existing zoning would not permit granny flats...

Could they come to the American

Robert Meisner/Condo Queries

New regulations will require enforcement

Our condominium has a prohibition on landscaping property without the association's approval...

This is a classic problem at condominiums because developers who have controlled their associations do not follow restrictions...

The association should establish a firm landscaping policy and enforce it. To the extent that the developer has allowed modifications to be made...

This is a difficult question. Obviously, your documents do not cover this point, and it may be a good idea to amend the documents...

Our cooperative is considering converting to a condominium. We have heard that it may be a good economic vehicle for us...

It is not unreasonable to expect at least a 30-percent increase in the value of a unit once it is converted from a co-op to a condominium...

Housing starts take mild dip through July

Gary D. Smith of Muskegon, President of the MAHB says, "Overall, residential building has eased in the latest months, however, construction activity has not slowed dramatically in Michigan..."

Fuller-O'Brien Paints 'FALLING PRICES' advertisement with paint cans and pricing.

MONDAY FOOD

Cooks come to cable

Chefs show how to do it

Let these recipe ideas roll around on your tongue.

Swordfish Annie. Wild mushroom strudel. Sliced melon with blueberry sauce. Fat-free chocolate mousse.

Sound good? Two cooking shows, produced and seen on local cable TV networks in Westland and Southfield, are kicking taste buds.

Innovative chefs are the stars, cooking up their own creations for TV audiences.

Winfrey, a graduate of Westland High School and the culinary arts program at Schoolcraft College in Livonia...

Winfrey serves up beef sirloin, herb-roasted butter and potato salad.

Winfrey serves up beef sirloin, herb-roasted butter and potato salad.

Chef Douglas' Chocolate Mousse Nouvelle Riche recipe card.

On upcoming shows Winfrey will prepare redskin potato salad, shrimp and linguini with creamy garlic sauce and spicy chicken stir-fry.

Eleanor & Ray Head/Wine

A visit to the Z Moore Winery

Farmington Harrison High School has become known for its championship football teams, but two of its graduates are heavy into food and wine.

Chef Mary Brady

Legumes, for those who know beans

Heaven is baked beans. Or a marinade in an airtight glass or metal middle eastern pate of ground chickpeas...

There are numerous ways to enjoy beans, which are simple to prepare, nutritious, inexpensive and good tasting.

The types of beans and legumes are numerous. For definition's sake a legume is a plant that produces a pod with edible seeds inside.

Beans and legumes have long been known for their nutritional value. Because they are a complex carbohydrate they digest slower than other carbohydrates and satisfy hunger longer.

Beans and legumes are not complete proteins since they are missing one of the essential amino acids required in our diets.

Beans and legumes are touted as a "dietary food" because of their high fiber content, up to 9 grams per serving.

Widerstedt expects to start a new round of shows this month.

One of her recent favorite recipes was Indonesian grilled pork from Chris Carl of the Bijuou.

"It's potent but wonderful," Widerstedt said, "I have served it all summer long to all kinds of people."

"There are thousands of ideas," Winfrey said. "Don't be afraid. If you like it you will come up with a great idea. It's a lot of fun."

Winfrey's appearances are scheduled on a rotating basis between 5 p.m. and midnight on Westland's community access channel.

For cookbook information, call 354-5348 or write "What's Cooking in Southfield?" c/o Southfield Cable 8, 26000 Evergreen, Southfield 48037.

On upcoming shows Winfrey will prepare redskin potato salad, shrimp and linguini with creamy garlic sauce and spicy chicken stir-fry.

Z Moore Winery advertisement featuring a bear illustration and wine details.

Marty Figley/Down to Earth

Books can lead you to better soil

"Ruth Page's Gardening Journal" (Houghton Mifflin, \$17.95 hardcover) gives sound advice to help make the reader a better gardener.

Page is the host of a public radio program sponsored by the National Gardening Association.

Excerpts of her many radio programs, along with her hands-on experience, are given in a down-to-earth manner.

Yes, grass is still a vital element in many designs, and instructions on establishing and maintaining it are included.

"Planting in Patterns" by Patrick

Directions for these installations are very clear and easy to follow.

"Designing With Trees" by Anthony Paul and Yvonne Roes (Salem House, \$29.95 hardcover) is just the ticket for tree lovers who wish to add to their knowledge or want to select the perfect tree for the perfect spot.

In addition to the more common trees, many species and new varieties can be used with success.

Advice is given for container grown, windbreak, specimen, privacy and specialty gardens such as Oriental and shade.

"Foliage Plants for Decorating Indoors" by Virginia F. and George A. Elbert (Tamber Press, \$49.95 hardcover, 800-328-5689) is a complete guide for the serious indoor gardener as well as the professional.

All phases of indoor plant culture, and the importance of light, both natural and artificial, are explained in detail.

The meat of the book is the second part where more than 200 genera are listed, along with the most interesting or important species and cultivars.

Consumer Mailbag

Getting rid of that dry-cleaning smell

I just got back some dry cleaning that had a stronger than usual "dry cleaning" smell.

This sudden change from winter weather to summer heat has probably got you running to the storage closet to switch your winter/summer wardrobe.

As a result, you probably have a pile of dry cleaners or ready to be dropped off for cleaning until next fall.

Clothes today are labeled "dry clean only"—whether they're made from natural or synthetic fabrics.

gent and water, clothes are cleaned with detergent and a liquid solvent designed to remove spots and stains.

This detergent/solvent mixture is not absorbed by the material.

To reduce dry cleaning, choose garments and fabrics that can be put into the washing machine or gently hand washed.

The Consumer Mailbag answers your questions. Address mail to The Consumer Mailbag, Concern Detroit, One Kennedy Square, 4th Floor, Detroit, MI 48226.

ant by the U.S. Environmental Protection Agency.

Frequent dry cleaning is unnecessary. Manufacturers in most cases just recommend dry cleaning to avoid complaints from customers when they ruin the garment through incorrect washing.

For items that can't avoid being dry cleaned, increase the time between cleanings by brushing and/or shaking out the garment after each wearing. Then let the clothes air out overnight.

Protect yourself from exposure to "perc" fumes. If you can smell the perc, the clothes probably weren't fully dried before being put into the protective plastic bag.

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Protect yourself from exposure to "perc" fumes. If you can smell the perc, the clothes probably weren't fully dried before being put into the protective plastic bag.

Perfume will evaporate completely.

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031 Vacant Property
BRIGHTON No. 2 bedroom, 2 bath, carpeted, central air conditioning. \$15,000. Call: (313)746-4830.

068 Foster Care
OPENING for residents, must be able to do laundry, clean, and shop. \$1500. Call: (313)746-4830.

101 Antiques
ANN ARBOR ANTIQUES MARK. E. Brucher Shop, Sunday Oct. 21, 5005 Ann Arbor Hwy. \$1000. Call: (313)746-4830.

116 Christmas Trees
SOUTH pine up to 10' in Astoria, up to 12' at Call: (313)746-4830.

163 Nursing Homes
HOUSEKEEPING and needed full time day shift. Call: (313)746-4830.

031 Vacant Property
BYRON Atrium houses 60 acres of home hunting ground. \$1,500,000. Call: (313)746-4830.

069 Condominiums For Rent
ANN ARBOR, Eastham, 3 bedroom, 2 bath, living room, fireplace, dining room. \$1500. Call: (313)746-4830.

107 Miscellaneous
HOSPITAL bed, electric, many extras. \$800. Call: (313)746-4830.

118 Wood Staves
FURNACE, Fatsin, brand ad \$500. Call: (313)746-4830.

164 Restaurant
Applications now being accepted for line cooks and prep work. Call: (313)746-4830.

062 Houses For Rent
BRIGHTON Woodland Lake furnished, 2 bedroom, utility garage. \$650 per month. Call: (313)746-4830.

074 Living Quarters To Share
BRIGHTON area, quiet location, 1000 sq. ft. \$500. Call: (313)746-4830.

102 Auctions
PUBLIC Auction J&D Auto Auction & Auction, Every Wednesday and Saturday. Call: (313)746-4830.

120 Farm Equipment
PARTING out John Deere 4200, 4210, 3010, 2510, 2010. Call: (313)746-4830.

164 Restaurant
Applications now being accepted for line cooks and prep work. Call: (313)746-4830.

064 Apartments For Rent
BRIGHTON, Hidden Harbor, 1 bedroom, 1 bathroom. \$450. Call: (313)746-4830.

076 Industrial/Commercial For Rent
BRIGHTON, Woodland Lake, furnished, 2 bedroom, utility garage. \$650 per month. Call: (313)746-4830.

103 Garage, Moving, Storage
ALL GARAGE, FURNACE & MOVING SALES PLACED UNDER THE COLLIER MIST. Call: (313)746-4830.

151 Household Pets
AKC Cocker puppies, born 10/10/89. \$200. Call: (313)746-4830.

162 Medical/Dental
DENTAL Assistants, Full time preferred. Part-time acceptable. Call: (313)746-4830.

064 Apartments For Rent
BRIGHTON, Hidden Harbor, 1 bedroom, 1 bathroom. \$450. Call: (313)746-4830.

080 Office Space For Rent
BRIGHTON (down town) office space available. Call: (313)746-4830.

109 Lawn and Garden Equipment
SPRINKLER system, 24 inch, 100 ft. \$1500. Call: (313)746-4830.

152 Horses And Equipment
10 YEAR OLD Arab gelding, brown, very Arab. \$1000. Call: (313)746-4830.

162 Medical/Dental
DENTAL Assistants, Full time preferred. Part-time acceptable. Call: (313)746-4830.

035 Income Property
BRIGHTON, 9 unit brick, brick and house on water, land contract. \$1,500,000. Call: (313)746-4830.

082 Vacation Rentals
GONG SOUTH, Lake Tahoe, 2 bedrooms, 2 bath, fully furnished. \$1500/week. Call: (313)746-4830.

104 Household Goods
FIREPLACE, 2 bedrooms, carpeted, central air conditioning. \$15,000. Call: (313)746-4830.

153 Farm Animals
COMMODORE 64 Keyboard, monitor, printer, drive, etc. \$1000. Call: (313)746-4830.

162 Medical/Dental
DENTAL Assistants, Full time preferred. Part-time acceptable. Call: (313)746-4830.

037 Wanted
A Bargain Cash for existing land contracts. Second mortgages, highest \$5. Perry Realty. Call: (313)746-4830.

088 Storage Space For Rent
HOMELIFE/RECREATION, Best and most storage available. \$500. Call: (313)746-4830.

114 Building Materials
HURRY BUILDING 24' x 40' x 8'. \$380. Call: (313)746-4830.

162 Medical/Dental
DENTAL Assistants, Full time preferred. Part-time acceptable. Call: (313)746-4830.

170 General
ANNOUNCING FREE TRAINING FOR LAD OFF WORKERS. Call: (313)746-4830.

170 Help Wanted
APPLY NONWALL WORK 15-40 HOURS WEEKLY \$8.00 STARTING PAY. Call: (313)746-4830.

170 General
CHILD CARE in home needed, part-time 15-20 hours per week. \$5.00. Call: (313)746-4830.

170 General
FITNESS SOURCE, Delivery and assembly of exercise equipment. Call: (313)746-4830.

170 General
MACHINIST/MAKER full time position for individual with experience in tool and die making. Call: (313)746-4830.

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170 General
MACHINIST/MAKER full time position for individual with experience in tool and die making. Call: (313)746-4830.

170 General
APPLY NONWALL WORK 15-40 HOURS WEEKLY \$8.00 STARTING PAY. Call: (313)746-4830.

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CHILD CARE in home needed, part-time 15-20 hours per week. \$5.00. Call: (313)746-4830.

170 General
FITNESS SOURCE, Delivery and assembly of exercise equipment. Call: (313)746-4830.

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MACHINIST/MAKER full time position for individual with experience in tool and die making. Call: (313)746-4830.

DEMO BLOW-OUT SALE! BIG SAVINGS ON FULLY EQUIPPED DEMOS! Includes images of cars like Dodge Shadow, Dodge Dakota, Dodge Ram, Dodge Caravan, Dodge Stratus, Dodge Intrepid, Dodge Spirit, Dodge Neon, Dodge Durango, Dodge Ram pickup, Dodge Dakota pickup, Dodge Caravan minivan, Dodge Stratus sedan, Dodge Intrepid sedan, Dodge Spirit sedan, Dodge Neon sedan, Dodge Durango SUV, Dodge Ram pickup truck, Dodge Dakota pickup truck, Dodge Caravan minivan, Dodge Stratus sedan, Dodge Intrepid sedan, Dodge Spirit sedan, Dodge Neon sedan, Dodge Durango SUV, Dodge Ram pickup truck, Dodge Dakota pickup truck.

240 Automobiles
Over \$1,000

1989 BERETTA GT 25,000
mile. 88000 (313)227-7424

1989 FORD Tempo GLS 4 door,
air, power locks, windows,
seat, cruise, 81, stereo cassette
\$7,500 (313)248-7436 evenings,
weekends

1989 DODGE Dynasty LE 4 door
Eagle, 5 way power seat,
power windows, cruise, automa-
tic door locks, electric mirrors,
steering wheel, etc. 3.0L
V-6, Mitsubishi engine. Black
Shiny paint case. Borrowed cash
interior very sharp. Blue book
\$11,300. We sell \$10,500 or best
offer. Must see! Call evenings,
weekends. (313)229-7704

1989 PONTIAC automatic
radio, new tires, runs good, \$325
(313)229-5685

1987 CHEVY Caprice Runs
needs transmission \$250
(313)437-5769

1989 HONDA Civic SI, 29,000
mile. loaded, \$2750 or best
offer (313)344-7662

1978 CHEVY Nova 74,000
mile. Excellent condition \$900
(313)624-1382, after 4:30 p.m.

1978 COUGAR, full power. All
new parts. After 6 p.m.
(313)223-5528

1980 FORD Fiesta. New brakes,
exhaust, shocks and tires. \$450.
Call after 7:30 p.m.
(313)229-6583

1980 HONDA Prelude Good
condition. \$1,000.
(313)632-7133

1982 LH-7 Mercury, \$550, runs
great, new exhaust system, spare
rust on body. (313)229-5269
evenings/weekends.

1983 DODGE Colt. Runs good
\$200. (313)437-2483 evenings.

1981 DODGE Ramon Wagon,
super clean, runs good, \$650.
(317)223-9108.

241 Automobiles
Under \$1,000

1987 TOYOTA Corolla. Excellent
condition low mileage \$6,295
negotiable (313)229-5441 after
5 p.m.

1987 TRANS AM Loaded
38,000 mile. \$7995 best offer
(313)227-1436

1988 PLYMOUTH Sundance
Rtd 27,000 mile. Air condition-
ing, power door locks, cassette 5
speakers, \$5,900. Must see!
(313)437-0456

1988 DODGE Shadow Loaded,
like new \$6,495 or best
(313)291-3662

1989 PONTIAC Bonneville SSE
Fully loaded, \$15,500
(517)546-6265

Give another chance.
Give blood.



American Red Cross



THERE ARE VOLUNTEERS TO HELP MAKE YOUR TAXES LESS TAXING.

Call the IRS and we'll direct you to the volunteers nearest you.

Do yourself a favor. File your taxes now and file accurately. If you need help understanding the recent changes in the tax laws or just need help, there are trained volunteers who can help.

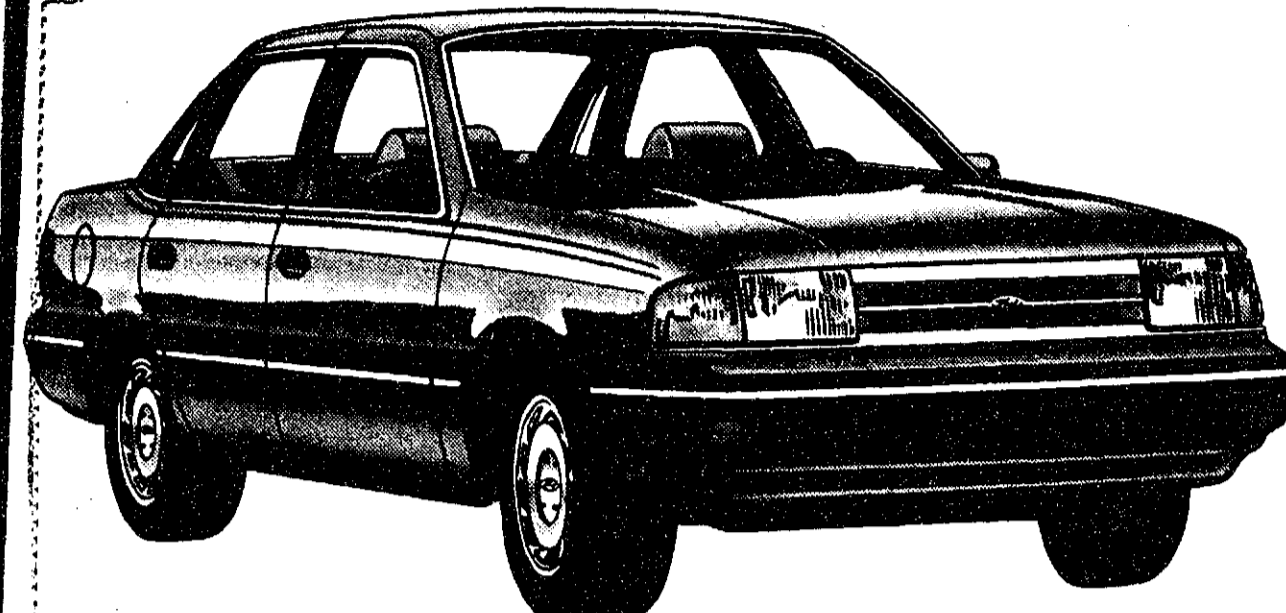
Call or visit your local IRS office today. And make your taxes less taxing.

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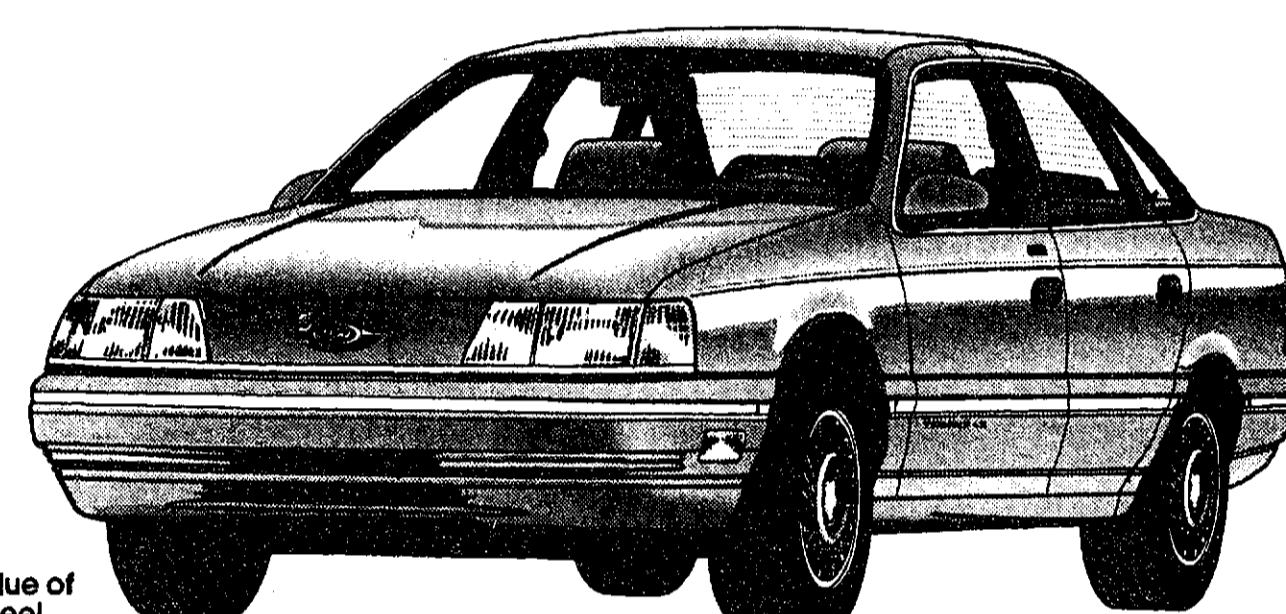
at your METRO DETROIT FORD DEALERS



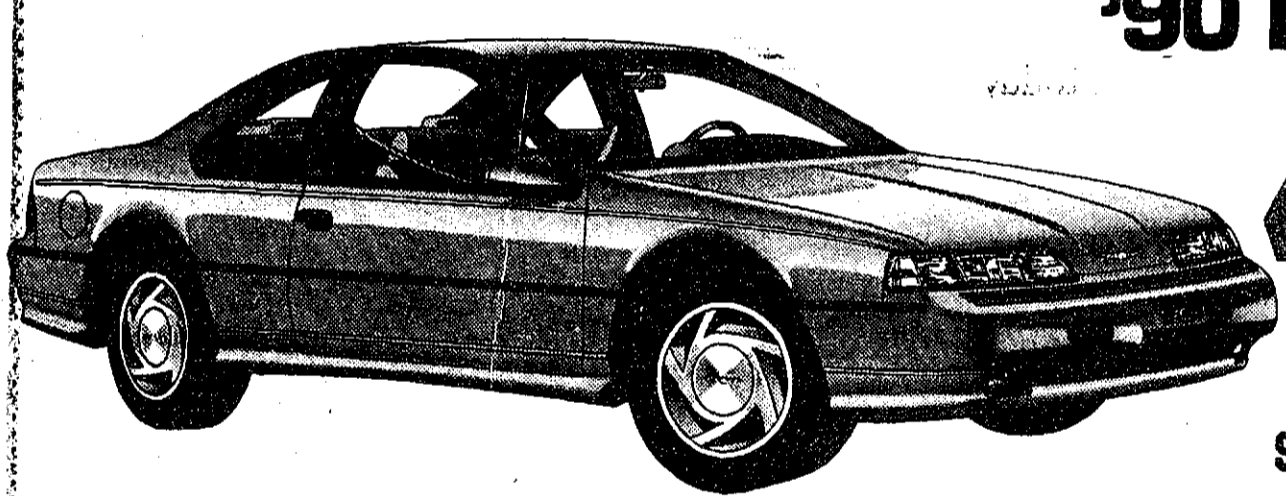
'90 FORD TEMPO
7.9% OR \$1000
A.P.R. FINANCING FOR UP TO 48 MONTHS
SAVE \$2550 (3) **CASH BONUS (4)**
Save \$1550 (2) when you buy Preferred Equipment Package 226v on 1990 Ford Tempo GL four door.

Combine Option Package Savings of \$1550 with \$1000 Cash Bonus (4) for a total value of \$2550. Package includes: ■ Air Conditioning ■ Rear Window Defroster ■ Light Group ■ Power Lock Group ■ Dual Electric Remote-Control Mirrors ■ Tilt Steering

'90 FORD TAURUS
4.8% OR \$1000
A.P.R. FINANCING FOR UP TO 48 MONTHS
SAVE \$1700 (3) **CASH BONUS (4)**
Save \$700 (2) when you buy Preferred Equipment Package 204A on 1990 Taurus GL.



Combine Option Package Savings of \$700 with \$1000 Cash Bonus (4) for a total value of \$1700. Package includes: ■ Air Conditioning ■ Speed Control ■ Tilt Steering Wheel ■ Power Locks and Windows ■ 6-Way Power Driver's Seat ■ Rear Window Defroster ■ Electronic AM/FM Stereo with Cassette ■ And more.

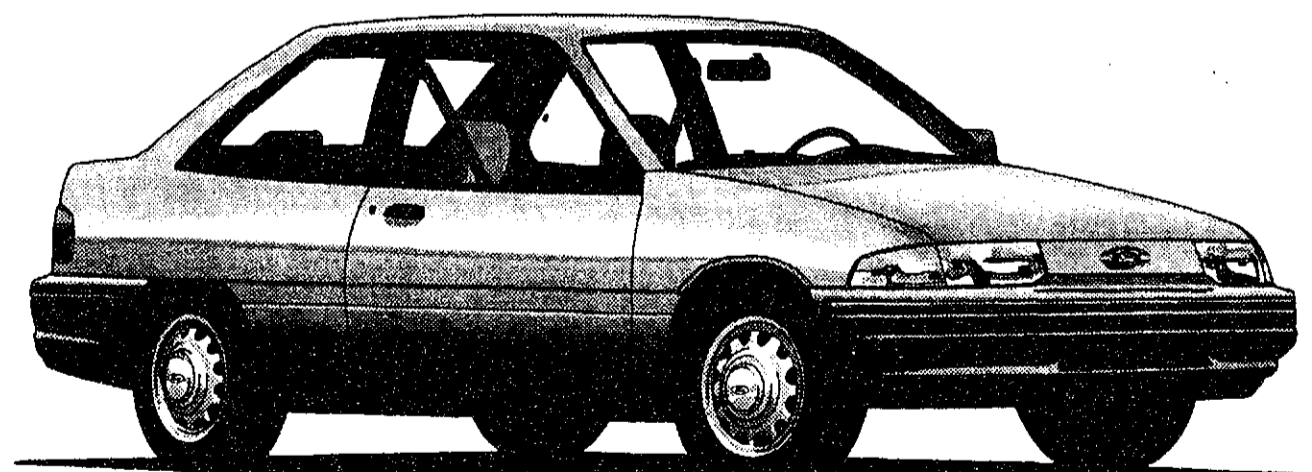
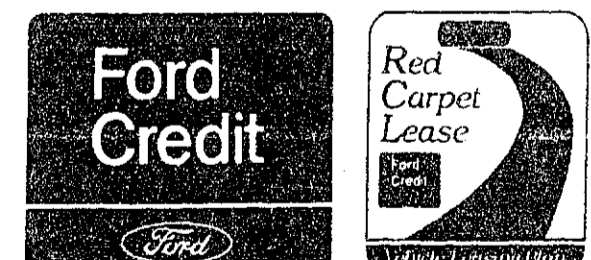


'90 FORD THUNDERBIRD SC
4.8% OR \$1000
A.P.R. FINANCING FOR UP TO 48 MONTHS
SAVE \$2168 (3) **CASH BONUS (4)**
Save \$1168 (2) when you buy Preferred Equipment Package 157B on 1990 Ford Thunderbird SC.

Combine Option Package Savings of \$1168 with \$1000 Cash Bonus (4) for a total value of \$2168. Package includes: ■ Luxury Group ■ AM/FM Electronic Stereo Cassette ■ Rear Window Defroster ■ 6-Way Power Drivers Seat ■ Power Lock Group

LEASE A '91 FORD ESCORT FOR ONLY...

\$166* Monthly lease payment 24 - month lease includes use tax.



THE ARITHMETIC:

Monthly Lease Payment	\$ 166.00
Number of Months	24
Cash Down Payment	\$1,000.00
Refundable Security Deposit	\$ 175.00
Total Due at lease inception	\$1,341.00
Total Amount of Payment	\$3,984.00
Total Mileage Allowed	30,000
Mileage Charge Over 30,000	6¢ per mile

THE TERMS
Lessee may have the option to purchase the car at lease end at a price to be negotiated with the dealer at lease inception. However, lessee has no obligation to purchase the car at lease end. Lessee is responsible for excess wear and tear. Refundable security deposit and first months cash down payment due at lease signing. Lease subject to credit approval and insurability as determined by Ford Credit.

(1) Cash Bonus of 7.9% APR financing through Ford Credit for qualified buyers. 48 months at \$24.36 per month per \$1,000 financed with 10% down. Dealer participation may affect savings. Take new vehicle retail delivery from dealer stock by 9/26/90. See dealer for details.
(2) Savings based on manufacturer's suggested retail price of Option Package vs. MSRP of options purchased separately.
(3) Total savings based on cash bonus plus option package savings.
(4) Cash Bonus of 4.8% APR financing through Ford Credit for qualified buyers. 48 months at \$22.93 per month per \$1,000 financed with 10% down. Dealer participation may affect savings. Take new vehicle retail delivery from dealer stock by 9/26/90. See dealer for details.

*Lease payment based on Manufacturer's Suggested Retail Price of \$8,237 for a 1991 Escort Pony Hatchback including use tax and destination charges. Title and license fees extra. See your Metro Detroit Ford Dealer for his price and terms. Offer ends 9/26/90.

- | | | | | | | | |
|---|--|---|---|--|---|---|---|
| BLOOMFIELD HILLS
ALAN FORD INC.
1815 S. Telegraph | DETROIT
JERRY BILFELDT COMPANY
8333 Michigan Avenue | FERRISDALE
ED SCHMID FORD INC.
2962 Woodward Avenue | RUSS MILNE FORD INC.
2370 Grand Avenue | PONTIAC
FLANNERY MOTORS INC.
2700 Woodward | SOUTHFIELD
AUS FORD INC.
2700 Woodward | TAYLOR
RAY WATFIELD INC.
2025 S. Telegraph Road | WAYNE
JACK DENNIS FORD INC.
17200 E. 13 Mile Avenue |
| CENTRAL
BOB THEODORE INC.
26333 Van Dyke | STAIN HICKLEY WEST INC.
2450 W. Seven Mile Road | FLINT ROCK
DICK McQUISTON FORD INC.
2555 Cambridge Road | NORTHVILLE
MICHAEL HIRD SALES INC.
350 W. Seven Mile Road | REDFORD
PAT MULLIKEN FORD INC.
8088 Telegraph Road | SOUTHGATE
SOUTHGATE FORD INC.
1600 Van Street | TROY
TROY FORD
3722 Jones R. | WESTLAND
NORTH BROTHERS FORD INC.
23700 Ford Road |
| DEARBORN
FAIRLANE FORD SALES INC.
15485 Michigan Avenue | RIVERSIDE FORD INC.
1833 E. Jefferson | LIVONIA
BILL BRIDAN FORD INC.
2022 Pershing Road | OAK PARK
MEL BARR FORD INC.
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HUNTINGTON FORD INC.
2955 Pershing Road | ST. CLAIR SHORES
ROY O'BRIEN INC.
2201 Oak Mile Road | WARREN
AL JUNG INC.
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12023 Arden Road |
| VILLAGE FORD INC.
23515 Michigan Avenue | FARMINGTON HILLS
IOM HOLDEN FORD INC.
39300 W. 18 Mile Rd. | MT. CLEMENS
ALYCEAN FORD INC.
2190 Graham | PLYMOUTH
BLACKWELL FORD INC.
4501 Plymouth Road | ROYAL OAK
ROYAL OAK FORD INC.
500 N. Woodward Avenue | STERLING HEIGHTS
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AL JUNG INC.
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BUY A FUEL-EFFICIENT FORD FOR UNDER \$9700

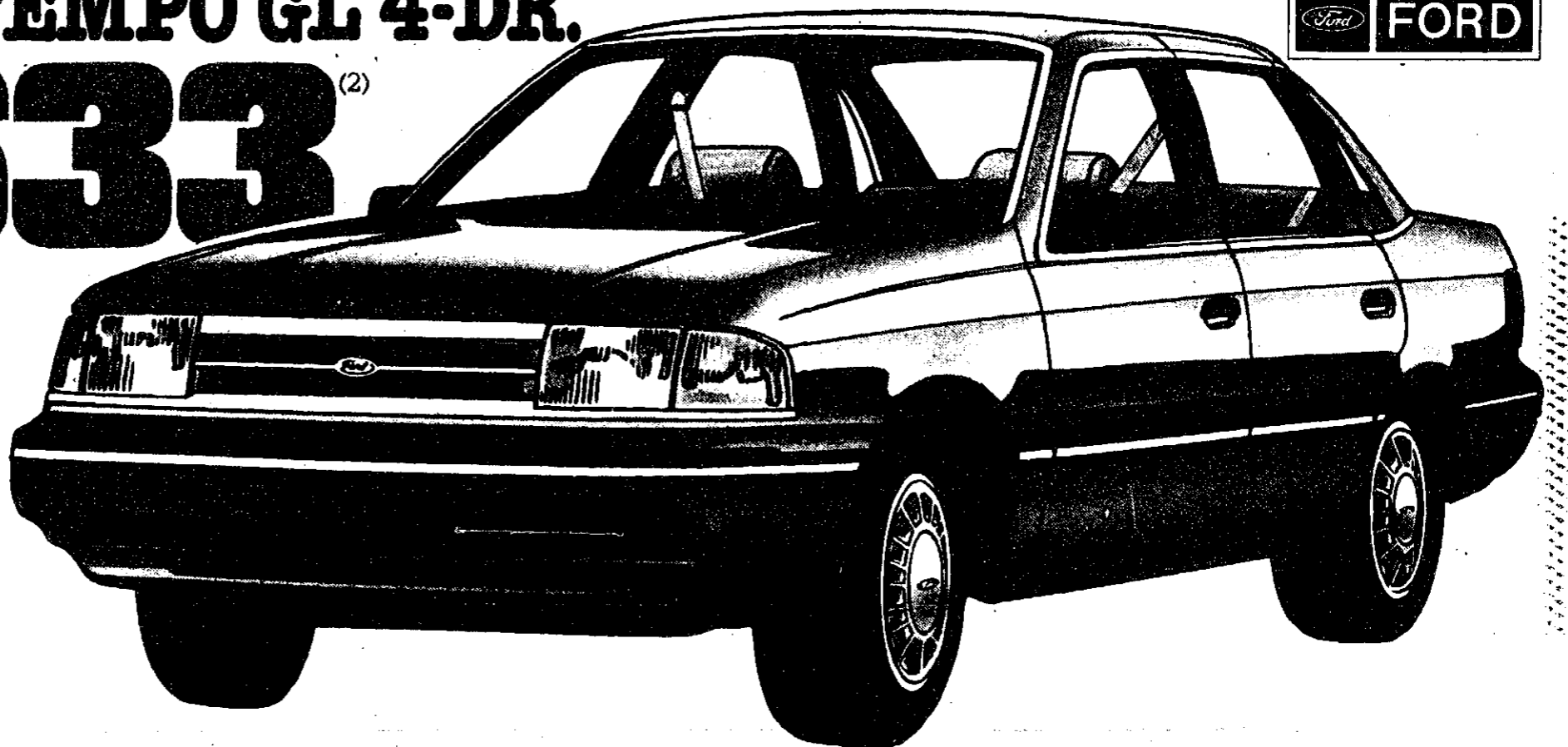
at your

METRO DETROIT FORD DEALERS

The Low Price Dealers

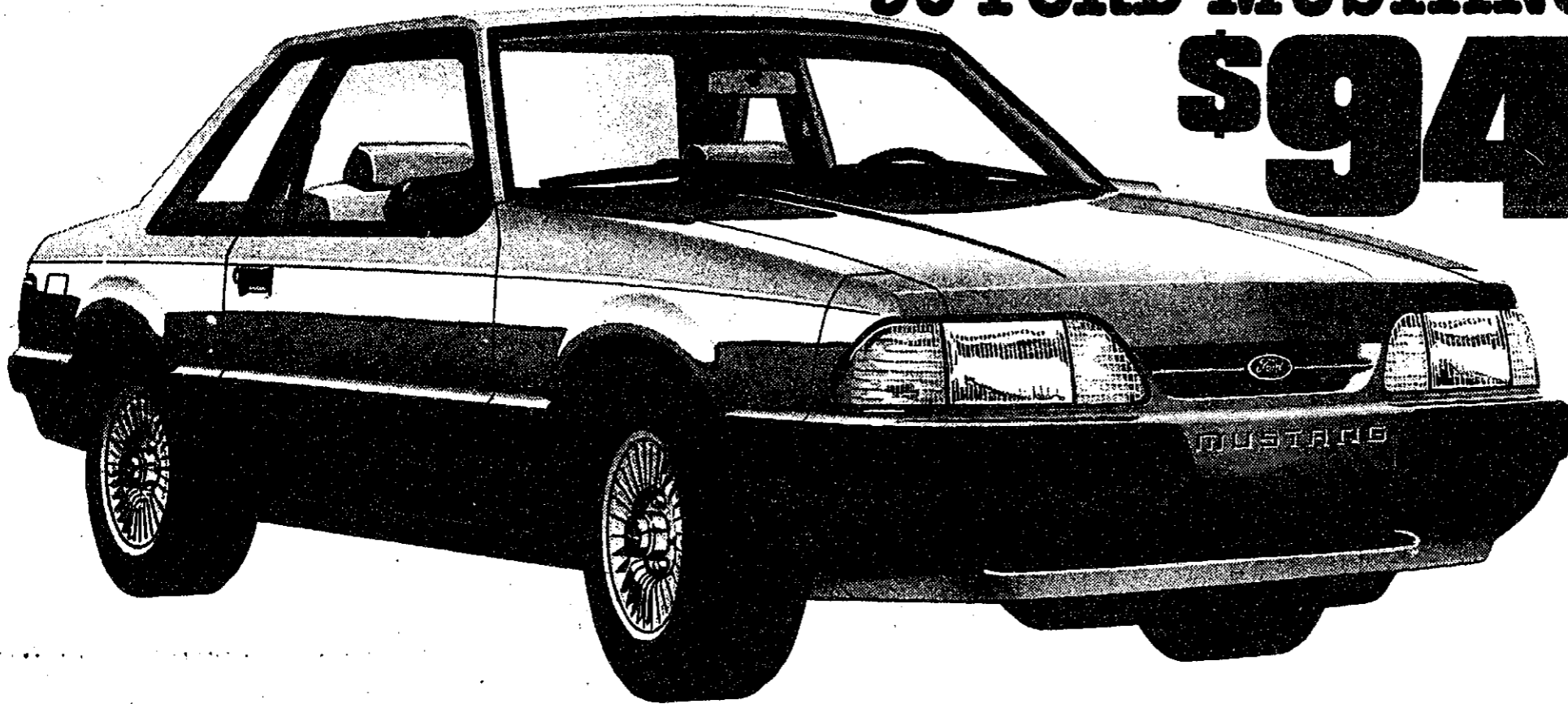
'90 FORD TEMPO GL 4-DR.

\$9633⁽²⁾



'90 FORD MUSTANG LX 2-DR.

\$9456⁽²⁾



Get 7.9% APR Financing for up to 48 months

or \$1000 Cash Bonus⁽¹⁾

(1) Cash Bonus or 7.9% APR financing through Ford Credit for qualified buyers. 48 months at \$24.36 per month per \$1000 financed with 10% down. Dealer participation may affect customer savings. Take new vehicle retail delivery from dealer stock by 9/26/90. See dealer for details.

(2) Manufacturer's Suggested Retail Price excluding tax, title, license fee and destination charges. See dealer for details.

Bloomfield Hills
ALAN FORD, INC.
1845 S. Telegraph
Centerline
BOB THIBODEAU, INC.
26333 Van Dyke
Dearborn
FAIRLANE FORD SALES, INC.
14585 Michigan Avenue
VILLAGE FORD, INC.
23535 Michigan Avenue
Detroit
JERRY BIELFIELD COMPANY
6333 Michigan Avenue
STARK HICKEY WEST, INC.
24760 W. Seven Mile Road

RIVERSIDE FORD, INC.
1833 E. Jefferson
Farmington Hills
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19300 W. 10 Mile Rd.
Farmdale
ED SCHMID FORD, INC.
21600 Woodward Avenue
Flat Rock
DICK McQUISTON FORD, INC.
22675 Gibraltar Road
Livonia
BILL BROWN FORD, INC.
32222 Plymouth Road

Mt. Clemens
MIKE DORIAN FORD, INC.
35400 Gratiot
Russ Milne Ford, Inc.
13870 Gratiot Avenue
Northville
McDONALD FORD SALES, INC.
550 W. Seven Mile Road
Oak Park
MEL FARR FORD, INC.
24750 Greenfield
Plymouth
BLACKWELL FORD, INC.
41001 Plymouth Road

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550 N. Woodward Avenue
Southfield
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29200 Telegraph

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Sterling Heights
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8000 Ford Country Lane
Taylor
RAY WHITFIELD, INC.
10725 S. Telegraph Road
Troy
TROY MOTORS, INC.
777 John R.

DEAN SELLERS, INC.
2600 W. Maple
Warren
AL LONG, INC.
13711 E. Eight Mile Road
Wayne
JACK DEMMER FORD, INC.
37300 Michigan Avenue
Westland
NORTH BROTHERS FORD, INC.
33300 Ford Road
Woodhaven
GORNO FORD, INC.
22025 Allen Road

