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NOVI NEWS

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ESTABLISHED 1955

PUBLICATION NUMBER USPS 396290

VOL. 35 NO. 56

November 12, 1990

50 CENTS

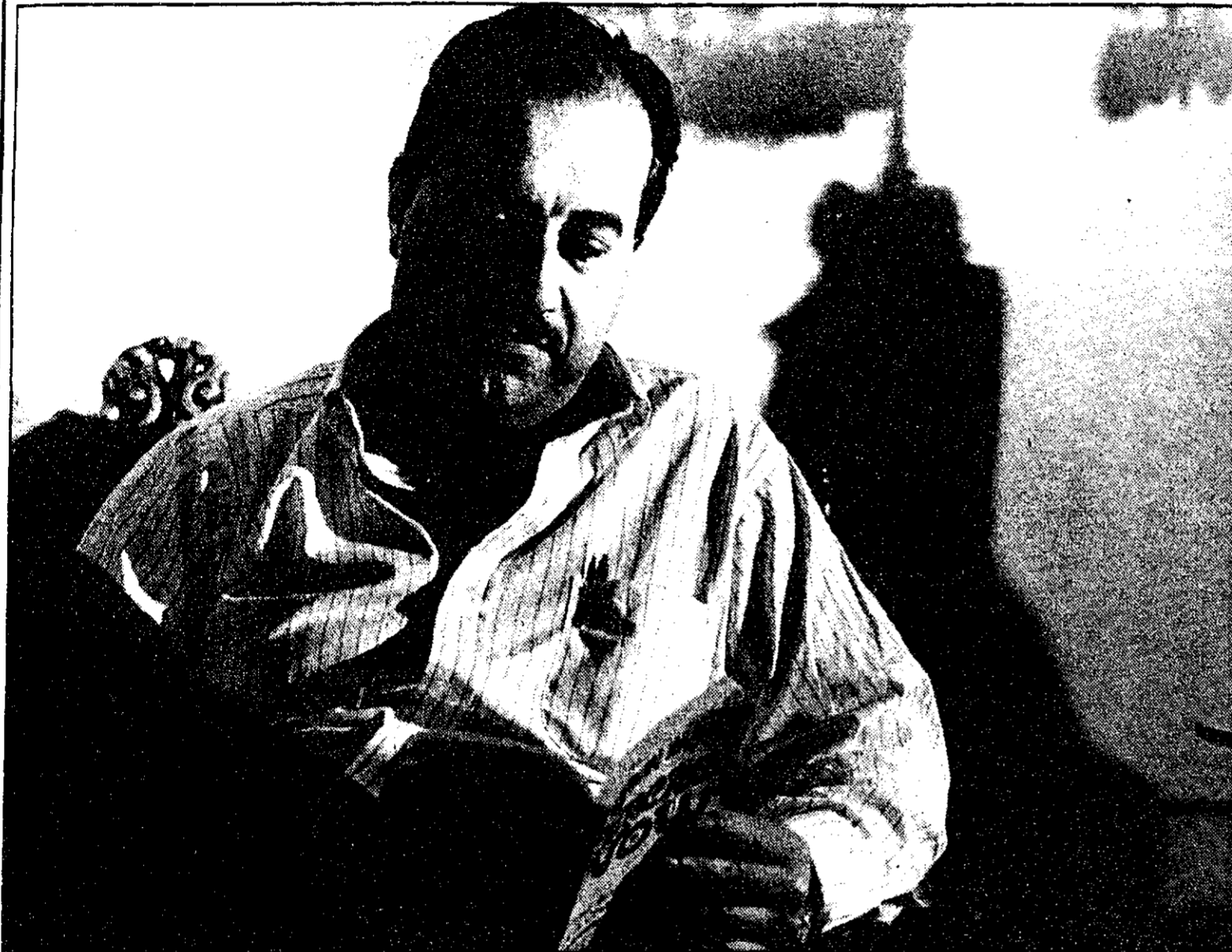


Photo by BRYAN MITCHELL

Sam Yono, relaxing with a book in his Novi home, said Chaldeans have experienced little prejudice here as a result of Iraq's invasion of Kuwait, but he fears the possibility should war break out

Chaldeans fear backlash from war

By SCOTT DANIEL
Staff Writer

Prejudice and violence against Chaldean-Americans hasn't increased since Iraq's invasion of Kuwait, according to Chaldean-American residents in Novi.

"I expected reactions after the invasion, but nothing has happened," said Novi resident Munim Yono. "If war does break out, hopefully nothing will change."

There are about 60,000 Chaldeans in the Detroit metropolitan area. Many of them began emigrating to the U.S. in the 1920s because of religious persecution.

Chaldeans are Christians, mainly from northern Iraq, said Sam Yono, a spokesperson for the Chaldean community. He said about 75,000 Chaldeans have emigrated to the U.S., settling in Michigan communities like Oak Park, Southfield, West Bloomfield, Troy, Detroit and Novi.

"We fear that if the crisis goes to the worst," said Sam Yono. "It will be worse for our people." Yono said he owns and operates a grocery store in Detroit. He said he has heard prejudicial remarks, but he feels they were aimed at the Arab-American community as a whole, not just Chaldeans.

"The incidents have been minor stuff," Yono

"I expected reactions after the invasion, but nothing has happened. If war does break out, hopefully nothing will change."

Munim Yono

"We fear that if the crisis goes to the worst, it will be worse for our people."

Sam Yono

said. "It has cooled down since the invasion." The key to ending all prejudice against Chaldeans, and other minorities in Novi is education, he said.

"There is no doubt that we are misunderstood (by the public)," Yono said. "Schools should educate better so that new generations understand Chaldeans."

As a member of the Chaldean Community Committee, Yono said he has taken it upon him-

self to help educate the public. Speaking to churches and school children, publishing educational brochures and making public service announcements are some of the activities the group has undertaken to increase knowledge and end prejudice.

Media and political leaders have also been recruited to speak against "Arab bashing," Yono said. He added that a recent speech by President George Bush, in which he denounced stereotyping and prejudice, has helped in the fight against discrimination.

Munim Yono, an Ecorse grocer and cousin of Sam Yono, said that "typical Americans" aren't responsible for Arab bashing. He said he believed trouble makers, those frequently in trouble with the law, cause the problems.

"I have had absolutely no problems at home or work," Yono said. "People that weren't friendly before are now. I think they are more curious about Chaldeans now."

Novi resident Morey Gergif, who emigrated from Iraq in 1968, said he hasn't had any prejudicial or physical attacks against him or his family.

"There is no problem," he said. "People know me as Morey and treat me great."

Continued on 4

Farm permit approved for Sosin's land

By JAN JEFFRES
Staff Writer

Developer Neil Sosin was given the go-ahead Nov. 6 to begin growing soybeans, corn and pumpkins on industrially-zoned land he owns at Beck and West roads.

Approval was granted by the Zoning Board of Appeals subject to these conditions: wetlands on the parcel must be marked with 48-inch hardwood stakes placed every 100 feet; no earth may be disturbed within a 100-foot buffer zone around the wetlands; and that a sum — to be negotiated with the city's consultants JCK & Associates — must be put in escrow to pay for future inspection fees.

"There were some concerns with the variance, if it will allow him to infringe on the woodlands or wetlands. That's not the case at all," said Novi staff planner Michael Csapo.

"They will start farming in the next planting season."

Csapo added that Sosin is currently working with the state De-

partment of Natural Resources to solve any problems arising from wetlands he allegedly drained on the site. The developer was ticketed by the cities of Novi and Wixom for violating wetlands ordinances.

Proceedings on two misdemeanor charges were adjourned until January.

Ordinance officer Steve Babinchak said that city environmentalists are currently working with Sosin's environmentalist to determine the extent of the damage. A permit will be needed to repair the wetlands.

"We don't want them to go in to restore the wetlands unless we're sitting on the tractor with them," Babinchak said.

Sosin, the developer of the city's now-defunct Grand Plan Industrial relocation park, has also been told to take soil erosion measures on the site.

The 291 acres of land — 80 of them located in Wixom — were advertised in April by Thompson-Brown Realtors as a future industrial park site.

Man's body found on Novi roadside

By CRISTINA FERRIER
Staff Writer

Novi police are investigating the suspected homicide of a Detroit man whose body was discovered early Friday morning along an isolated portion of Twelve-and-a-half Mile Road west of Novi Road.

Deputy Chief Richard Faulkner of the Novi Police said the death "definitely looks like foul play."

"We're also pretty sure it happened right there," Faulkner said. "It looks like a struggle occurred there."

Police are withholding the name of the man — a 33-year-old black male — until his family is notified.

Faulkner said the victim, who had reportedly been stabbed numerous times, was probably attacked with a knife. There was "no evidence" that the man had been robbed, Faulkner said.

A resident of the area discovered the body lying on the north shoulder of Twelve-and-a-half Mile, 300 feet west of Novi Road and one mile north of I-96. The resident was driv-

ing along the road when he spotted the body and notified Novi Police, who responded to the scene at approximately 8 a.m., Faulkner said.

The site is a wooded area along Twelve-and-a-half Mile, with a barbed wire fence running along the road approximately three feet from the shoulder.

The victim was found lying in view of the road. Blood and down feathers were still visible at the scene late Friday afternoon.

Michigan State Police crime lab assisted Novi Police in coordinating the investigation of the scene.

Residents who live in the area said they had not heard anything unusual Thursday night or Friday morning. However, the nearest house to the site where the body was found is approximately 600 feet west of the scene.

No arrests have been made in connection with the incident. Police are asking anyone who may have seen any suspicious activity in the area to contact them immediately at 349-6887.

Inside

Candice Bergen loves her job: playing Murphy Brown on the popular CBS sitcom. That's just one of the features in "Suburban Cable Weekly," your guide to television. The TV listings are keyed to the actual channel numbers on the local MetroVision cable system.



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Novi Briefs

The incredible disappearing political signs: Members of Citizens for Better Roads in Novi made sure their signboards were holding fast Nov. 5 before the elections, committee member Ernie Aruffo said. By voting day in the morning, almost every placard promoting the road bond millage proposal had disappeared.

"There were dozens and dozens of those signs out late Monday night. The next day by 6 a.m. they were all gone. I suggested someone might have taken them to use the wire for their tomatoes," he said.

Also vanishing from the Novi roadside political scene were signs for county commissioner candidates Kay Schmid and Jeff Potter, as well as those for incumbent State Senator Jack Faxon, D-Farmington Hills. Untouched were his opponent Denise Alexander's signs.

Aruffo, an election precinct chairman, said he talked to Faxon during the candidate's visit to Precinct Nine at Novi High School that day.

"He was very distressed. His signs had all disappeared in Novi, he couldn't figure it out," Aruffo added.

Schmid and the road bond issue triumphed neatly here. Faxon, while he won the race, lost locally to Alexander, the single-highest vote-getter in Novi.

"It was therapeutic. With all the signs gone and the (political) literature gone, people relaxed and didn't feel imposed upon," Aruffo said, describing the atmosphere at the polls.

National holiday: Novi city offices will be closed Monday for Veteran's Day.

Meeting rescheduled: The next Novi Board of Education meeting will be held at 7:30 p.m. Nov. 29 at Parkview Elementary School.

The board voted Thursday to eliminate the scheduled Nov. 15 and Dec. 6 meetings due to limited agendas. The agendas will be combined for the session on Nov. 29. The Dec. 6 meeting had been listed incorrectly as Dec. 16 on most district calendars.

Giving thanks: The Salvation Army is looking for food donations to make up Thanksgiving baskets for needy families and individuals in Novi, Farmington Hills, Southfield and Livonia.

If you are interested in donating food, please call Cheryl Carter at 477-1153. Businesses which would like to run a canned food drive may also call Carter to arrange for a collection pick-up.

The Salvation Army is located at 27500 Shilawasee, Farmington Hills.

Sunday hours: The Novi public library is now open Sundays from 1-5 p.m. through May 1991. Full library service is provided during those hours.

Test taking and study skills: This workshop is being offered to help students learn how to study. Areas covered include: how to deal with nervousness, concentrate, review, take notes, write reports, get organized, study for tests, remember things, and answer test questions. Parents are requested to attend with their student at no additional charge. Bring a small tape recorder if possible. The instructor will come from Skills Development. The workshop will be held for grades 5-8 at the Middle School on Thursday, Nov. 8 from 6:30 to 8:30 p.m. The fee will be \$19 per person. For more information call Novi Community Education at 348-1200.

World of opportunity: The Novi International Festival committee will hold an election for officers, board members and advisory committee members on Nov. 15. To apply for a post, write to nominating committee member Wayne Bullen, 23980 LeBost, Novi 48375.

The International Festival is an annual event which brings the cultural variety of the world to Novi.



Don Gravewood poses in signs supporting Novi's recently passed bond proposal. Signs like these began disappearing from around the Novi area just days before the balloting took place.

Sports Briefs

Wildcat update: Looking strictly at the numbers, the Novi girls basketball team improved itself by about 33 points in the span of less than a month.

The Ladycats suffered a 41-point defeat to South Lyon back on Oct. 11, but bounced back to give the Lions much more of a battle last Thursday (Nov. 8) before falling 55-47. Looking strictly at statistics is often deceiving, but Novi Coach John Hoffman was pleased with the strides his team is obviously making.

"We played pretty well — it certainly wasn't like the first time we played them," he said.

To be fair, South Lyon probably wasn't anywhere near its peak last week, just two days after coming off a tough loss to the eventual KVC champs from Howell.

"(South Lyon) probably played just well enough to win, because they have the horsepower to turn it on when they need too," Hoffman admitted.

Despite that, the 'Cats were competitive against a much more talented team. Hoffman employed a zone defense, designed to shut down Lion senior Jenny Shanks — and it worked. Shanks was held scoreless in the first half and finished with just three, but teammate Laura Pietlla picked up the slack and poured in a game-high 20.

"We shut down Shanks but Pietlla hurt us," Hoffman said.

MONDAY EDUCATION



Sight and Sound

Novi High School was home to what was advertised as a "spectacle of sight and sound" as the symphony, jazz and marching bands joined to perform Wednesday. About 400 people watched and listened to the three Novi High School Bands during the performance in the school's Fuerst Auditorium. The symphony band kicked-off the night with a performance of John Wasson's "American Fanfare." Following the symphony band was the jazz band performing six songs including Count Basie's "One O'Clock Jump." The marching band concluded the evening following the season's Spanish theme beginning with "Pictures of Spain" and ending with the fight song. At left, Russ McMartin performs a trumpet solo. The bands were under the direction of Craig Strain and student teacher James Engelbert. Future performances will be held on Dec. 19, Feb. 21 and March 9. The band can also be seen performing at the Michigan Thanksgiving Day Parade in Detroit and at a Battle of the Bands in Detroit the night before the parade.

Photo by HAL GOULD

Site of concert changed

A performance of Franz Schubert's "Mass in G" will be held at Novi High School, not the First Church of the Nazarene as previously reported. Plans for the choir performance were changed Friday.

The Novi High School Concert Choir and members of the Plymouth Symphony Orchestra will perform on Thursday, Nov. 15. The concert is a benefit concert for the Choir's trip to Boston in May of 1991. In Boston, the Concert Choir will be performing at the Heritage Music Festival.

Beginning at 7:30 p.m., the concert will be held at Novi High School. Tickets for the concert are \$5 for adults and \$3 for students. Tickets are available from any choir member, and by calling the High School at 344-8300. Tickets will also be sold at the door.

Northville 1st to be evaluated under new plan

By SUZANNE HOLLYER
Staff Writer

Northville High School was the first school in the state to be evaluated using a new individualized approach Nov. 6.

From the days not too long ago when schools were evaluated by the number of books in the library and the number of chairs in the average classroom, a new approach has evolved.

"We're breaking new ground," said David Fultz, chairperson of the evaluating committee and superintendent of Grand Blanc schools. "It's futuristic, innovative."

For the new evaluation procedure, the North Central Association (of which Northville is a member) asks educators from around the state to study the district's Strategic Planning Initiative goals for this school year.

The strategic plan was developed by district educators, administrators and parents to provide an ongoing program to improve the quality of education in Northville.

This year's evaluation is different because it studies the district's goals as defined by district parents and staff, and how well those goals are achieved. Previously the NCA set district goals.

The evaluation will study how well and how many of the goals have been achieved in April.

"We're looking at the quality of the action plan and also evaluating the progress they're making," Fultz said.

Other districts with strategic plans may eventually use the new evaluation process, but Northville, the first school to come due for an evaluation under the new plan, will always have done it first, said Susan Couzens, Northville High School chairperson of the program.

"We're the first ones to do it this way; that's what is important," Couzens said.

Evaluators were chosen from the few districts in the state that, like Northville, use a Strategic Planning Initiative to set annual improvement goals for quality in education.

The evaluators will be back April 16 to review the progress made in reaching the five objectives set by the district for this school year.

A former Northville student is on the evaluating committee completely by chance.

Peter Wharton, superintendent of the Reths Puffer school district in western Michigan, was chosen to be on the committee because of his district's work on their own strategic plan.

Wharton, who said he was impressed with student involvement in the evaluation process, attended Northville High School between 1961 and 1965.

"We've been really impressed with what we saw," Wharton said.

The students involved in the evaluation agreed their input was important. High school senior Beth Ursel helped show the evaluating committee around the building on Tuesday.

"They had a lot of questions about different classes and we showed them what we

thought they should see and then what they wanted to see," Ursel said.

The evaluators will send a written report of their ideas and impressions of Northville High School to the North Central Association, which evaluates member schools every seven years.

The purpose of the visitation is not to determine the accreditation status of the school, but to make sure the district is complying with North Central standards and fulfilling the objectives of the district's own self-study.

A written report with comments and suggestions will be submitted to North Central at the end of the evaluation.

Accreditation is determined based on a written report from the district to North Central and cannot be revoked based on the evaluation.

Northville High School's five objectives to be studied by the evaluating team for the current school year are:

- To present an established course content to each student.
- To increase student satisfaction with the school.
- To evaluate the counseling program and its effectiveness regarding academics, career and extracurricular activities.
- To improve the counseling program at each grade level based on the results of the evaluation.

The goals were set to bring the quality of education on par with recent building improvements, said Superintendent George Bell.

"We're looking in the next seven years for educational changes to match the physical changes of the last seven years," Bell said.

The first day of the evaluation was a success for evaluators, Fultz said.

"Our day has been profitable mainly because we have been able to look at the strategies," Fultz said.

Bell thanked the evaluators for working with the district's strategic plan.



Cub Scouts making cookies for soldiers are (l-r) Peter Adams, Larry Mailoux, Den Mother Bonnie Pilarz, Josh Vetter and Mike Pilarz

Scouts' new duty: baking cookies

By SUZANNE HOLLYER
Staff Writer

I, any cub scout, promise to do my best. To do my duty to God and my country, to help other people, and to obey the law of the Pack.

The spirit of the Cub Scouts' promise led four Northville scouts from Pack 755 Den 7 to go out of their way in the name of service.

Mike Pilarz, Peter Adams, Josh Vetter and Larry Mailoux decided to make cookies for Marine Brian Abbee of the 82nd Airborne Division stationed in Saudi Arabia.

Abbee is a relative of Larry Mailoux. That's how they got the idea.

They made the cookies at Mike's house. His mom, Bonnie, is a den mother.

"This is not a requirement, it's just an extra project," Bonnie Pilarz said.

Although cub scouts don't have to send cookies to Marines in Saudi Arabia, they figure they are somewhat required under the part of their pledge that says they will "do my duty to God and my country."

Even though they will not receive a badge for their work, making cookies isn't all that bad, especially since they were allowed to sample the fruits of their labor at the end of the project.

"We just do it for fun," Vetter said.

The cookies are not the old starchy chocolate chip. Chocolate melts easily in the desert. Instead they sent something called "ranger cookies" loaded with oatmeal, Rice Krispies, coconut and raisins.

They won't send the cookies packed in popcorn to provide edible protection from breakage. Popcorn might attract bugs, Bonnie Pilarz said.

The cookies will be mailed packaged tightly in a coffee can.

Anyone interested in sending letters or cookies to the armed forces in Saudi Arabia can send their letters to the addresses below.

Mail to the Army and Marines should be addressed to Army Service Man, Operation Desert Shield, APO New York 09848-0008.

Mail bound for the Navy and Air Force should be addressed to Any Serviceman, Operation Desert Shield, APO New York 09866-0006.

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Monthly Allergy Tip

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LIVONIA 14525 Farmington Rd. Livonia, MI 48154
OAKLAND COUNTY 17445 Enterprise Ct. Farmington Hills, MI 48341

Plot thickens as area family sues pet cemetery

By SCOTT DANIEL
Staff Writer

Imagine going to the cemetery where a loved one is buried and discovering a no-trespassing sign was posted to keep the appearance of the land in good condition and to protect people renting a home (from the Bush family) adjacent to the cemetery.

The pet owners will also seek compensation for the mental anguish involved in the case, Woodford said. He added that a final resolution to the suit will likely come sometime next year.

"All we want is the dog back," said Roger Burrows. "We could care less about anything else."

The couple paid a total of about \$200 to the Vanderwerkes to bury their dog at the pet cemetery. The fee

The current owners have no intention of developing the land or selling it in the near future, Rivard said. He added that a no-trespassing sign was posted to keep the appearance of the land in good condition and to protect people renting a home (from the Bush family) adjacent to the cemetery.

The pet owners will also seek compensation for the mental anguish involved in the case, Woodford said. He added that a final resolution to the suit will likely come sometime next year.

"All we want is the dog back," said Roger Burrows. "We could care less about anything else."

The couple paid a total of about \$200 to the Vanderwerkes to bury their dog at the pet cemetery. The fee

was to pay for a separate grave, body bag and headstone.

Sheppy was picked up from the Burrows veterinarian by the cemetery owners after he was put to sleep in 1984. They weren't on hand when he was allegedly buried.

"We should have been there when they buried him," said Vicki Burrows.

"Sheppy could be anywhere," said Roger.

The family intended to take the dog's remains, when the cemetery was sold, to their cabin near Newberry. Despite being unable to find Sheppy's remains in August, Roger said the family did remove his headstone and make a memorial for him at their cabin.

Civic Calendar Nov. 12-18

MONDAY/12

AREA MUNICIPAL OFFICES CLOSED in observance of Veteran's Day Holiday.

NOVI LIBRARY BOARD meets at 7:30 p.m. in the Novi Library.

TUESDAY/13

NOVI ARTS & CULTURE COMMITTEE meets at 6:45 p.m. in the parks and recreation department at Civic Center.

NOVI YOUTH ASSISTANCE meets at 7 p.m. in the youth assistance room at Civic Center.

LAKES OF NORTHVILLE HOMEOWNERS ASSOCIATION meets at 7:30 p.m. in the clerk's office at Northville Township Hall.

NORTHVILLE PLANNING COMMISSION meets at 8 p.m. in the council chamber at city hall.

NORTHVILLE BEAUTIFICATION COMMISSION meets at 8 p.m. in the conference room at city hall.

WEDNESDAY/14

NORTHVILLE YOUTH ASSISTANCE meets at 8:30 a.m. in the council chamber at city hall.

NORTHVILLE TOWNSHIP RECREATION COMMISSION meets at 8 p.m. in the meeting room at township hall.

CABBAGETOWN HOMEOWNERS ASSOCIATION meets at 7:30 p.m. in the council chamber at Northville City Hall.

LEXINGTON COMMONS HOMEOWNERS ASSOCIATION meets at 7:30 p.m. in the conference room at Northville City Hall.

THURSDAY/15

NORTHVILLE TOWNSHIP CONSTABLES meet at 7:30 p.m. in the meeting room at township hall.

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155SR13	XL	46.85	32.33
155SR13	XL	46.85	32.33
155SR13	XL	46.85	32.33
155SR13	XL	46.85	32.33
155SR13	XL	46.85	32.33
155SR13	XL	46.85	32.33
155SR13	XL	46.85	32.33
155SR13	XL	46.85	32.33

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175ZR18	XL	46.85	32.33
185ZR18	XL	46.85	32.33
185ZR18	XL	46.85	32.33
185ZR18	XL	46.85	32.33
185ZR18	XL	46.85	32.33
185ZR18	XL	46.85	32.33
185ZR18	XL	46.85	32.33
185ZR18	XL	46.85	32.33

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195ZR14	Comp T/A RWL	59.99	45.47
215ZR14	Comp T/A RWL	68.95	54.43
225ZR14	Comp T/A RWL	72.99	58.47
205ZR18	Touring T/A	52.99	38.47
205ZR18	Comp T/A RWL	52.99	38.47
215ZR18	Comp T/A RWL	72.95	58.43
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235ZR17	Comp T/A RWL	70.99	56.47

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Laurie Fannon (left) and Terri Schaefer of the Novi Newcomers prepare for the club's annual craft auction, to be held Thursday at 7 p.m. in the Novi Civic Center

Chaldeans fear backlash Iraqi situation worsens

Continued from Page 1

Gergif, who owns a party store in Novi, described the U.S. as the "best country in the world." He said many Arab-Americans don't agree with the invasion of Kuwait and support the actions of the U.S. Gergif added that he doesn't anticipate any problems if war should break out with Iraq. "Novi is a great community," he said.

Eva Jajonic, an emigration specialist and social worker for the Chaldean community with the International Institute in Detroit, said she has heard prejudicial remarks. A Chaldean herself, she said she has heard slurs such as, "Arabs are terrorists." Chaldeans are under pressure from the general public, Jajonic said. Although she hasn't had a case of prejudice in Novi, she has heard of an instance where an Arab-American was threatened with a baseball bat.

A number of Chaldeans are illegal aliens, Jajonic said. Many of them won't go public about any problems because they are afraid of being deported.

"I have been harassed by immigration (because she is Chaldean)," she said, "coming back to America from Canada."

Many Chaldeans are also afraid to speak out because of Iraq's leader, Saddam Hussein, Jajonic said. She said that Hussein has "spies" in the U.S. Jajonic added that Chaldeans are afraid of reprisals ordered from Hussein.

"If I talk about Hussein, they don't want to hear it," she said. "They are afraid for their relatives in Iraq."

Police News

DRILLED-OUT DEAD BOLT: A company leasing business space on Grand River in Novi reported Nov. 5 that one of the spaces had been broken into.

The company told police they had leased the space to a company that, in turn, had sub-leased the space to the now-defunct Sabre Technologies. They further reported that Sabre Technologies had not paid the rent and had partially moved out. The leasing company had changed the locks Oct. 31, before Sabre Technologies had finished the move.

The lesser told police that when he went to check on the property Nov. 5 he discovered that the dead bolt had been drilled out and the building had been entered.

SMASHED WINDOW: Three windows at Novi Middle School were reportedly smashed Thursday, Nov. 8. The reinforced wire windows, located on the west side of the building, were believed to be broken by beer bottles filled with cement.

STOLEN PAINTING: A watercolor painting titled "Erupting Passions" was reported stolen from a business that was formerly located in Novi Town Center Nov. 5.

The complainant reported that five paintings by his wife, one of which was "Erupting Passions," had been placed in the now-defunct Novi store "The Bed Broker" to be sold on commission.

MOVING VEHICLE STRUCK: The right rear door of a moving 1989 Plymouth Grand Prix was dented when it was struck by an object. The driver of the car was eastbound on Nine Mile west of Haggerty Road.

SUSPICIOUS BANK DEPOSIT: Novi police are investigating suspicious circumstances surrounding a Standard Federal Bank deposit bag and a deposit that was believed to have never been made.

At approximately 3 p.m. Nov. 1 an employee of a local, unnamed restaurant reportedly took two night deposit bags to be deposited at Standard Federal Bank in West Oaks center.

According to police reports, some time later a bank customer found one of the night deposit bags, described as ripped and damaged.

Citizens with information about the above incidents are urged to call Northville City Police at 349-7234, Northville Township Police at 349-9400, or the Novi Police Tip Line at 349-6887.

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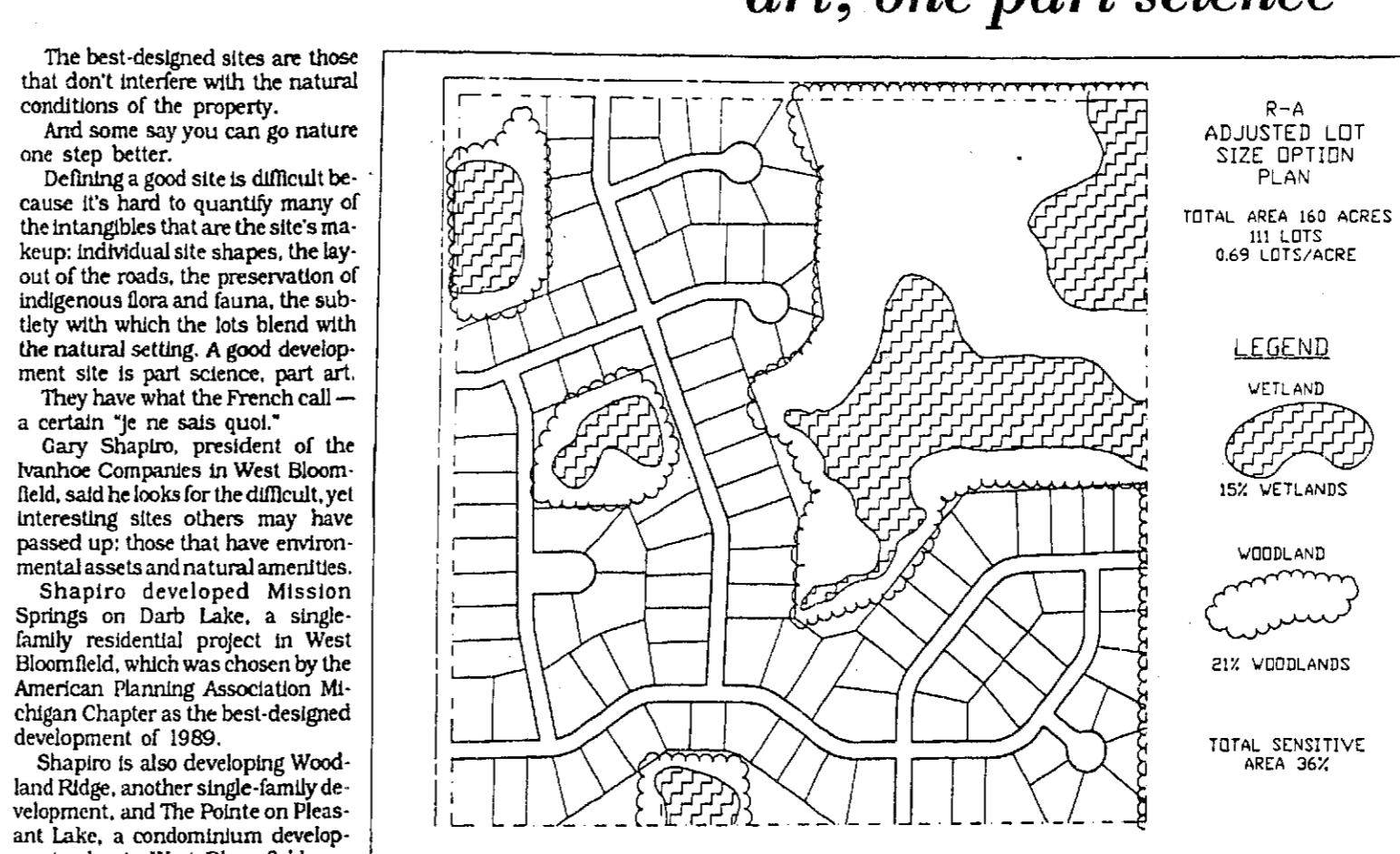
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MONDAY BUSINESS

SITE PLANS: Designers mix one part art, one part science



Site plans like this one proposed in Novi, have to make allowances for woodlands and wetlands

The best-designed sites are those that don't interfere with the natural conditions of the property. And some say you can mature one step better.

Defining a good site is difficult because it's hard to quantify many of the intangibles that are the site's make-up: individual site shapes, the layout of the roads, the preservation of indigenous flora and fauna, the subtlety with which the lots blend with the natural setting. A good development site is part science, part art. They have what the French call — a certain "je ne sais quoi."

Gary Shapiro, president of the Ivanhoe Companies in West Bloomfield, said he looks for the difficult, yet interesting sites others may have passed up: those that have environmental assets and natural amenities. Shapiro developed Mission Springs on Darb Lake, a single-family residential project in West Bloomfield, which was chosen by the American Planning Association Michigan Chapter as the best-designed development of 1989.

Shapiro is also developing Woodland Ridge, another single-family development, and The Pointe on Pleasant Lake, a condominium development, also in West Bloomfield.

"Good development," he said, "means individually balanced lots and a balanced development site. Excavations of each site should be limited, using excavated soil for basements or foundations on the site. Wetlands are built around, rather than destroyed; mature trees are saved; roads and house sites are put in with little grading; the natural topography is used to enhance developments; and when it comes to utilities, the distance between two points need not be a straight line."

"Sometimes there has to be some mitigation of one to help the others," he said.

Shapiro said many good sites are ruined because they are overdeveloped. "Not every square foot needs to be developed."

In the past, builders would squeeze an extra home on a development, but builders have discovered a nicer, less cramped site will sell for more and make up for the lost home sale.

Robert Leighton, president of Robert C. Leighton Associates Inc. in Ann Arbor, said good site development involves looking beyond the boundaries of the property to be developed. Open spaces between developed properties should match up and complement each other, and nearby architectural or natural characteristics should blend smoothly from one area to the next.

Robert C. Leighton Associates designed the site plans for Hays Heron Pointe — which was chosen by the American Planning Association Michigan Chapter as the best-designed development of 1990 — and Huntington Falls, the multi-use Northville Township development being put together by a team headed by the Robert A. DeMatteo Co. in Plymouth.

"We like to start out with a site inventory," Leighton said. Existing slopes and topography are measured, vegetation and soil types are catalogued, and views and even solar orientation are noted.

"Any constraints or any features you might want to consider are taken down at this point," he said. "The site sets the stage for the design."

Although the site's existing characteristics largely determine the end design, there are still alternatives, Leighton said. "There are going to be trade-offs."

For example, it may be necessary to cut down some trees to preserve some wetlands, he said. "You try to balance everything out." Leighton said the problem with many sites is they lack sound design principles. For example, repeating landscaping treatment and the placement of buildings gives a site a sense of order, but then the developer must be careful not to be too repetitive, which makes a site monotonous.

"It's very subtle — there's a symmetry and rhythm to good site development," Leighton said. Good sites have balance, they harmonize with their surroundings, and they have focal points that emphasize site characteristics.

"And a good site should have a little mystery as well," Leighton added, saying not everything should be revealed at first glance.

Dennis Dickstein, chairman and chief executive officer of Ralph Manuel and Associates in Birmingham, said good sites start with good land.

Dickstein is managing the lot sales for the Pine Creek Ridge subdivision in Brighton, developed by Abbey Homes in Birmingham, which is the site of the Builders Association of Southeast Michigan Homearama.

Control of the site, from the first walk over until turning over the keys on the last home or structure, is paramount for the success of the project, he said.

The way land is developed today has matured within the past decade. In the past, the developer would bend the land to his will, bulldozing trees, excavating tons of dirt and filling wetlands with little thought.

But today developers work with the land, using the rolling topography, natural and mature landscape, and even saving and preserving wetlands as water retention and natural areas.

"Why? Because that's what nature wants," Dickstein said. Developers are in business to make a profit and the best way to stay in business, he said, is to make sure people get what they want.

"And that means going that extra step. People don't want straight streets with similar homes in rows. In some (developments) you can take a piece of string and run it down the street and some part of each house will touch it — you won't see that (in good developments)."

Dickstein said sometimes a developer just knows when a site is going to be special, but potential and realization are not the same thing. Good sites may start with a good piece of land, but ecologists, landscape architects, planners quickly are worked into the equation.

Dickstein said Abbey Homes president Robert Katzman set out with

Mary DiPaolo/Focus: Small Business

Shake up business with old customers

Throughout this series, I have frequently made use of the term "current and potential customers" to identify two of the major target markets served by any business organization. But what about the forgotten "third" market — your firm's inactive customers?

Believe it or not, this market may represent your greatest opportunity for increased sales. Before spending time and money on promotional strategies to attract "current and potential customers" this year or next, you may want to focus on this potential business that's right under your nose.

Research conducted on the topic indicates that active customers become inactive when a business stops paying attention to them. A much smaller percentage ceases dealing with organizations because of unresolved complaints or inferior products and services.

The data here suggests that customers should never be taken for granted if you expect them to remain loyal over the long term.

The first step in bringing your dead customers back to life is to identify who they are. Using your customer list as a guide, isolate those who have not done business with you as often as can reasonably be expected.

Depending on the nature of your business, customers may be considered inactive after as little as two weeks or as long as two years.

Prepare a letter to all of these inactive accounts. Let them know what is going on in your business and give them one or more good reasons to start buying from you again. It is, of course, vital to emphasize how valuable these customers are to your company.

If you operate a retail business, don't make the mistake of sending out fliers or coupons in lieu of a letter. The same rule applies for business service firms that merely mail out newsletters or announcements to their inactive accounts. These supplementary materials may be included with a letter, but they do nothing to prompt the reactivation process.

Remember that the purpose of this first contact is to get your foot in the door so you can begin to rebuild your former relationship.

If an inactive customer does not respond to your initial letter(s), try calling them or by personal phone. Ask why the individual or their organization has stopped dealing with your business.

If they mention a past conflict or complaint, resolve it right away. Then you will be in a better position to offer customer incentives that work for your business rather than against it.

In general, it takes a minimum of four contacts during a 30-day period to re-establish your business identity with inactive customers. It takes approximately 60 days and from four to six contacts before these customers become active again.

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

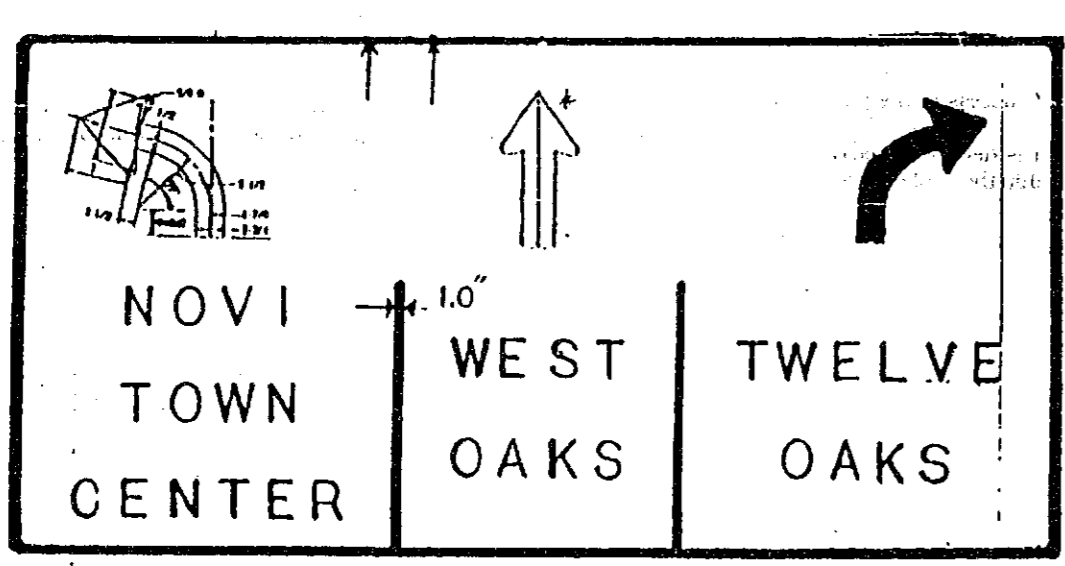
Will sign help ease confusion?

By SCOTT DANIEL
Staff Writer

Attention shoppers! With the holiday and shopping season just around the corner, the Michigan Department of Transportation (MDOT) has figured out a way to make traveling around Twelve Oaks Mall a little easier.

Signs will be placed on either side of the off ramp of westbound I-96 at Novi Road to show drivers the direction to travel when heading for Twelve Oaks, West Oaks or the Novi Town Center shopping areas. The signs, which measure 5 feet tall and 9 feet wide, will be in place by mid-November.

"Because of I-96 a lot of people who are coming to Novi," said Twelve Oaks General Manager Phil Morosco. "The signs will eliminate confusion for them and reduce traffic



It is hoped this sign will help eliminate confusion for drivers

problems on Novi Road."

The idea for the signs came from the Northcentral Novi Traffic Planning Committee, he said. Morosco, who served on the committee, said the group presented the idea to MDOT.

"After we presented the idea, MDOT came up with an excellent design for the sign," he said.

The state agency gave its approval for the signs shortly after the idea

was presented, Morosco said. The fact that MDOT approved it quickly is an indication of the popularity Novi has," he said.

Committee member Ernest Aruffo said a concern about heavy traffic in the area, particularly during the holidays, prompted the idea for the signs. He added that the signs will let people know where the Novi Town Center is and thereby provide more business. The signs will be in the MDOT state

colors of green and white. Like other state signs, they will also be reflective.

Auditors propose 'best-case, worst-case' budget for city

By JAN JEFFRES
Staff Writer

The auditors spent about a month poring over Novi's books, apparently without raising their eyebrows. In a report to the city council Nov. 5, accountants from the Southfield-based Plante & Moran said nothing showed up in their study of the fiscal year ending June 30, 1990, requiring immediate city council action or attention.

Michigan law calls for independent audits of municipalities, which are monitored by the state department of treasury.

"You've received a clean opinion, our opinion without objection, which should be the goal of a city council," said Plante & Moran spokesman Thomas Doeschner.

But the auditors did suggest that Novi put in place a long-term, detailed financial plan enumerating best, medium and worst-case financial projections over a five-year period.

The auditors did suggest that Novi put in place a long-term, detailed financial plan enumerating best, medium and worst-case financial projections over a five-year period.

This past fiscal year the city had revenues of \$17,257,225 and expenditures of \$17,280,999 — \$23,774 over-budget. But the city's fund balance was growing from \$5,306,562 at the beginning of the year to \$5,892,788 at year's end.

What Plante & Moran suggested is that the city red flag any problems that might require immediate action, pinpoint potential future financial pitfalls and build consensus between elected and appointed officials on alternative solutions to potential crunches in future budgets.

One change in Novi's financial budget will be a hike in state shared revenue funds received. The city currently draws down \$2 million of this money from Lansing. The distribution is based on population. With the results of the 1990 census near finalization, the city should get another \$200,000 per annual based on population

increase.

Here's how one local tax dollar is spent:

- 27.3 cents for police and fire service;
- 20 cents to pay off city debts;
- 15.4 cents to pay for city administration;
- 13.7 cents for capital outlay;
- 9.5 cents for the departments of public works, building and planning;
- 9.4 cents for the library, parks and recreation;
- 4.7 cents for street maintenance.

This breakdown does not include water and sewer services.

The city is also looking at providing its employees with tax-free benefits on a "cafeteria plan," which would offer participants a choice among two or more benefits such child care, disability coverage, medical payments and life insurance. The program would allow employees to pay for an item such as child care with pre-tax dollars, thereby increasing staff disposable income without increasing salaries.

"I would seriously encourage administration to look into that. It's an excellent program," council member Tim Pope said.

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MONDAY FOOD

MONDAY AT HOME

Chef Mary Brady

Holiday dishes can be made healthful

With the holidays knocking on the door many of us will be indulging in foods not so healthful. Given the choice of a steamed chicken breast with vegetables or Buffalo wings with blue cheese dressing for dipping most would choose the latter.

"Tasty goodies" have similar characteristics: good taste, texture, smell, color and variety. These desirable aspects are associated with undesirable ingredients — namely fat (usually saturated), sodium and refined sugars. Straight substitutions are not usually possible but there are ways to create more nutritional meals. Many flavorful and versatile ingredients can go a long way to liven up what might be considered dull food.

Some suggestions follow for ingredient substitutions. The more you use them the easier it will become. Be open-minded and flexible. Due to the health demands of the public, it is becoming a challenge for chefs to prepare good, nutritional food. It is just as easy for you to do at home with a little practice.

Salt can be eliminated with the use of herbs, spices and other flavor enhancers. Lemon, lime or orange juice or zest, wine, balsamic vinegar, garlic, low-sodium soy sauce, garlic onions, mild to hot peppers and sharp grated cheeses are examples. Substitutes for butter include different oils (olive, canola, peanut, sesame) to use for sauteing.

Start with a bit of oil in a hot pan and brown food quickly. Finish with defatted chicken stock, wine, beer or a vinaigrette. Vegetable juices are also a possibility. Use just enough to keep the food from sticking. Canola oil can usually be substituted for butter or lard in baking. Margarin does not offer significant calorie or nutritional improvement.

Instead of using whole eggs use two whites for one whole. Crumble tortu into whites to fortify and extend them when frying. It is more reasonable to crack eggs and discard the yolk.

Their turkeys pre-date trend

It's always a pleasant feeling to anticipate a trend, especially when you're 20 years ahead of the rest of the world.

Marilyn and Jerry Peacock are much too nice to brag, but Peacock's Poultry Farm in Troy has been selling Amish poultry and beef, supplied by the same 12 Amish farmers, since 1970.

"It was before Amish was 'in,'" says Jerry Peacock, "and before people were concerned about chemicals and additives. My father, Thomas Peacock, was looking for a reliable source of farm-raised poultry and beef, and someone put him in touch with the Amish in Indiana.

"The chickens, turkeys, ducks and beef we sell are raised and sold without any chemicals or preservatives. It takes a full 12 weeks to raise a chicken without chemical help, as opposed to eight weeks with injections.

"Jerry and wife Marilyn are the third Peacock generation to run the business. Located next to the Peacock home, which was formerly the Peacock farmhouse, the store also sells Amish jellies, jams and relishes, as well as Amish potato chips, butter, cheese and brown eggs. There's even Amish popcorn in small burlap bags. All are produced without chemicals or preservatives.

"We have a family policy," says Jerry. "We don't sell anything that we don't like, so we can give an honest opinion. If one likes something and one doesn't, we'll carry the item."

"There's just one exception to the rule," adds Marilyn. "The candy. It was so good, we ate it all. The Amish women make it by hand, and the chocolate was so creamy and the mint so fresh that we just couldn't resist it. Finally, we just quit carrying it."

"People have to be careful about poultry that's called Amish," she cautions. "Federal Compliance Law



Peacock's Poultry Farm features Amish turkey (center), Amish popcorn (bottom) and Yoder's Jams (back).

states only that a bird has to be killed in Amish country. It can be raised anywhere under any circumstances.

"One of our longtime customers, who is allergic to chemicals, bought some Amish chicken at a large grocery chain and reacted to the chemicals in it. Consumers should ask for some proof that the poultry was actually raised by the Amish."

The Peacock family — including Lore and Cyndi (fourth generation) and Cyndi's kids (fifth-generation) Shawnna, 27 months, and Nicholas, 16 weeks — is gearing up for the holidays. Nicholas is a mite young to get into the spirit of the season, but Shawnna is already adept at helping her mother put the eggs on the table.

Holidays mean "turkey" at Peacock's, which sells at least 30,000 of them, wholesale and retail, in a seven-week period. This year, for the first time, the Peacock turkeys, raised especially for them, are wrapped in a vacuum-sealed bag. Each bag carries the Peacock name and specifies "Amish raised."

"It's important that the turkey be sealed in an air-tight bag because they're not frozen and there are no preservatives," says Cyndi, as she feeds Shawnna slivers of creamy Baby Swiss cheese.

Every Peacock turkey has an oven timer that pops up when done. Amish turkeys cook faster than ordinary turkeys — about 12 minutes per pound, and they're much juicier than others, as well.

You want to see a madhouse? Come out here the week before Thanksgiving. Cars are lined up on Rochester Road with their parking lights on, waiting for someone to pull out of the parking lot so they can get in. We just can't handle more than 400 people a day, even with extended hours. It's not a question of enough personnel, we just don't have the room in the store," Cyndi says.

Ninety nine percent of holiday orders are special order, and many customers have their orders in already. And — you won't believe this — the store just got a telephone for the first time ever.

"We had to," says Marilyn. "There's another store with a name similar to ours, and she was getting all of our calls. Then Cyndi called information and the operator said, 'I wish I did have Peacock's number. I must have had 300 calls today asking for it.'" so we got a phone for humanitarian as well as business reasons."

There are rumors that smaller households are buying smaller turkeys, but you can't prove it by the Peacock customers.

"People like leftovers," says Cyndi. "We take orders for sizes from 14-22 pounds. The average is about 20 pounds. We have three or four old-time customers who just take the biggest turkey they can get. Last year, one customer, who weighs about 90 pounds, walked out behind a 44-pound turkey. She had to help getting it in and out of the oven."

After the last order is out of the driveway and the last customer has walked out with the next-to-the-last turkey, what does Marilyn Peacock do? You might think she would go on a cruise or at least to a movie, but she goes to the cooler, takes out the last turkey and prepares a full dinner for 14 people. "We just love turkey," she says, with a broad grin.

Peacock's Poultry Farm, 6355 Rochester Road, Troy, 879-0020. Hours: Tuesday-Saturday, 9 a.m. to 5 p.m. Call for holiday hours.

THE SIX-MINUTE TURKEY

In planning your turkey dinner, remember that whole turkeys range in size from 6 to more than 30 pounds, are available fresh or frozen and may be pre-basted. If you allow 1 pound of turkey per person, you will have plenty for the dinner and some for your family leftovers.

If the turkey is frozen, leave in original bag and defrost in refrigerator for four days (24 hours for each 5 pounds of turkey) or cover with cold water, changing water frequently (1/2 hour per pound of turkey). Refrigerate or cook turkey as soon as thawed.

For your 6-minute turkey, simply follow these steps. Remove plastic wrap from thawed turkey, remove giblets and neck from body cavity, rinse turkey inside and out, pat dry with paper towel, return legs to back lock or hard of skin, tuck tail of wings skin, back of turkey, and skewer neck skin to back.

Place turkey breast-side up on rack in foil-lined pan. Place a tent of aluminum foil loosely over turkey to prevent over-browning. Place in oven and roast according to chart. Foil tent may be removed last half hour for a final browning.

Combine all ingredients, mixing well. Can be covered and refrigerated for several hours to allow flavors to blend. Use as sandwich filling for pie bread or your favorite sandwich bread.

APPROXIMATE ROASTING TIMES IN 325 DEGREE OVEN

- 8-12 pounds, unstuffed 4-5 hours
- 12-16 pounds, unstuffed 3 1/2 - 4 hours, stuffed 4 1/4 - 4 hours
- 16-20 pound, unstuffed 4 1/2 - 5 hours, stuffed 5 1/4 - 7 hours
- 20-24 pounds, unstuffed 5 1/4 - 6 1/2 hours, stuffed 6 1/4 - 7 1/4 hours

Turkey is done when meat thermometer registers 160-185 degrees. Stick part of drumstick feeling when pressed with thumb and forefinger or drumstick reaches easily. Stuffing in a turkey needs to reach 165 degrees to be sufficiently cooked.

CHICKEN KEBABS

1 pound white meat chicken — breast cut or pieces
Assorted veggies: green or red pepper, onion, mushrooms, tomatoes
1/2-cup chicken base — 2 skewers
6 tbsp. grated fresh ginger
1/2 cup green onion, chopped
1/4 cup lemon juice

Make kebabs alternating meat with veggies on skewers. Blend the rest of the ingredients together and pour over kebabs. Marinate overnight in a light sauce. Broil or grill. Serve with rice. Yield: 8-10 kebabs, 150 calories each.

ARTICHOKE APPETIZER

1 can artichoke hearts packed in water
2 tbsp. Parmesan cheese
2 tsp. to-cil mayonnaise
1 tsp. egg mustard
1 tsp. lemon juice
2 green onions

Rinse artichoke hearts, drain well. Place all ingredients in a processor. Blend until lightly chopped. Place in oven/micro bowl. Heat until bubbly. Serve with whole wheat crackers. 100 calories without crackers.

HOT TURKEY POT PIE

4 cups cooked, cubed turkey
1/2 cup butter
1 1/2 cups chopped onion
2 sweet red peppers, finely chopped
4 1/2 green chilies, halved and seeded
1/2 cup plus 2 tablespoons flour
5 cups turkey broth (chicken bouillon may be substituted)
2 cups grated Cheddar cheese
Salt
Freshly ground black pepper
2 packages (10 ounces) frozen party shells, thawed (or your own favorite pie crust, rolled thick)
1 egg beaten

In mixing bowl, combine sugar, salt and hot water. Stir to dissolve sugar and salt. Allow to cool in lukewarm. Sprinkle yeast over and low to dissolve. Add flour. 1/4 cup at a time. Turn dough onto floured surface and knead thoroughly. Divide dough into 12 small pieces. Roll dough pieces into balls. With rolling pin, roll each ball into a 5-inch circle and place on baking sheet. Bake at 500 degrees for 5.7 minutes or until puffed and golden. Makes 12 rounds.

POCKET SANDWICH

2 cups finely ground cooked turkey
1/2 cup finely diced celery
1/4 cup mixed green onion
2 hard cooked eggs, chopped
1 tablespoon lemon juice
1 teaspoon salt
1/2 teaspoon pepper
Dash cayenne pepper
1/4 cup mayonnaise

Combine all ingredients, mixing well. Can be covered and refrigerated for several hours to allow flavors to blend. Use as sandwich filling for pie bread or your favorite sandwich bread.

PITA BREAD (POCKET BREAD)

1 teaspoon sugar
1/2 teaspoon salt
1/4 cup hot water
1 envelope (1 tablespoon) dry yeast
2 cups flour

In mixing bowl, combine sugar, salt and hot water. Stir to dissolve sugar and salt. Allow to cool in lukewarm. Sprinkle yeast over and low to dissolve. Add flour. 1/4 cup at a time. Turn dough onto floured surface and knead thoroughly. Divide dough into 12 small pieces. Roll dough pieces into balls. With rolling pin, roll each ball into a 5-inch circle and place on baking sheet. Bake at 500 degrees for 5.7 minutes or until puffed and golden. Makes 12 rounds.

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SWEET PEPPER AND ONION FRITTATA

4 egg whites
2 tsp. fresh chopped basil or 1 tsp. dried
2 tsp. fresh onion chopped or 1 tsp. dried
2 tsp. thyme or 1 tsp. dried
1 red pepper cut in half and sliced thin
1 medium onion sliced thin
1 tsp. olive oil

Saute onion and pepper in olive oil. Broil on paper towel. Mix egg whites with herbs, reserving some to sprinkle on top for garnish. Heat a non-stick egg pan and spray with Pam. Pour egg whites into pan, turn heat down to medium. As edges set lift and allow uncooked egg to slide under the cooked. Continue until egg is set. Top with onion and pepper. Place under broiler until puffy. Sprinkle with herbs. Can be made in individual sizes or as one large omelette. Good for brunch, lunch or dinner.

ORANGE ROUGHY EN PAPERLIOTE

4-6 ounces orange roughly parchment (obtainable at Kitchen Glamor stores)
Fresh vegetables: sliced or chopped (onions, green or red peppers, zucchini, onion, mushrooms, cooked, sliced redskin potatoes)
Herbs, fresh if possible (oregano, basil, dill, tarragon)
Spices (garlic, pepper, cayenne, basil)

Cut approximately 12 inch pieces of parchment for each fillet to be cooked. Place fish in center, top with vegetables, spices and herbs you decide to use. Wrap well, sealing at edges. Bake at 350 degrees approximately 30 minutes. Open pouch as you serve to let the aroma escape. Approximately 250 calories.

CHICKEN KEBABS

1 pound white meat chicken — breast cut or pieces
Assorted veggies: green or red pepper, onion, mushrooms, tomatoes
1/2-cup chicken base — 2 skewers
6 tbsp. grated fresh ginger
1/2 cup green onion, chopped
1/4 cup lemon juice

Make kebabs alternating meat with veggies on skewers. Blend the rest of the ingredients together and pour over kebabs. Marinate overnight in a light sauce. Broil or grill. Serve with rice. Yield: 8-10 kebabs, 150 calories each.

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1/2 cup butter
1 1/2 cups chopped onion
2 sweet red peppers, finely chopped
4 1/2 green chilies, halved and seeded
1/2 cup plus 2 tablespoons flour
5 cups turkey broth (chicken bouillon may be substituted)
2 cups grated Cheddar cheese
Salt
Freshly ground black pepper
2 packages (10 ounces) frozen party shells, thawed (or your own favorite pie crust, rolled thick)
1 egg beaten

In mixing bowl, combine sugar, salt and hot water. Stir to dissolve sugar and salt. Allow to cool in lukewarm. Sprinkle yeast over and low to dissolve. Add flour. 1/4 cup at a time. Turn dough onto floured surface and knead thoroughly. Divide dough into 12 small pieces. Roll dough pieces into balls. With rolling pin, roll each ball into a 5-inch circle and place on baking sheet. Bake at 500 degrees for 5.7 minutes or until puffed and golden. Makes 12 rounds.

THANKSGIVING TURKEY DINNER

PKG. #1 \$43.15
12-14# AVG. TURKEY FULLY COOKED
1 qt. Dressing
1 Doz. Rolls
1 Pumpkin Pie
1 Doz. Cranberry Relish

PKG. #2 \$59.95
18-20# AVG. TURKEY FULLY COOKED
2 qts. Dressing
2 Doz. Rolls
2 Pts. Cranberry Relish

CONTACT OUR TURKEY DEPT. AT 551-1340
Catering by Sayers 25413 Five Mile • Redford

When you give blood you give another birthday another anniversary another laugh another hug another chance.

American Red Cross Here give blood.

Robert Meisner/Condo Queries

Board needs education in responsibility

Our board refuses to increase the assessment to meet urgently needed repairs to the common areas and to hire a lawyer. The board is afraid it will be ridiculed by members, some of whom are on faked incomes. I am concerned about the propriety of their actions as I am on the board with no insurance. Do I resign?

No. Even if you had insurance, which you should, you would still be vulnerable to being sued for mismanagement. Your board suffers from the malady of many boards — an unwillingness to raise and then spend adequate monies to properly run the association's affairs. This malady affects affluent as well as modest or low-income condominiums.

The answer is educating the board members as to their liabilities and responsibilities to run the condominium like a business, which requires proper maintenance and legal assistance. A book full of legal cases where boards have been found liable for their misdeeds might be a therapeutic and mandatory reading session for the board, encouraged by you.

Don't quit. Stay on and fight for what you know is right and what is correct and in the best interests of all members of the association.

The railroad is tearing up and removing some track just outside the confines of our condominium. We want to use it for recreational vehicle storage. What can we do to get the property for the association?

Find out if the railroad is selling the right of way in individual parcels or whether it is being dedicated to a municipality or the like. Contact the railroad to express the association's interest in the right of way.

If so, the association would obtain a warranty deed to the property. Watch out for any potential title problems plus access problems. Get a survey and a title insurance policy with the help of your association's lawyer. Also, get an environmental report on the property and make sure your association has the authority to "buy" the tract.

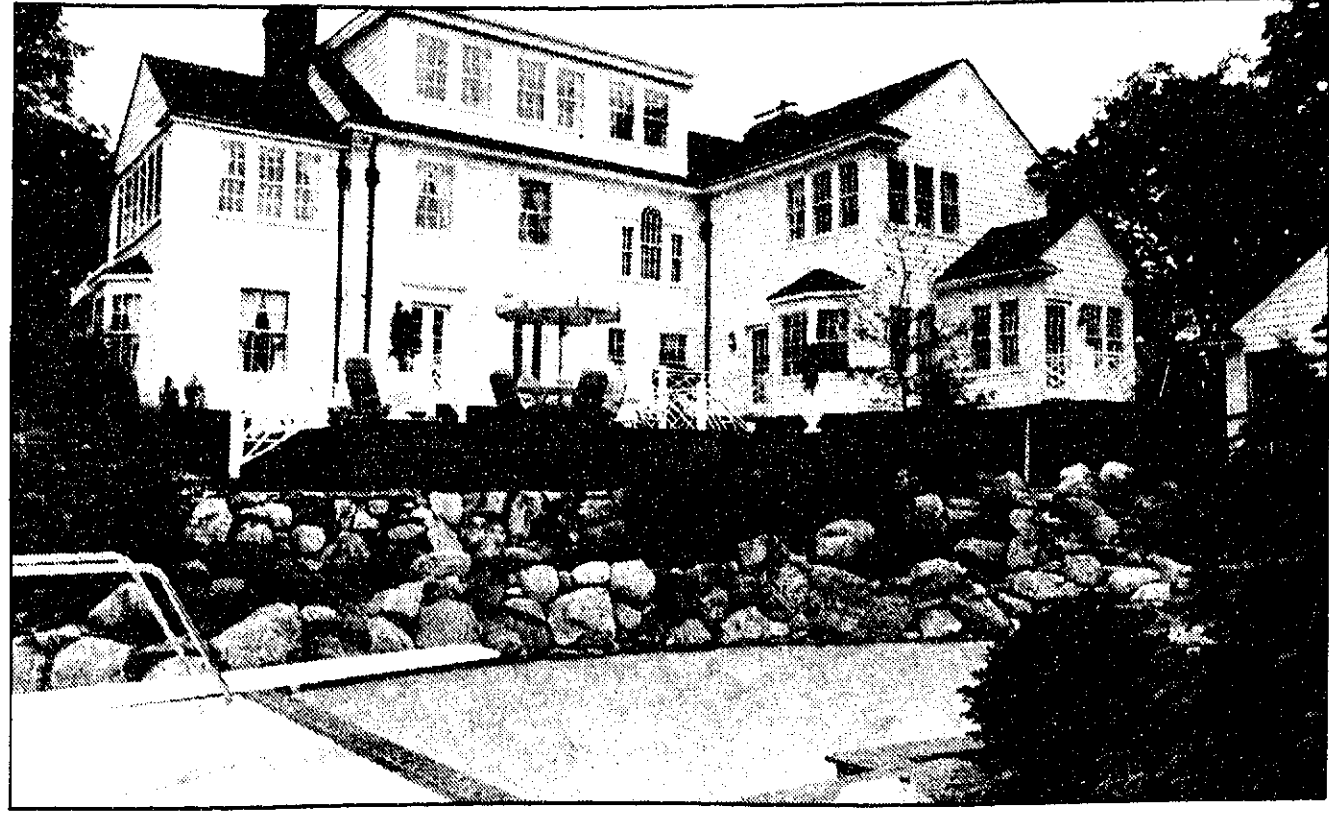
Robert M. Meisner is a Birmingham attorney specializing in condominiums, real estate and corporate law. You are invited to submit topics on condominiums that you would like to see discussed in this column by writing Robert M. Meisner at 30202 Telegraph Road, Suite 467, Birmingham 48010. This column provides general information and should not be construed as legal opinion.

Common problems plague exteriors

A successful house exterior starts with an honest assessment.

According to Remodeling Ideas magazine, most houses in need of help suffer from one of these problems:

- Not enough detail: A house without interesting architectural details is rarely memorable. Details can be added with shutters, window boxes, trim, moldings or other new features. Use paint to accent present detailing.
- Too much detail: Some houses mix too many materials and styles. Take such houses back to basics. Strip away oddball elements. Paint mismatched material the same color, or invest in unified cladding.
- Floor proportions: Use landscaping tricks or a new color scheme to shape up a house with awkward lines. Consider dormers, porches or a new entry to balance the exterior.
- As architectural details are added and subtracted, go for a look that's consistent with the basic lines, age and setting of the house.
- To help visualize the changes, try this: Enlarge a photo of the house's exterior, then put tracing paper over the top. Trace the house, then sketch in features that are being considered.
- Many exterior makeovers start with paint. To bring out the best in a home, use three colors: a basic field color for siding or brick; a trim color for borders around windows and doors and the soffit and fascia; and an accent color for shutters, the front door and any other small details. Keep in mind the roof color as the scheme is planned.
- Ideas for color schemes can be picked up from houses that are admired, or from groupings suggested by paint manufacturers.
- Some paint stores offer a video color selection service. Homeowners can look at a video image of a house styled like theirs and see how it looks painted in different combinations.
- Cladding a house with new materials may be the best choice if old exterior is unattractive, mismatched, or far from new.



When planning exterior improvements, take a picture, copy it onto tracing paper, and sketch in the changes.

look is wanted. Choices include:

- Wood siding: Beveled wood siding, especially narrow clapboard, is still the look of tradition. For a contemporary look, use a top grade of cedar or redwood and stain it.
- Synthetic siding: Vinyl or aluminum sidings mimic the look of wood, sometimes very well.
- Consider leaving special window or door trims exposed so character isn't sacrificed. Or, have trim custom-clad with aluminum that's molded to fit on-site. To add detail, ask about special trims for windows, doors and eaves.
- Wood shakes and shingles: Shakes are rough-hewn for a more rustic look. Shingles are cut smoother; trim siding with fancy-cut shingles for a Victorian flavor.
- Brick and stone veneers: These are premium products, and they denote long-lasting quality. They can be applied only on the front, or around the entire house.
- Stucco: This mixture of cement, sand and water makes the look of many Southwestern, Tudor and contemporary houses. New stucco systems not only refinish a house but insulate it, too.

U.S. SAVINGS BONDS

THE GREAT AMERICAN INVESTMENT

Leewards Anniversary Sale!

We're celebrating our first year in Rochester Hills and Westland! Come Join in the Fun!

Sale prices good at all Detroit area stores

Sweatshirts 11 quality 100% cotton Adult sizes M-XL 6.99	All Christmas Stitchery Kits 33% off Reg. 1.95-5.99	All Wicker Baskets 50% off Choose from our entire assortment of Christmas and seasonal baskets.	Jingle Bells 3 for \$1 Reg. .69 from 25¢ in gift or other
Miniature Christmas Trees 6" 99¢ 12" 1.99 18" 3.99	All Christmas Plaster Kits 25% off Reg. 1.95-19.99 No include nails, brushes and mortar.	Mops for Doll Making \$1.00 off Reg. 1.49 & 1.99 No. 12 and No. 24 cotton mops.	Jeweled Ornament Kits 25% off Reg. 1.99-7.99
Creative Twist and Paper Ribbon 99¢ 21 unique items made from ribbon including Christmas 6" x 6" ribbon box.	"Puttin' on the Gitz" Jewels 77¢ Use in earrings, necklaces, brooches, or multi-strand Christmas jewelry.	100 Mini Light Set 5.99 Reg. 7.99 Color and red or white.	Craft and Wedding Flowers 25% off Reg. 29.95-59.99 Over 100 colors.
ROCHESTER HILLS 12555 WOODLAND DR. (at Westland) WESTLAND 31300 WOODLAND DR. (at Westland) ANN ARBOR/PITTSFIELD 15000 WOODLAND DR. (at Westland) LANSING 12555 WOODLAND DR. (at Westland)	CITY OF NOVI NOTICE OF ENACTMENT ORDINANCE 90-114.05	CITY OF NOVI NOTICE OF ENACTMENT ORDINANCE 90-124.04	

Leewards Where Something Special's Always Happening!

STORE HOURS: Mon. - Sat. 9:30-6, Sun. 10-6

CAITHNESS GLASS COLLECTION SHOW

Friday, November 16, from 5 p.m. to 8 p.m., Stationery, Livonia

Meet Caithness master designer Colin Terris from Scotland and Vice President Don Parker. View the new collection of paperweights for 1990. This is a wonderful opportunity to learn more about the contemporary designs, history and craftsmanship of Caithness Glass paperweights, made in Scotland and sought by collectors the world over.

Jacobson's

NOTICE IS HEREBY GIVEN that the Novi City Council has adopted Ordinance 90-124.04, an ordinance to amend subsection 11-216 (e) of the Novi Code of Ordinances to revise the Design and Construction Standards to provide a minimum approach for driveway leading to side entrance garages.

The provisions of this Ordinance take effect fifteen (15) days after adoption. The Ordinance was adopted on November 5, 1990, and the effective date is November 20, 1990. A complete copy of the Ordinance is available for public use and inspection at the office of the City Clerk.

WELCOME JACOBSON'S CHARGE, MASTERCARD, VISA, and American Express! Shop until 9 p.m. on Thursday and Friday. Until 6 p.m. on Monday, Tuesday, Wednesday and Saturday.

TAKE A BITE OUT OF CRIME

CITY OF NOVI NOTICE OF ENACTMENT ORDINANCE 90-124.04

NOTICE IS HEREBY GIVEN that the Novi City Council has adopted Ordinance 90-124.04, an ordinance to amend Section 36-51, 36-52, 36-53 and 36-54 of the Novi Code of Ordinances to amend the regulation of Fishing Shanties within the City of Novi. Said amendments include requirements for a Registration Tag, Daily Removal of Shanties, and procedures for removal by the City.

The provisions of this Ordinance shall become effective fifteen (15) days after its adoption. The Ordinance was adopted on November 5, 1990, and the effective date is November 20, 1990. A complete copy of the Ordinance is available for public use and inspection at the office of the City Clerk.

GERALDINE STIPP, CITY CLERK

This tree died of a heart attack.

Carving hearts on trees seems harmless enough. But the fact is, it cut short the life of this majestic oak. By gouging into the bark, vandals crippled the tree's vascular system. So, like thousands of other innocent victims each year, the tree slowly died.

But the fight against vandalism is gathering strength from the example of Lynn Brauer and Carol Eichling.

When vandals girdled a 300 year old Chinquapin Oak near their Marthasville, Missouri home, they wrapped the wound in sphagnum moss and tended the tree daily, despite blizzard conditions.

If not for the severe winter, arborists feel the Chinquapin might have survived.

We believe miracles can take root. When people care enough.



Give a hoot. Don't pollute.

Forest Service, U.S.D.A.



170 Help Wanted General
MAINTENANCE mechanic, mechanical, electrical, welding, start, \$10 per hour, plus over time, send resume: Attention Maintenance, PO Box 767, Nov, 4876.
MORNING Position available. Full or part-time. Benefits, profit sharing. Sales Super Market, Brighton.
NEEDED Machine operators, assemblers, and general laborers. 40-50 hours per week. 1st and 2nd shift available. ADIA, (313)227-1218.
NEEDED Nail technician. Apply Lynn's Manicure Attraction, (313)227-7207.

NEW Mini Mart needs full or part-time afternoon cashiers. No experience necessary. Bonus backs. Apply in person at 48200 Grand River and Wagon.
NOW Hiring full and part-time positions available. Apply in person. Novi K-Mart, 43665 W. Oaks Dr., (313)238-3525.
PERSON over 18 to work with handicapped. Hartford, weekend hours. \$6 hr. (313)238-3525.
PRODUCTION workers for afternoon shift. Excellent benefits. Starting pay \$5.50 per hour. Currently working 50 to 58 hours per week. K & E Saw Products, 8763 Dexter Chelsea Road, Dexter, MI 48126-3943. E. O. E. (313)227-1211.
Precast Concrete Shapes
 General labor for afternoon shift-heavy lifting. \$5.25 an hour plus benefits. Wagon, (313)668-2500.

PLANT and light machine maintenance, experience preferred. Production line work, no experience necessary. Day and afternoon shifts. Apply in person. Sablin Industries, 8830 Grand Street, Dexter.
Primary Therapists
 Full time positions available in our adult and adolescent treatment centers. ACC, CAC, bachelor degree or higher in counseling, social work, or related health care discipline. Prior substance abuse counseling experience desirable. Send resume or apply to: Brighton Hospital, Box 1, 2651 E. Grand River, Brighton, MI, 48116, (313)227-1211.
 1 (800)367-3500

QUALITY Control person needed for plastics plant. Some SPC needed. Call: (313)229-7168.
ROOFING laborers. No experience necessary. Must have own transportation. (313)437-7051.
SALES - Telemarketing. Desiring with carrying/starting goods. Full or part-time. Flexible hours. Will train enthusiastic candidate. Call for appointment: (313)789-5448. Ask for Valerie.
SCREW machine operator/turner for afternoon shift. Must have experience on Acme Gridley screw machines. Excellent wages and benefits. Currently working 50 to 58 hours per week. K & E Saw Products, 8763 Dexter Chelsea Road, Dexter, MI 48126-3943. E. O. E.
SECURITY people. Full and part-time. (313)227-7207.

SR. INDUSTRIAL ENGINEER
 4 to 8 years as generalist in methods, material flow, and cost saving improvements. Corporate staff of a great local manufacturer. Degree optional. Contact: Sargent Co., (313)930-2808, 24 hours. Licensed employer. Fee paid monthly. Don't wait get started now. Call Dale (313)426-2440.

TEMPORARY Employment needed for weekends and mornings. An Emergency has left us short of sales people for November and December. Position must be held by November 14th. Hourly plus commission. (313)229-2220.
TRUCK driver for delivery and installation of acrylic partitions and mill work. Corporate experience necessary. Out of state travel required. Apply in person at 8245 Grand River, New Hudson.
VENDED food service person. We are seeking a neat, dependable, pleasant person to serve the public as an on site attendant. Northville area. (313)546-9033 Monday thru Friday, 9 am to 5 pm.
WANTED, delivery person for Zany Lake Tavern. Call Out in Whitman Lake. Must provide own vehicle, have good driving record. Can make up to \$8 or more an hour. Serious welcome. Call (313)449-0040.
WANTED people to fill Light Industrial positions. Minimum \$5 per hour. STAFFING SERVICES (313)229-0612.
WAREHOUSE order selection, pricing and packaging help needed. 1st shift, 7:00 a.m. to 3:30 p.m., Monday through Friday. Light work, pleasant working conditions. Apply Alvin Distributing Company, 43100 New Mile Road, Novi.

WELDERS, 2 years experience with mig and torch. Filter welders. Welder helpers. Full time with full benefits. New Hudson, (313)352-4300.

173 Schools
TEACHERS, secondary and special education substitutes. Apply Huron Valley Schools, Personnel office, 2300 Millard Road, Highland 48027.
180 Wanted
LADY getting back into house cleaning. I will do your house cleaning while you're at work. Howland/Fowlerville area. (517)646-2576.
LARGE Mfg. USA. Giant United Kingdom Company has established all records in 4 countries. Now in the US and growing fast. Distributorships available. Federal \$35,000 monthly. Don't wait get started now. Call Dale (313)426-2440.
185 Business And Professional Services
ATTENTION home owners, thousands are saving thousands on their mortgages. For more information, call Mickey, Diversified, (313)261-4336.
MOBILE HOME OWNERS Stop leaks with new roof with overhanging plus insulation. Serious and people on assistance may qualify for FREE ROOF. Call HUSKY 1800/535-7033.
POISHED with pride by Putz general cleaning, Residential and commercial. (313)546-5430.

SECRETARIAL SOLUTIONS 344-0098
 BUSINESS SUPPORT SERVICES
 • Word Processing
 • Proofreading & Typing
 • Correspondence
 • Telephone Answering (24) Hours
 • Business Cards & Stationery
 • Fax Services & Aerials
 4224 Grand River Cedar Ridge Plaza • Novi

201 Motorcycles
 1983 HONDA XR 350, 1 owner, excellent condition. \$300, best offer. (313)229-6462.
 1989 KAWASAKI KX 125 dirt bike, used 1 season, very good condition. \$1200. (517)546-4187.
 1990 KAWASAKI KX 125 dirt bike, well maintained, very good condition. \$1800. (517)546-4187.
 1983 POLARIS 400 Sport Mini condition, low miles. \$1400 or best offer. (313)281-3203.
 1985 YAMAHA VMX, excellent condition, dealer maintained. \$2950 or best. (313)227-7068.
 HomeTown Newspapers Personnel Office, 323 E. Grand River Ave. Howell, MI 48843
 We are an Equal Opportunity Employer.

171 Help Wanted Sales
ATTENTION
 Due to company expansion Hospitality Communications Group will add 2 people to our local office who can start working this week. Good attitude and experience a must. Please call Tom Coleman, Monday thru Friday, 9 a.m. to 6:30 p.m. (313)477-8224.

CASHIERS BUSINESS IS GREAT!
 Now hiring for cashiers, all shifts, for attendants, all shifts, stockers, 4 am shift, Pizza Membership Warehouse, 24600 Haggerty Road, Farmington Hills, apply within.
EXPERIENCED property and casualty licensed insurance agent. Established, growing independent agency. Am Arbor Benefits. (313)971-2326 (313)29-8222.
INTERESTED in a career change? Wanted: men and women presently employed, train as insurance agents. If interested, please call: Bill Carr, 800-766-6723.
SALESMANAGER
 International company seeks dynamic individual with proven entrepreneur skills for upper level management background. Full benefits available and first year 70% potential if you qualify. (313)42-9404.
SHOE sales, full - part-time. Brighton Mall. (313)229-6665.
TELEMARKETING department assistant manager needed. General sales experience. 1 year required. Part-time, \$10.50, full time, \$21.00 plus bonus. Call Greg. (313)477-7880.
WALTERSON wanted for restaurant in South Lyon. Days or nights. Full or part-time. Ask for Rubin. (313)437-7880.
WANTED Sales Consultant, full-time position available, bonus program, sales training, benefits offered. Excellent opportunities for management. Apply at Tri-State Furniture, 5600 East Grand River, Howell.

205 Snowmobiles
 1986 CHEVY S-10 Blazer, 4x4 automatic, new engine, good tires, new muffler system, new, \$2,000. 3 best offer. (313)227-2796 after 5 p.m.
 1979 DODGE Ramcharger. Many new parts, primer and ready to go. Very reliable. \$1,850. (313)998-2266 evenings. (517)546-6420 days, ask for Jim.
 1985 DODGE Ramcharger. Automatic, air power windows, power locks, 91,000 miles. Excellent shape. \$5,700 or best. (517)548-2876.
 1985 RANGER XLT, New V6, 4 door, 4 wheel drive, 101,000 miles. Excellent shape. \$5,700 or best. (313)229-7545.
 1986 CHEVY 34, new, with 7.6 other new, cap and liner. Many extras. \$8500 negotiable. (313)434-6847.
 1986 CHEVY S-10 Blazer, 4x4 automatic, new engine. Excellent condition. Blue, 75,000 miles. \$7200. (313)498-1122.
 1987 GMC Jimmy. Excellent condition, less than 10,000 miles. \$7,900. (313)887-7545.
 1988 FORD F-150. Full size, 4 door, 4 wheel drive, 111,000 miles. \$5,950. (313)437-8193.
 1986 VOYAGER LE Loaded. Mile 7700. (313)229-4578.
 1989 AEROSTAR XL. Must sell \$11,500. Excellent condition. (313)227-1106.

210 Boats and Equipment
WINTER storage inside and out, boat and motor wintering. Hamburg Lawn and Marine. (313)227-2220.
GOING out of business, snowplow, leveling equipment. Excellent condition. \$500. (313)437-5963.

215 Campers, Trailers And Equipment
 10 FT. Karibou pickup camper, stove, refrigerator, furnace, call container, 20 gallon stainless steel water container and compressor, sleeps 4, very good condition, ready for hunting season or best offer. (517)546-8268.
 1961 LAYTON Door Hunter's Special. Single axle, sleeps 4, just been serviced, new tires, clean, \$650 or best offer. (313)229-1979.
 CAR Trailer Heavy duty, 5000 lbs. \$550. (313)352-7078.

220 Auto Parts And Services
 2 SHOW tires, 215/75R15 Firestone, radial, 95, 2 magnesium and stainless steel spayder wheels, 1960, \$50. Served 21 in. 20 in. pop-up removal, \$75. 2 Y pipe exhaust, GM product, \$15 each. Pair of lower hi-back bucket seats for GM, \$40. 2 deep dish aluminum unknag slotter wheels, 14 x 9, \$40. 15 in painted wagon wheel, the Ford or Chrysler, \$10 each. (517)458-2259.
 TIRES and rims, 14-36-16.5, both \$110. Evenings. (313)347-9863.
 1967 CHEVROLET pickup, lots of parts. (313)887-3997.
 GOOD You snow tires, 5 P225 x 75R15 with Chevy rims, like new. \$225. (313)685-3656.

221 Truck Parts And Services
 1967 CHEVROLET pickup, lots of parts. (313)887-3997.
 GOOD You snow tires, 5 P225 x 75R15 with Chevy rims, like new. \$225. (313)685-3656.

225 Autos Wanted
 I SELL ME YOUR CAR, TRUCK OR VAN 1980 to 1986, low mileage or high mileage, good condition or fair condition. Out state buyers waiting. Instant cash. Please call Dale, (517)676-0189, 8 a.m. to 8 p.m. seven days a week.

233 4 Wheel Drive Vehicles
 1978 CHEVY 4 x 4, pick up, automatic, new engine, good tires, new muffler system, new, \$2,000. 3 best offer. (313)227-2796 after 5 p.m.
 1979 DODGE Ramcharger. Many new parts, primer and ready to go. Very reliable. \$1,850. (313)998-2266 evenings. (517)546-6420 days, ask for Jim.
 1985 DODGE Ramcharger. Automatic, air power windows, power locks, 91,000 miles. Excellent shape. \$5,700 or best. (517)548-2876.
 1985 RANGER XLT, New V6, 4 door, 4 wheel drive, 101,000 miles. Excellent shape. \$5,700 or best. (313)229-7545.
 1986 CHEVY 34, new, with 7.6 other new, cap and liner. Many extras. \$8500 negotiable. (313)434-6847.
 1986 CHEVY S-10 Blazer, 4x4 automatic, new engine. Excellent condition. Blue, 75,000 miles. \$7200. (313)498-1122.
 1987 GMC Jimmy. Excellent condition, less than 10,000 miles. \$7,900. (313)887-7545.
 1988 FORD F-150. Full size, 4 door, 4 wheel drive, 111,000 miles. \$5,950. (313)437-8193.
 1986 VOYAGER LE Loaded. Mile 7700. (313)229-4578.
 1989 AEROSTAR XL. Must sell \$11,500. Excellent condition. (313)227-1106.

235 Vans
 1985 FORD E-150, 6 cylinder, overdrive, window van. Very clean. \$2,100 miles. \$2000. (313)348-6828.
 1986 DODGE Caravan, 4 cylinder, 5 passenger, excellent condition, all new for winter. Selling below best value \$5,150. (313)229-1128.
 1986 DODGE Van, 6 cylinder, 5,700 miles. \$3,900. (313)437-8193.
 1986 VOYAGER LE Loaded. Mile 7700. (313)229-4578.
 1989 AEROSTAR XL. Must sell \$11,500. Excellent condition. (313)227-1106.

238 Recreational Vehicles
WANT to buy any mill motor home or Class A. Need desperately. Reasonably priced. Will pay cash and pick up. (313)261-8087.
 1982 BUICK LeSabre. Good condition, 55,000 miles. \$1,000. (313)229-8222.
 1981 CHEVY Citation. Runs good, low miles, \$500 firm. (313)229-7708.
 1981 TORONADO. Gas motor. Runs great. No rust. New tires. Call after 6:00 p.m., (517)223-3236.
 1982 BUICK LeSabre. Good condition, 55,000 miles. \$1,000. (313)229-8222.
 1982 MERCURY L47. Newer motor, exhaust, tires, factory heater, lots more. \$650 or best offer. (313)229-8222.
 1983 BUICK Regal wagon, clean, no rust, runs good. Needs right front surface damage repair. (313)229-8222.
 1987 PONTIAC LeMans. Show car. 389 automatic, \$5500. (313)632-7078.
 1987 PONTIAC LeMans. Show car. 389 automatic, \$5500. (313)632-7078.

239 Classic Cars
 1965 CHEVETTE 454 engine, 400 turbo transmission, all new wiring. Many new parts. \$4200. (313)229-8993.
 1967 PONTIAC LeMans. Show car. 389 automatic, \$5500. (313)632-7078.
 1987 PONTIAC LeMans. Show car. 389 automatic, \$5500. (313)632-7078.

240 Automobiles Over \$1,000
 1980 DODGE Charger, clean, runs good. \$500 or best. (517)546-1008.
 1983 ESCORT wagon, cassette, stereo, 108k, needs work. \$500. (513)429-0351 evenings.
 1983 ESCORT. Runs good. Good condition. \$800 or best offer. (517)546-3990.
 1984 DODGE Colt. Runs great. owner moved. Sacrifice \$995. (313)227-3072 after 6 p.m.

WE NEED HELP
 If you enjoy being with people that take pride in their work, if you are dependable and can be available rather than usual hours we may have a job for you. The bindery department at Hour Tom Newspapers needs people to complete the first step in taking the newspapers and other company products from the press and preparing them for post office delivery people. High school diploma not a necessity but helpful, we will train you. To fill an application, come to our downtown office. No phone calls.

ASPIRIN
WARNING: Children and teenagers should not use this medicine for chicken pox or flu symptoms before a doctor is consulted about Reye Syndrome, a rare but serious illness.

GET 41 M.P.G.**

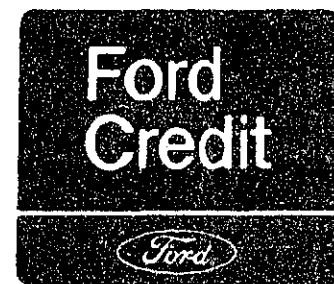


with the

GAS-STINGY 1991 FORD ESCORT PONY!

...and get a **FORD CREDIT Red Carpet Lease**

\$147 A MONTH*
MONTHLY LEASE PAYMENT.
24 MONTH LEASE
INCLUDES USE TAX.



THE ARITHMETIC

Monthly Lease Payment	\$147.00
Number of Months	24
Cash Down Payment	\$1,500.00
Refundable Security Deposit	\$150.00
Total Due at Lease Inception	\$1,797.00
Total Amount of Payments	\$3,528.00
Total Mileage Allowed	30,000
Mileage Charge Over 30,000	11¢ 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 & tear and mileage.
- Refundable security deposit, first months lease payment and cash down payment due at lease signing.
- Lease subject to credit approval and insurability as determined by Ford Credit.

* Lease payment based on Manufacturer's Suggested Retail price of \$8,491 for a 1991 Escort Pony Hatchback including title, use tax, destination charges and license fees. See your Metro Detroit Ford Dealer for his price and terms. Offer ends 12/11/90.

** EPA estimated MPG 41 Hwy; 31 City.

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ALAN FORD, INC.
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543-2030

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26333 Van Dyke
755-2100

Dearborn
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14585 Michigan Avenue
846-5000

VILLAGE FORD, INC.
23535 Michigan Avenue
565-3900

Detroit
JERRY BIELFIELD COMPANY
584-2250

STARK HICKEY WEST, INC.
24760 W. Seven Mile Road
538-5600

RIVERSIDE FORD SALES, INC.
1822 E. Jefferson
567-0250

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39300 W. 10 Mile Road
471-1234

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Flat Rock
DICK McQUISTON FORD, INC.
22675 Gibraltar Road
789-2400

Livonia
BILL BROWN, INC.
33222 Plymouth Road
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10725 S. Telegraph Road

Troy
TROY MOTORS, INC.
777 John R.
585-4000

DEAN SELLERS FORD, INC.
2600 W. Maple Road
643-7500

Warren
AL LONG FORD, INC.
13711 E. Eight Mile Road
777-2700

Wayne
JACK DEMMER FORD, INC.
37300 Michigan Avenue
721-2600

Westland
NORTH BROTHERS FORD, INC.
33300 Ford Road

Woodhaven
GORMO FORD, INC.
22025 Allen Road
676-2200

