

MONDAY

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50 CENTS



Photo by BRYAN MITCHELL

Sally Chandler and her fourth grade Novi Woods class show off their letters and photos from Air Force Capt. Steven Phillis

Letters to the homefront

Air Force Capt. writes to Novi Woods elementary students

By SUZANNE HOLLYER
Staff Writer

His Air Force buddies call him "Warhog," but to 24 students at Novi Woods Elementary School Capt. Steven Phillis is not as belligerent as the name implies.

Phillis, endeared to Sally Chandler's fourth-grade class for his love of the Teenage Mutant Ninja Turtles, has a dad who used to work on the railroad, has a fiancée he plans to marry on his return from Saudi Arabia (also a Mutant Turtle fan), and has a lot of time on his hands.

The class has written to Phillis at least five times, sending candy, pictures and a holiday tape. Their first letter was mailed the first week of the school year.

Phillis recently responded with a personal, hand-written letter to each student. He did not send 24 identical letters. Phillis wrote 24 different letters, one for each student in Chandler's class.

"I thought (the students) would find a lot of the same, but they didn't," Chandler said. "He must have a lot of time on his hands."

The fourth graders are anxious to share what they learned about Phillis and Saudi Arabia from

their letters.

When he's not writing letters to Novi students, Phillis plays basketball and volleyball to fill his time in Saudi Arabia. Kristyn Hoag said.

Phillis wrote that he loves the "Simpsons" television show, after recently seeing the program for the first time. Marcus Hesano said.

Charley Dean knows that Phillis likes the comic strip "Calvin and Hobbes."

Phillis has never listened to the musical group "The New Kids on the Block," Nicole Angelecci said.

Each student has individual bits of information given only to them by Phillis, but the class has some knowledge about the eight-year Air Force veteran that has become common knowledge.

For example, they all know Phillis has been in the Air Force for eight years, that he used to fight with his sister, and that when not in Saudi Arabia, he's based in Myrtle Beach, S.C.

What does a fighting man have to do to get the attention of an entire fourth-grade class?

It was his connections with a teacher that helped Phillis, who arrived in the Saudi Arabia in August.

Phillis is the future brother-in-law of Chand-

ler's friend. The connections were somewhat indirect, but it did the trick.

Chandler wanted to have her class write to a soldier in Saudi Arabia, but she did not want just any soldier. Chandler wanted to know who her class would be writing to, so she would be certain he or she would write back.

Phillis did answer the class, but to have him answer every student individually was an unexpected bonus.

When the conflict in the Middle East is over, or when Phillis is permitted to leave Saudi Arabia, he will come to visit the class, Chandler said.

"He was one of the first troops over there so he's been there for quite some time," Chandler said.

Chandler's class was the first class at Novi Woods to write to Saudi Arabia, she said, and that's why they are the only class to have received a response.

"I was trying to explain to them why they were so lucky to get something back," Chandler said. Although Phillis has received at least 24 letters, some service people have not been as lucky.

Phillis told Chandler's class that he knows of

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City prepares to fix tornado damaged roofs

By SCOTT DANIEL
Staff Writer

Repairs to the roof of the Novi Civic Center, which was damaged in a Sept. 14 tornado, should begin by the end of the week.

Assistant City Manager Craig Klaver said construction of a temporary roof, which will cover the glass atrium of the center, should begin by the end of the week. He added that the temporary roof will be made of plywood and will take about a month to construct.

The tornado caused extensive damage to the center as well as the roofs of the library and police department. Klaver said the civic center and library roofs have to be replaced and the police roof will require patching.

The repair bill for the three buildings will be between \$1.1 million and \$1.3 million, Klaver said. The city's insurer, Michigan Municipal Risk Management, will cover the cost of the repairs, he said.

The Novi Civic Center's roof is constructed in two sections: a glass portion which covers the center's lobby, and a covered portion, which is steel framed and covered by a rubber layer.

A 60-foot section of the glass portion of the roof was torn off and blown across the roof by the tornado causing tears in the rubber layer. Another section of the glass was sent crashing into the lobby.

Klaver said the rubber layer of

The tornado caused extensive damage to the civic center as well as to the roofs of the library and police department. Assistant City Manager Craig Klaver said the civic center and library roofs have to be replaced and the police roof will require patching. The repair bill for the three buildings will be between \$1.1 million and \$1.3 million.

the roof was replaced about three weeks ago. He said workers began clearing the lobby of the center last week so that aluminum columns can be placed to support the temporary roof.

The center will remain open during construction of both the temporary and new roofs. Klaver said that work on the new roof will begin in January and be completed by next spring.

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CSC case heads to Oakland court

By SCOTT DANIEL
Staff Writer

A 46-year-old Kentucky man will face arraignment at Oakland County Circuit Court on Dec. 17 on a charge of criminal sexual conduct in connection with a Novi minor.

Donald Beller, of Sandy Hook, Ky., will be arraigned before Oakland County Circuit Court Judge Barry Howard on a charge of third degree criminal sexual conduct (CSC) on a minor. The court will set a trial date for Beller after the arraignment.

The felony charge carries a 15-year maximum penalty.

According to officials of the 52nd District Court, Division 1, Beller

waived his preliminary exam, which had been scheduled for Nov. 28 at the court. Beller had the right to waive the exam that was to be held to determine if enough evidence existed to warrant a trial, the official said.

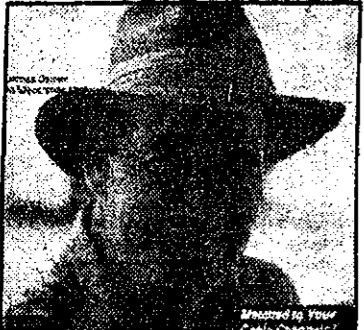
Assistant Oakland County Prosecutor Jean Gibson said Beller allegedly had "digital" intercourse with the minor on Dec. 22, 1989. She added that Beller was staying with the family at the time of the incident and was a friend of the family.

"We have nothing to suggest it was more than a one-time incident," Gibson said.

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Inside

Feature stories, columns, and complete program listings — all that inside today's paper 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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For results on your want ads call The Green Sheet at 348-3022

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Novi Briefs

Free picture with Santa: Anyone aged 12 or under, whether or not they've been bad or good this year, may have a free photo taken with Santa Claus on Dec. 15.

Santa will be at Real Estate One, 1045 Novi Road (near Brookside Hardware), from 1-4 p.m. Refreshments will be available.

Build your own home: The Michigan Builders Institute, in cooperation with the Novi School District's Department of Adult and Community Education, will offer a 24-hour, eight session seminar on how to build your own home beginning Monday, Jan. 14 at Novi High School.

The course is designed for people who want to build their own homes or who want to work more effectively with a contractor. Classes cover the home building process from start to finish. Subjects include buying property, site planning, financing, building codes and permits and the basics of concrete, masonry, wood frame construction, roofing, plumbing, electrical, insulation and ventilation, dealing with subcontractors and more. The cost of the seminar is \$150 and includes all materials. Pre-registration is required no later than Friday, Jan. 11 to the Novi School District's Department of Adult and Community Education. Those interested may call 348-2100 to register during school office hours. The course instructor is a licensed builder with extensive experience teaching builders' classes. With personal experience as a co-owner of a residential building company, the instructor will be able to answer questions related to all facets of home building.

Senior identification cards: A Oakland Livingston Human Service Agency photographer will be at the Novi Senior Center, in the Civic Center, Thursday, Dec. 6, from 10 a.m. to 1 p.m. to provide identification cards through the OLHSA Senior Discount Program. Older adults, who have reached the age of 60 and live in Oakland County, may apply for an identification card showing their photograph, name, address, birthdate, social security number and signature. These cards display the Oakland County seal and are laminated. Discounts offered by local merchants and others throughout the U.S. include prescription drugs, eye glasses, auto parts, rustproofing, cleaners, hair care, clothing, restaurants and more. For further information, call the OLHSA toll free Human Service Network at 1-800-858-5180.

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

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

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.



Photo by BRYAN MITCHELL

In Santa's lap

Amy King, 4, of Novi gives Santa Claus her list of Christmas wishes during the recent Novi tree lighting ceremony at the city Civic Center.

Sports Briefs

McGrew update: Mark McGrew is one of the top dozen 14-year-old indoor tennis players in the nation. The Novi resident earned that distinction by finishing 12th overall in the Boys' 14 National Indoor Championships in late November.

McGrew reached the semifinals of the consolation round in the 128-player tournament and had a 5-2 record overall. His previous two national tournament finishes were in the top two dozen, but his top-12 effort was his best of the year. His strong showing all season should move McGrew near a top 20 ranking in the nation.

McGrew won his first two matches of the main draw with a 6-4, 6-2 win over Jeffrey Smith of North Carolina and 6-4, 6-0 triumph against Matt Halfpenny of Pennsylvania. He then dropped into the consolation bracket of the double-elimination event with a hard-fought 3-6, 4-6 defeat to No. 8 seed Marcus Fluitt of Florida.

In the consolation draw, McGrew outlasted Steve Arfal of Texas (3-6, 6-4, 6-3) and then cruised to a 6-0, 6-0 shutout victory over Eric Enloe of Missouri — his best match of the tourney. After an injury default win over Glen Wefner of California, McGrew fell to Chris Santoso of Canada (1-6, 2-6) in the consolation semis, giving him the No. 12 finish.

MONDAY EDUCATION



Photo by BRYAN MITCHELL

Little shoppers

Kids at the Novi Woods Elementary School got to do some holiday shopping for their families thanks to a special in-house program. Here, Maria Feldman, 5, picks out a gift for her sister (but don't tell her what it is; it's a surprise).

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Novi's science scores debated

By SUZANNE HOLLIER Staff Writer

The test scores are in for Novi students who took the Michigan Educational Assessment Program test earlier this year, and they did about as well as last year in most categories.

The state will release MEAP results comparing scores statewide in January. Until then, local districts are expected to analyze their own scores, and how they could be improved.

"They want you to do your own analysis," Superintendent Robert Pwko said.

The MEAP tests math and reading in the fourth, seventh and tenth grade. Science is tested in the fifth, eighth and eleventh grade.

Novi's analysis looked at scores below 80 percent, specifically the science test scores, which averaged below 80 percent at every grade.

Novi teachers will take the analysis one step further in comparing the areas of strengths and weaknesses of students in science.

"It is going to the staff and the staff will take much, much more time analyzing it," Pwko said.

Novi students answered 74.5 percent of the questions correctly in the fifth grade, down 5.7 percent from last year.

In the eighth grade, Novi students answered correctly on 67.6 percent of the questions, down 5.8 percent from last year.

In the tenth grade, answering 61 percent of the questions correctly, was the only grade whose science test scores improved over last year on average. The tenth grade scored 56.1 percent last year.

The test scores were broken down by grade and topic to find areas that were particular problems to Novi students.

"We tried to analyze if this is something our students should know and if they didn't, why," Pwko said.

What the analysis called "relevant distractors," or trick questions in the test were included in the analysis.

"On a multiple choice test there are perhaps an-

swers that could draw students to an incorrect conclusion," Pwko said. "You look at why they are going to that particular breakdown."

The district analysis to this point found that some of the problems with Novi's scores were caused by the test and not the students.

"There are trick questions all through," said board president Robert Schram.

Schram was referring to questions that had two answers which could be considered correct, depending on the test takers' approach.

Pwko said students in the district's Odyssey of the Mind program were taught that being able to justify an answer was as important as simply finding the most correct answer.

"We tell them if you can reason an answer that's sometimes just as good," Pwko said.

Another problem in analyzing the test results occurred after the district somewhat rearranged the order in which students are presented science information to accommodate the MEAP.

The state changed the grade level at which students are tested from fourth, seventh and tenth to fifth, eighth and eleventh beginning with the 1989-90 school year.

Science scores can only be compared to last year's, making trends difficult to establish.

New district officials need to decide if the courses should again be resequenced to put the school in sync with the test, which might not be the best option.

"We might decide the sequence that's best for teaching isn't the sequence that's best for testing," vice president Stephen Hitchcock said.

Now may not be the best time for changing Novi's science program just for the MEAP because the test is being revamped by the state.

"It's going to be a very different test," said assistant superintendent of instruction Rita Traylor.

The test, although useful, could somewhat distort the true skill of students, Pwko said.

"It has not been my intention to discredit the MEAP," Pwko said.

"What I was trying to do was point out that there

are a few things that could distort," Schram expects Novi to do well in comparison to the state average.

"Our results have always looked bad until we get the comparison to the rest of the state, and then we look fantastic," Schram said.

Math scores, above 80 percent in every grade tested, were cause for less discussion than the science scores.

"The fourth-grade test takers answered 96.8 percent of the questions correctly, down .8 percent from last year.

The seventh-grade answered 90.1 percent correctly, up 2.0 percent from last year.

The tenth-grade dropped 4.4 percent from last year to 84.9 percent.

Reading scores could not be extensively analyzed because the state does not break down the scores as it does in science.

The state... is saying we don't want you to look at the parts that's the problem in language arts right now," Pwko said.

Fourth-grade reading skills scores increased on average this year by 1 percent, scoring 98.9 percent. The essential skills scores decreased by 3.1 percent, and the story information skills decreased by 3.4 percent.

Seventh graders scored .9 percent lower this year than last answering 95.9 percent correct on the reading skills portion of the test. The essential skills scores increased by 8.7 percent, and the story information skills decreased by 3.1 percent.

Tenth-grade reading skills scores remained the same at 96.4 percent. The essential skills scores increased by 5.1 percent, and the story information skills increased by 15 percent.

The significance of the test scores, however useful, should not be over-emphasized, or used to compare districts, board member Raymond Byers said.

"We have to be careful of not over-emphasizing the MEAP because we would be guilty of over-emphasizing something that shouldn't be over-emphasized," Byers said.



Doc Doyle Advanced courses offer challenge

We have been very fortunate in having a son with a 4.0 average. He is especially good in math having taken high school algebra in the eighth grade. He is now a junior taking calculus which I understand is the strongest math class offered in high schools. Why don't schools have extra challenges for talented students who finished all the high level math before their senior year?

They do. I checked with your school system. Your son, a junior, is not taking calculus this year. He is taking trigonometry/pre-calculus. After pre-calculus he is eligible to take analytical geometry/calculus in his senior year, a real challenge.

In addition, your district offers a high-powered (math based) advanced placement computer class for the more talented upper class math students.

Also available is probability statistics for those really into math. And the district can make arrangements with a local university for the very ta-

lented math students to take a college math courses which grant dual credit.

Dual credit means a student can receive high school credit toward graduation and also university credit providing the parents pay the university tuition.

Congratulations on having a talented math student. Any congratulations to your school district for offering a very rigorous math experience for its gifted math student.

Back when you were in high school calculus was probably the only senior math offering. Algebra, the freshman offering.

Today, the brighter math kids often take algebra in the eighth grade and geometry in the ninth grade. Indeed, pre-geometry experiences can now be found at the upper elementary level in quality programs.

Your son tells you he is taking calculus. You assume, based on your past school experiences, calculus is the final math opportunity.

With a son as bright as you have,

you need to investigate advanced placement tests, scholarship funds and the like no in his junior year. I suggest you make an appointment with your son's high school counselor to familiarize yourself more with what's going on.

Dr. James Doyle is a Northville resident and former Troy Schools administrator. His column on educational issues appears regularly.

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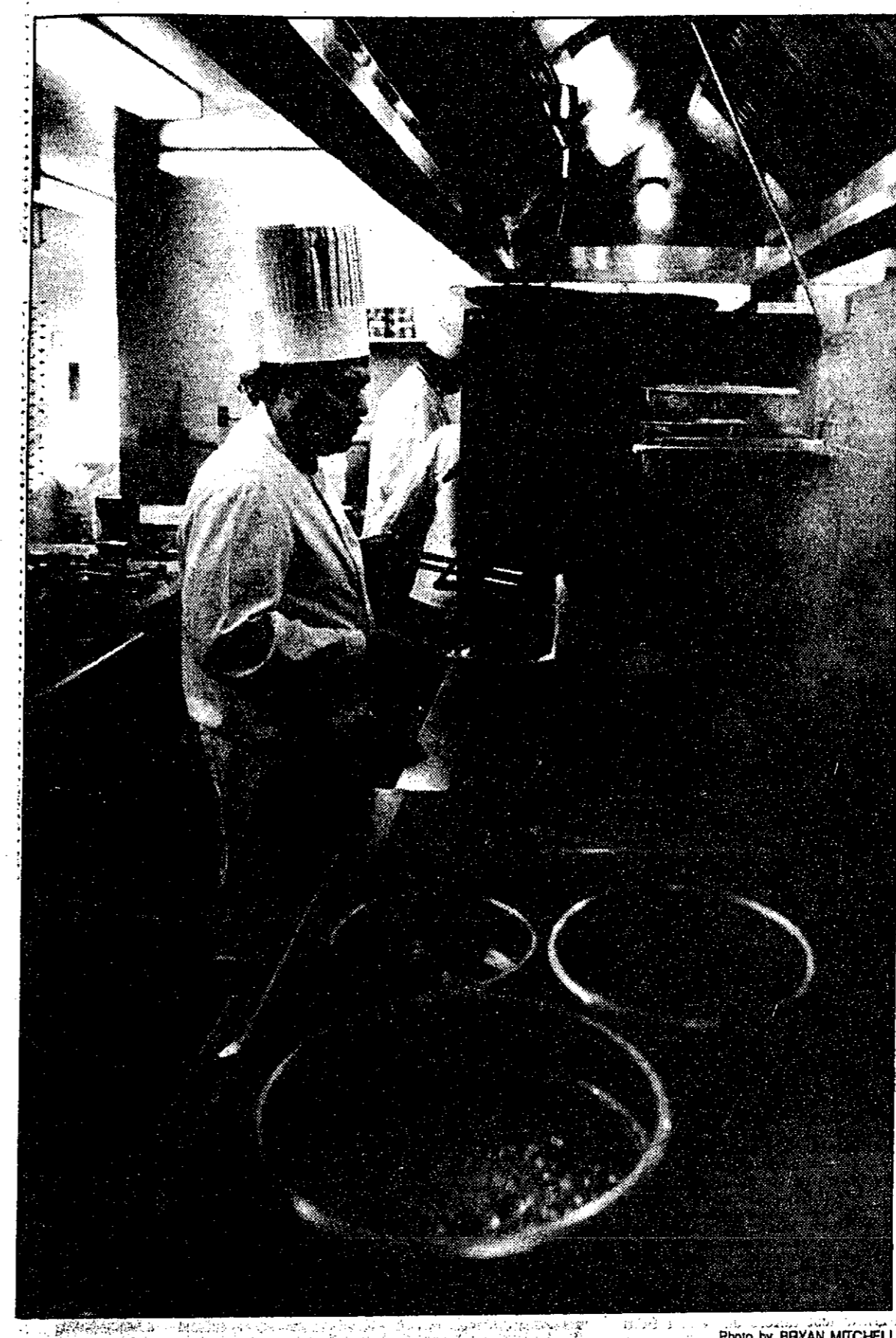
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MONDAY BUSINESS

Hey, Students

Check out hot careers for the '90s



Training to be a chef, Adam Tsakos flips eggs in a cooking class at Schoolcraft College

Nothing is recession proof, but there are jobs — well-paying jobs — even in a slow economy for those with the right skills and background.

The trick is getting the correct training and education to prepare yourself, local job professionals say.

"With more people eating out all the time, it's little wonder that being a chef is an occupation with great potential — especially in southeast Michigan where hungry consumers are catching up with the cuisine scene in other metropolitan areas."

Fernon Feenstra, assistant dean of culinary arts at Schoolcraft College, said there will be positions for those who have the knowledge and skills to be an outstanding chef.

"But top-notch chefs are a minute and a half," he said. "Those chefs who pass muster can make between \$60,000 to \$80,000 annually."

"Like every job, there are less pleasant aspects. If you go into this occupation, expect to work a lot of hours, between 50 to 70 hours a week. Those hours include many weekends and holidays, as well as odd evening hours, he added.

But being a chef is more than being a good cook — it's creating menus, buying supplies and managing kitchen staff. "Probably only 10 to 20 percent of people who pursue a career as a chef will have the necessary requirements to move up the ladder."

Most successful chefs will go through at least a two-year culinary training program, before going out and hiring on as an assistant under a chef. "Many will round out that with courses in accounting, business management and quality control."

"But the satisfaction is great," Feenstra said. "Being a chef is part science, part art."

Right along with the chef is the single unit operations or food service general manager, according to John Rooney of Roth Young Personnel Services of Detroit in Southfield.

Because there are more two-income families that don't have time to cook, the restaurant business has gone through 20 solid years of growth, Rooney said.

Despite the constant growth,

college-educated and qualified people have looked down on restaurant management as a poor job.

That should change, Rooney said. In the past, a restaurant — a very good one — pulled in revenues of more than \$1 million a year, but today it is not uncommon to find a restaurant pulling in \$3 million per year.

Restaurant are a huge investment for owners, and they are seeking qualified, often degreed, people to run them, Rooney said. Emphasizing the need for quality managers, most food service employees are either young and inexperienced, or older and retired. "You have to have a real good person at the helm to make sure all goes well."

Restaurant managers — even fast food managers — can expect salaries ranging from \$30,000 to \$60,000, but hours can be long, arduous and people in this occupation will often work evening hours.

Environmental whatever — engineers, geologists, managers — are increasingly important in a society that is putting a premium on waste management and environmental cleanup, according to Ruth Grass, an academic and career counselor at Oakland Community College.

"The 1990s is seeing a big push to save the environment," she said. The environmental engineers — those who will design safer landfills and incinerators and figure out ways to clean up the mess of the past — will be in great demand.

Job hours will be irregular, and travel may also be required for people in this field, she said, but the potential for good pay will be high. Environmental engineering is so diverse that it is difficult to give average salaries.

The schooling necessary for becoming an environmental engineer requires at least a bachelor's degree and probably a master's degree. "So you're looking at four to eight years of schooling."

There is also a great need for qualified executive secretaries, according to Lori Widman, president of Farmington Hills.

Business has grown so much in southeast Michigan that the market has increased, but fewer people are going into the secretarial field, she said.

Part of the problem, she said, is the stigma attached to the word "secretarial." Secretary carries a connotation of a low-paying, low-prestige, subservient job.

That's not the case today, Widman said. "Today, the executive secretary has positioned herself as a professional — her job is an extension of the executive."

Beyond typing and grammar skills, the executive secretary must pick up the slack for an executive, screen the executive from unnecessary announcements and must value confidentiality. "She (or he) must like a challenge and thrive on stress — you have to be career-oriented rather than job-oriented."

Quite often the executive secretary will have a two- to four-year degree in business or education.

Widman said the salary range for the position is enormous, but on average they can expect between \$25,000 and \$30,000 a year. "Some will make in excess of \$40,000."

Workdays, while typically 9 to 5, require frequent overtime in an active, growing company. "The executive secretary has to be far more worldly — you fly to Europe like you used to fly to Chicago," she said.

Food processing plant management and quality control, according to Samuel Skeejan president of Roth Young Personnel Services of Detroit in Southfield, is another occupation that has great possibilities in the 1990s.

Skeejan said plant managers and quality control people are essential because efficiency and quality are just as important — if not more important — in a shrinking economy.

Exact government regulations mean that people in these positions must be better educated which usually means a four-year degree in chemistry, microbiology or natural science as well as training in the specific job.

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163 Nursing Homes

MATURE woman for infant care in Northville home. Non-smoker, full time, own transportation. (313)544-9703.

164 Restaurant

RESOLUT molar wanted, up to \$600 per hour depending on experience. Flexible hours and benefits. Apply in person at Northville Henry's, 401 N. Center, Northville, MI. (313)987-9136.

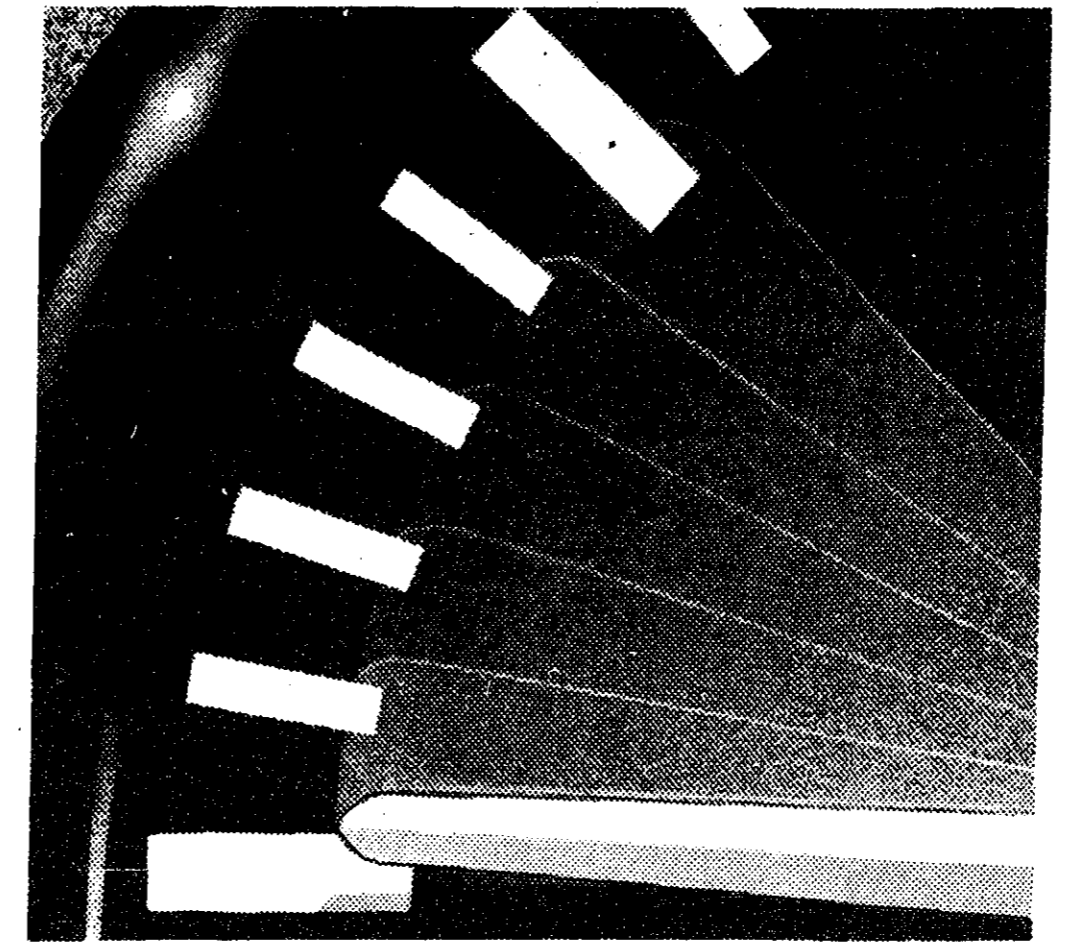
HOW MUCH WE DEPEND ON UNRELIABLE SOURCES OF OIL DEPENDS ON YOU.



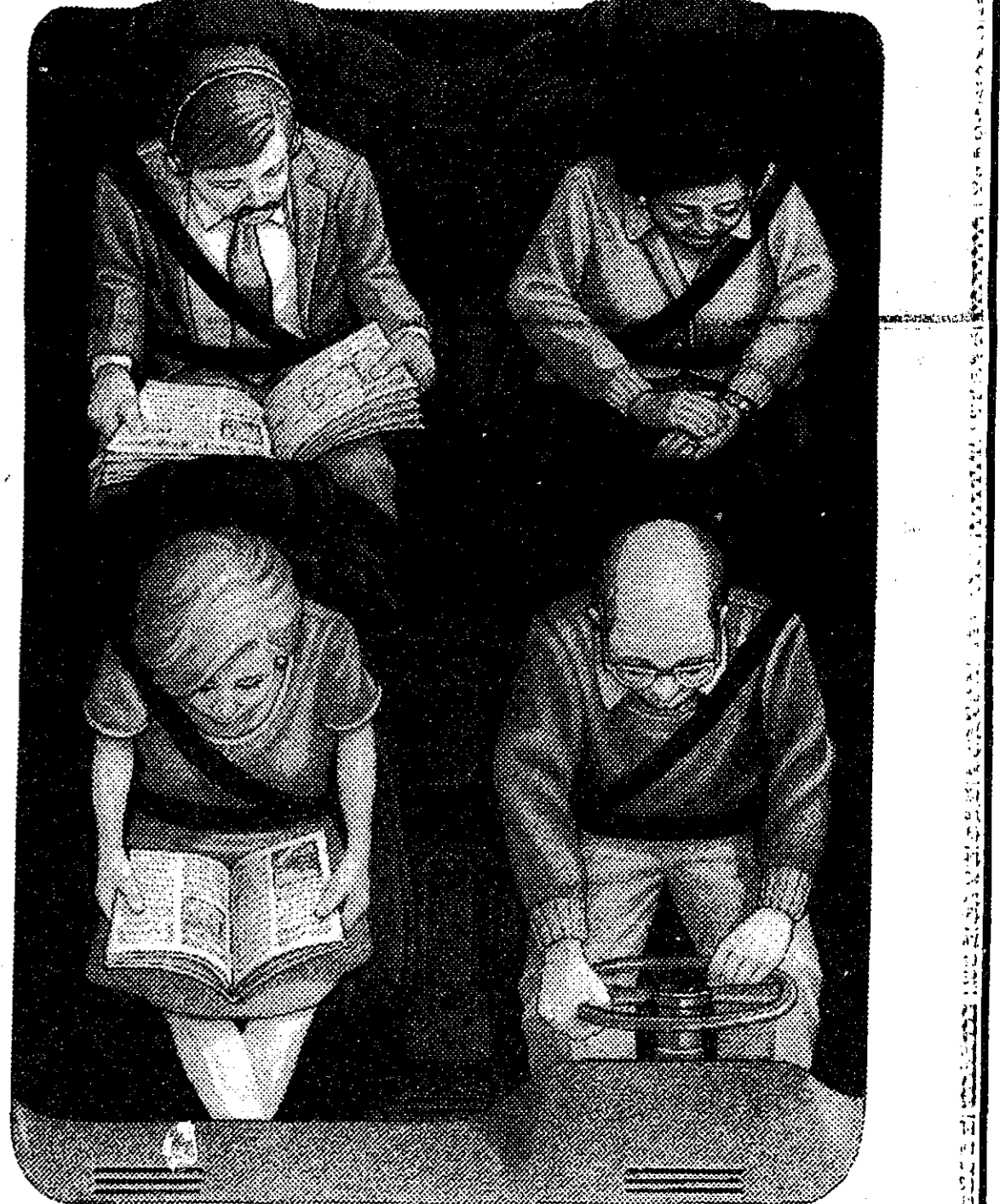
93 OCTANE 87 OCTANE

Using lower octane fuels will help save America two-and-a-half-million gallons of gas a day.

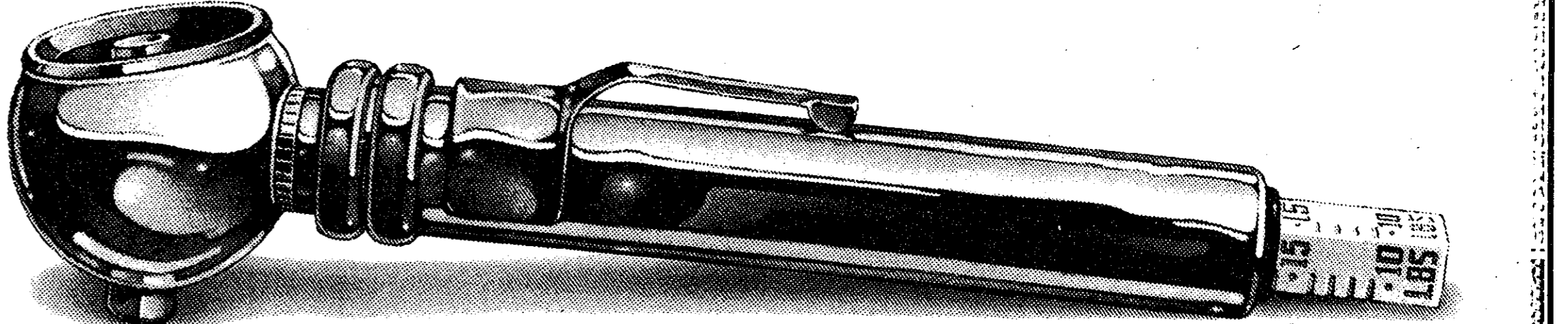
If you have two cars, using the more efficient one will help save us two million gallons of gas a day.



Driving just five miles per hour slower will help us save over two million gallons of gas a day.

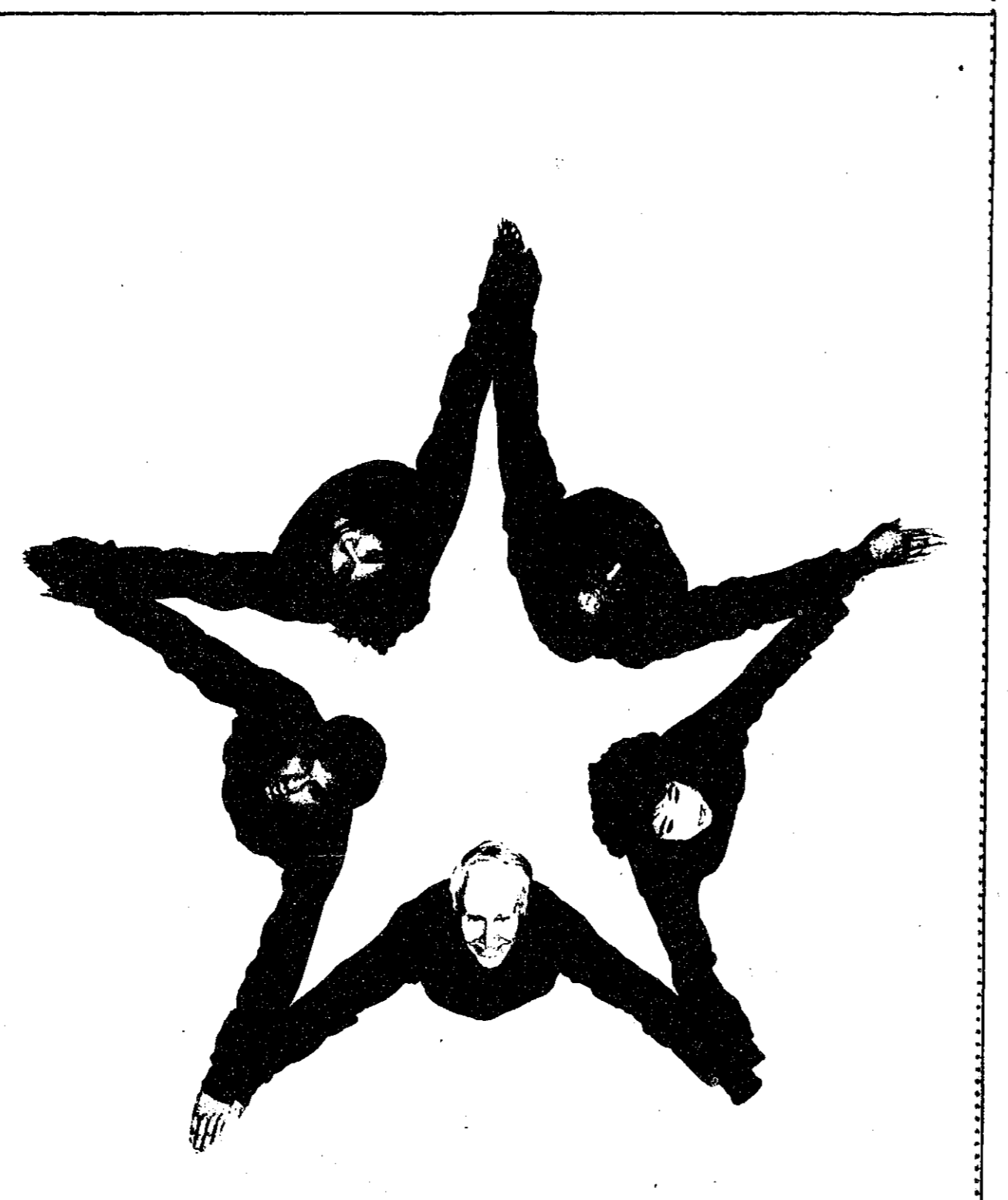


Carpooling and using mass transportation will help save almost four million gallons of gas a day.



Maintaining the correct tire pressure will help save over two million gallons of gas a day.

It really is this easy. That's why President Bush hopes that, together, we can make America more fuel independent. DO YOUR PART. DRIVE SMART. The United States Department of Energy.



SHARE IN THE SPIRIT OF CHRISTMAS.

THE SALVATION ARMY. Sharing Is Caring.

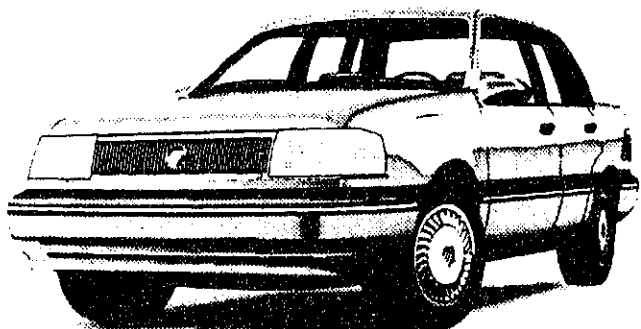
NOW'S THE TIME TO GET GREAT VALUES AT YOUR METRO DETROIT LINCOLN-MERCURY DEALER

\$199 A MONTH FOR 24 MONTHS

PLUS

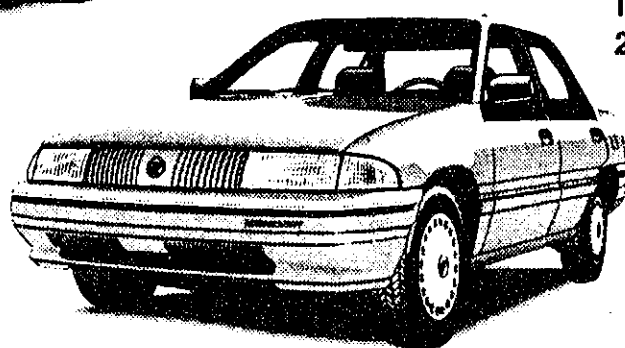
\$600 CASH BACK

Cash Down Payment	\$2,192.00
Refundable Security Deposit	\$200.00
Option Package 363A Savings	\$1,000.00
Total Cash Due at Lease Inception Includes First Month's Lease Payment ¹	\$2,591.00
Total Amount of Payments	\$4,776.00
24 Monthly Lease Payments at ²	\$199.00



1991 MERCURY TOPAZ

Cash Down Payment	\$1,209.36
Refundable Security Deposit	\$200.00
Option Package 573B Savings	\$650.00
Total Cash Due at Lease Inception Includes First Month's Lease Payment ¹	\$1,608.36
Total Amount of Payments	\$4,776.00
24 Monthly Lease Payments at ²	\$199.00



1991 MERCURY TRACER

YOUR CHOICE FOR

24 MONTHS FOR \$299 A MONTH

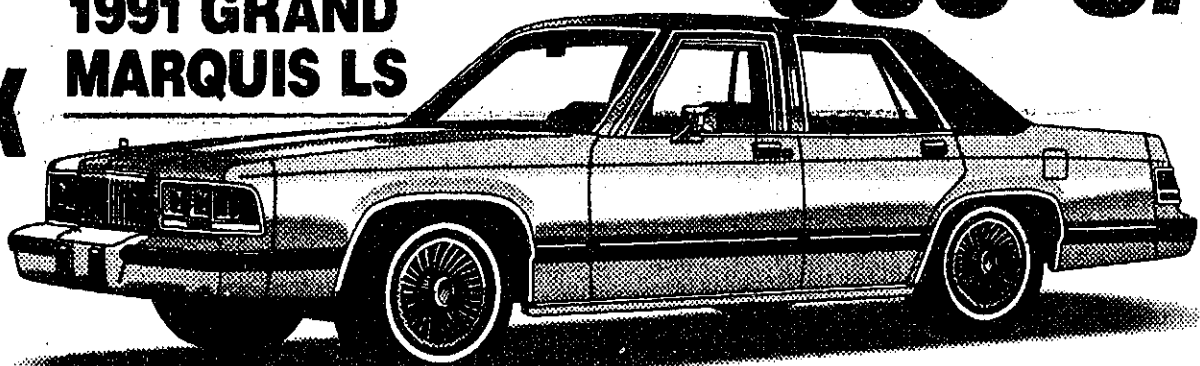
ALL WITH AUTOMATIC TRANSMISSION AND AIR CONDITIONING

OR GET

\$1,000 CASH BACK WHEN YOU BUY*

PLUS \$500 CASH BACK

1991 GRAND MARQUIS LS



Cash Down Payment	\$5,005.70
Refundable Security Deposit	\$300.00
Option Package 172A Savings	\$650.00
Total Cash Due at Lease Inception Includes First Month's Lease Payment ¹	\$5,604.70
Total Amount of Payments	\$7,176.00
24 Monthly Lease Payments at ²	\$299.00

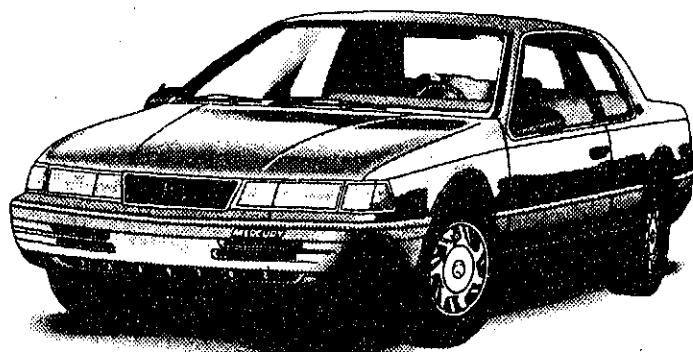
PLUS \$750 CASH BACK

Cash Down Payment	\$3,039.26
Refundable Security Deposit	\$300.00
Option Package 451A Savings	\$700.00
Total Cash Due at Lease Inception Includes First Month's Lease Payment ¹	\$3,638.26
Total Amount of Payments	\$7,176.00
24 Monthly Lease Payments at ²	\$299.00



1991 SABLE GS

1991 COUGAR LS



Cash Down Payment	\$3,163.26
Refundable Security Deposit	\$300.00
Option Package 262A Savings	\$850.00
Total Cash Due at Lease Inception Includes First Month's Lease Payment ¹	\$3,762.26
Total Amount of Payments	\$7,176.00
24 Monthly Lease Payments at ²	\$299.00

1991 LINCOLN TOWN CAR PLUS \$1,300 CASH BACK

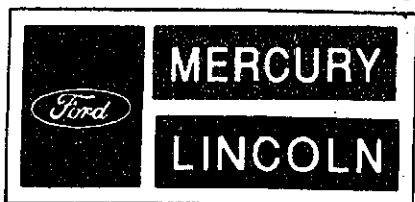
24 MONTHS JUST \$399 A MONTH



Cash Down Payment	\$5,984.21
Refundable Security Deposit	\$400.00
Total Cash Due at Lease Inception Includes First Month's Lease Payment ¹	\$6,783.21
Total Amount of Payments	\$9,576.00
24 Monthly Lease Payments at ²	\$399.00

MERCURY

ADDITIONAL PROGRAM INFORMATION: Customer Cash Back directly from Lincoln-Mercury on 1991 models with a 24-month Ford Credit Red Carpet Lease: \$600 on Topaz GS, \$750 on Sable GS, \$500 on Grand Marquis LS, \$1300 on Town Car. Customer Cash Back can be applied toward payment, refundable security deposit and first month's payment or you may keep the cash. For cash back and special lease terms you must take new vehicle delivery from dealer stock by 12/31/91. *For Customer Cash Back from Lincoln-Mercury make a retail purchase of a new '91 Grand Marquis from dealer stock by 1/31/91. ¹Total cash due at lease inception includes a refundable security deposit, cash down payment and first month's lease payment. ²Lease payment is based on Manufacturer's Suggested Retail Price, \$12,525 on Topaz GS, \$11,537 on Tracer, \$17,629 on Sable GS, \$18,637 on Cougar LS, \$21,825 on Grand Marquis LS, and \$30,038 on Town Car, including option package savings per model as shown above. Lease payment includes destination charges but excludes title, taxes and license fee and is based on a 24-month closed-end Red Carpet Lease from Ford Credit. 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, 30,000 miles is the total mileage allowed with an \$11 per mile charge over 30,000. Lease subject to credit approval and insurability as determined by Ford Credit. See your Lincoln-Mercury dealer for his price and terms. See your dealer for details.



SEE YOUR METRO DETROIT LINCOLN-MERCURY DEALER WHERE GREAT DEALS ARE JUST AROUND THE CORNER.

ANN ARBOR
Apollo
2100 W. Stadium Blvd.
668-6100

DEARBORN
Krug
21531 Michigan Ave.
274-8800

DETROIT
Bob Maxey
16901 Mack Avenue at Cadieux
885-4000

DETROIT
Park Motor
18100 Woodward Ave.
Opposite Palmer Park
869-5000

FARMINGTON
Bob Dusseau
31625 Grand River Ave.
474-3170

GARDEN CITY
Stu Evans
32000 Ford Rd.
425-4300

PLYMOUTH
Hines Park
40601 Ann Arbor Rd. (at I-275)
425-2444

WATERFORD
Mel Farr
4178 Highland Road
683-9500

ROCHESTER
Crissman
1185 South Rochester Rd.
652-4200

ROSEVILLE
Arnold
29000 Gratiot at 12 Mile Rd.
445-6000

ROYAL OAK
Diamond
221 N. Main St. at 11 Mile
541-8830

SOUTHFIELD
Star
24350 W. 12 Mile Rd.
354-4900

SOUTHGATE
Stu Evans
16800 Fort St. at Pennsylvania
285-8800

STERLING HEIGHTS
Crest
36200 Van Dyke at 15 1/2 Mile
939-6000

TROY
Bob Borst
1950 West Maple
643-6600

YPSILANTI
Sesi
950 East Michigan
565-0112