

**THURS**  
September 26, 1991

Volume 36  
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Four Sections  
52 Pages plus Supplements

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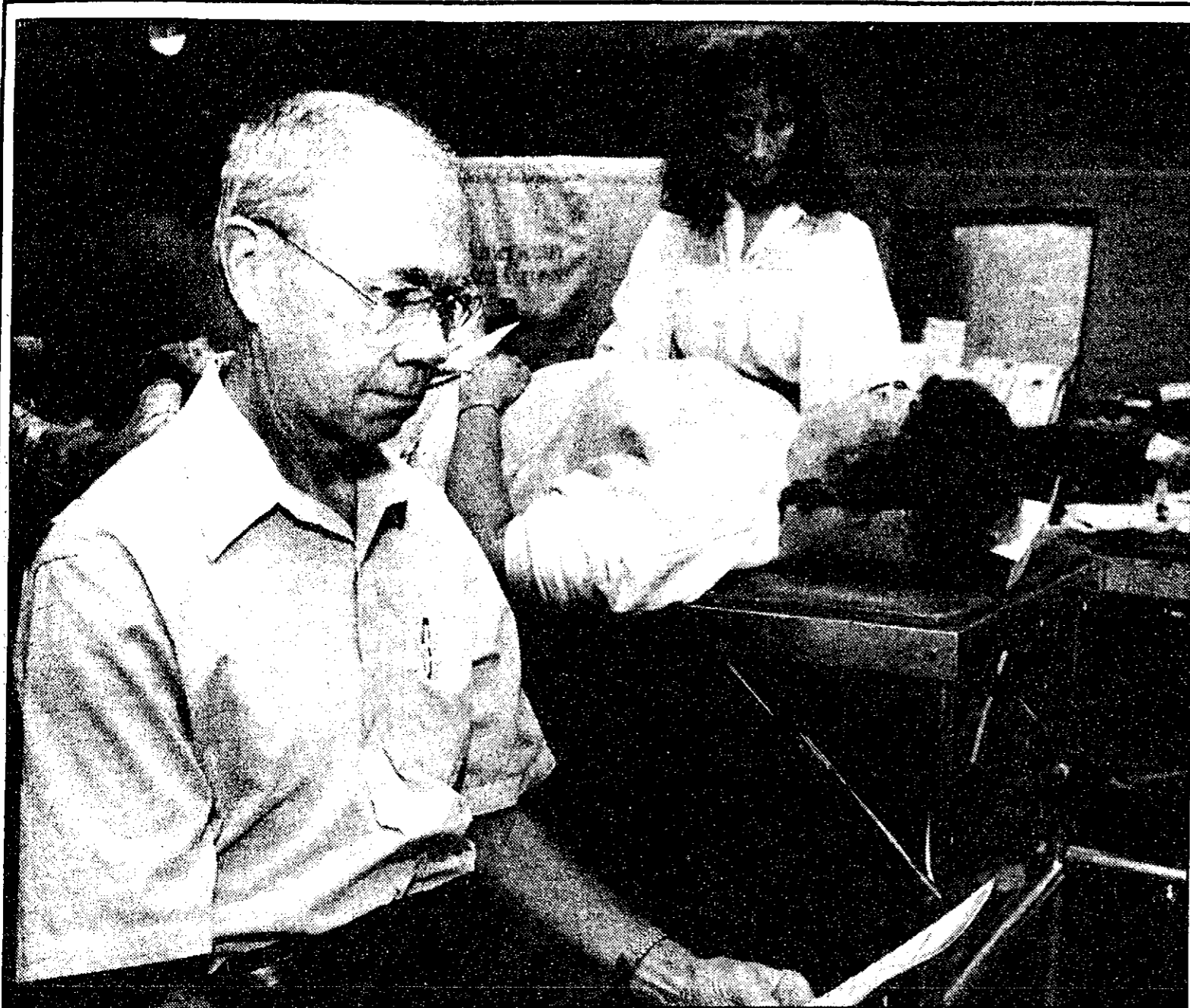


Photo by BRYAN MITCHELL

**Good to the last drop**

Ronald Salow waits his turn to give blood during the annual Community Blood Drive at the Novi Civic Center Tuesday. Salow said he had given blood regular for the past 25 years and off and on since the '50s. As of his last donation, he has given a total of 14 gallons. More information on the blood drive is on page 16.

**Ruby Fuerst, benefactor to schools, dies**

One of Novi's longest lived and most generous residents, Ruby Fuerst, died Friday, Sept. 20 at Pontiac Osteopathic Hospital in Pontiac.

She was 91. The cause of death was not given.

Fuerst was known for her donations to the library and the Novi Historical Society. The Fuerst Auditorium in Novi High School and a meeting room in the library have been named in her family's honor.

Fuerst is listed as having no survivors. Her sister, Iva, died in January of this year at age 93. Ruby never married.

The two sisters held a life estate in their farmhouse at the corner of Taft and Ten Mile roads, which was sold to the Novi school district in 1974.

Fuerst, born in Highland Park in April 1900, moved with her father Jacob Fuerst, mother Rebecca Paupp, and five brothers and sisters to Novi in 1917.

Her death raises the question of the future of the old home and barns.

"The Fuerst sisters' interest in both education and local history is well known. Their legacy to the Novi school district, in particular the



RUBY FUERST

home in which they lived and the barns which housed the animals and equipment where their parents farmed, is a gift which adds to the historic and cultural resources of the community," said Kathy Mutch, president of the Novi Historical Society.

"The historical society wants to work with the school district as it develops its plans for the future of the Fuerst farm."

School officials were not available for comment.

Continued on 5

**Senate approves tax-sharing plan**

It's all over but the budget-cutting.

The state Senate on Tuesday approved a tax-base-sharing plan already okayed by the state House, meaning the measure just needs a signature from the governor before going into effect. The plan will mean a loss of local tax money for Northville and other suburban school districts.

Under the measure, some relatively well-off school districts will share half the growth in their commercial tax base with other districts. At the same time, the controversial state practice of "recapturing" (demanding return of) state aid money will be phased out.

According to a recent House fiscal analysis, the Novi School District will lose even more local property tax money under the sharing plan than it was already losing under the recapture — about \$200,000 more in the bill's first year of effect.

The Senate approved the tax-base-sharing proposal 22-16, with Novi's senator Democrat Jack Faxon voted no. The plan split the parties, with Republicans approving it 11-9 and Democrats also voting in favor, 11-7. Gov. John Engler

has announced he plans to sign the measure into law.

In floor debate Tuesday Faxon spoke out against the plan: "This is legal robbery. Since the founding of the state in 1837, there's never been a time when the state took away local tax base. It dooms the present governor who signs it."

Faxon added that Engler is turning his back on "the people who supported him."

Faxon, who has pushed for the state to consolidate some smaller school districts he considers inefficient, called tax-base sharing "a life-support system for a patient who is already dead."

According to a recent House Fiscal Agency analysis, area school districts will be affected as follows:

Novi — \$1.15 million lost through recapture drops to \$956,000; \$395,000 is lost through sharing. Total loss \$1.35 million.

Northville — \$1.7 million lost through recapture is reduced to \$1.4 million; \$546,000 is lost through sharing. Total loss nearly \$2 million.

Walled Lake Consolidated — \$755,000 lost through recapture drops to \$561,000; \$389,000 is lost through recapture. Total loss \$950,000.

**Candidates vie for commission**

By SCOTT DANIEL  
Staff Writer

A new voice will be heard on the Novi Planning Commission when it next convenes in October. Candidates vying for the commission's open seat interviewed with city council Monday night. The spot was opened last month with the resignation of Tom O'Branovic.

The council interviewed four candidates. A total of eight, including three not selected for an open seat in June, have applied for the post. Mayor Matt Quinn will make a recommendation for the vacancy at the council's next meeting Monday. City council will then vote on the recommendation.

"I think I could benefit the city a lot," said candidate John Goodman. "I know the area inside and out."

A resident of Novi for more than four years, Goodman has worked in construction management and real estate. He told council members that he was anxious to get involved with the city.

"I'm so concerned about the growth and future of Novi," Goodman said. "I just want to get involved with Novi and use my experience to help the city."

Goodman said Novi is quickly developing. He said the city must make sure that it's good growth, however.

"We need the growth, but then again it has to

"The City of Novi is very desirable for residential and commercial (development). Meijer knows it. The dollars are here. If they want to cash in, let's make them pay for it."

Edward Phelps  
Planning Commission candidate

be controlled," Goodman commented.

David Ruyle, currently a member of the Novi Parks and Recreation Commission, also interviewed for the seat. He said he had one reason for applying to the planning commission.

"I feel some new insight to the (commission) would be appropriate," he said.

Ruyle told the council he believes planning should focus on the city's west side in the years to come. Quinn asked Ruyle what he thought was needed in western Novi.

"A grocery store," Ruyle replied. The candidate added that a development such as Meijer would be ideal for that part of the city.

Among his other priorities, Ruyle listed the need for an industrial park, parkland and centr-

alized commercial development. He said he was against any further development of strip malls, apartments or condominiums in the city.

As a planning commissioner, Ruyle said his job would be to hear both sides on development issues.

"My job calls me to be an arbitrator," he said. "I don't think you should ever go into a meeting with a closed mind. But, you have to be the arbitrator."

North Novi resident Edward Phelps was the third candidate to be interviewed by council Monday.

Phelps is a six-year resident of the city. He listed his experience on the environmental ordinance review committee and the Lakes Area Residents Association as part of his qualifications for the post.

"I have the time and desire to serve on the planning commission," Phelps said.

Growth in the city must be controlled, he said. Phelps said the city must use all of its tools, including the recently repealed planned unit development ordinance (PUD), to ensure quality development.

"There are numerous acreages in west Novi for PUDs," he said. "The city must take a good long hard look (on such developments) and make sure Novi doesn't shortchange itself."

Continued on 7

**Haggerty auto mall wins planners nod**

By SCOTT DANIEL  
Staff Writer

A proposed auto mall on Haggerty Road received preliminary approval from the planning commission Sept. 18.

Commissioners voted 5-2 to grant revised preliminary site plan approval for the Bill Cook Novi Auto Mall between Grand River and Ten Mile roads. Plans for the project, which would house four dealerships, first came to the commission last month, but were tabled because of potential traffic problems.

"We've had an opportunity to meet with (the city) and discuss concerns," said Cook, a longtime Buick dealer in Farmington Hills. "I believe we've addressed most of the concerns that came up before."

Novi traffic consultant Rod Arroyo told commissioners last

month that problems could arise because of the mall's driveway location. He said the driveway, which would have been located only 60 feet away from the Pepper Square Center driveway, could cause left-turn conflicts.

Revised plans now call for the auto mall drive to be placed 95 feet from the shopping center. Arroyo approved of the revised plans.

"This is an improvement over the previous plans," he said in a report to commissioners, "and should enable the two driveways to better function as a independent access points to the arterial system."

Cliff Seiber, project engineer for the mall, said moving the driveway allowed for increased landscaping on the site. He said more green space would be provided.

Continued on 12



Photo by CHRIS FARINA

**Remember the missing**

Members of the Vietnam Veterans of America, Chapter 154, held their annual 24-hour vigil in Oakland Memorial Gardens in Novi over the weekend to memorialize those still listed as missing in action from the Vietnam War. Vets however regarded the low turnout at the ceremonies as disappointing. The story and more photos are on page 8 and 9.

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**HOME IMPROVEMENT**  
A SPECIAL SECTION









The ceremonies came off as planned, but vets were disappointed in the light turnout

Photo by CHRIS FARINA

## Vets disappointed with turnout at vigil

"Maybe nobody cares anymore. Maybe people read about it in the papers and just don't think about it anymore than that," said Patrick Daniels, president of Vietnam Veterans of America, Chapter 154. He was expressing disappointment at the fact that turnout was much lighter than in previous years during the group's Sixth Annual Vigil for prisoners of war (POWs) and those listed as missing in action (MIAs) from the Vietnam War. National POW Recognition Day was Friday, Sept. 20. In conjunction with the Michigan POW/MIA Committee, the Mt. Clemens chapter of the Vietnam Veterans of America held a 24-hour vigil in the Oakland Hills Memorial Gardens in Novi, beginning at 5 p.m. Saturday and ending 5 p.m. Sunday. "I would not say it [the memorial service] was a success, because they are still over there. But all the activities went as planned," Daniels said. Still, he counted the 300 in attendance at both the opening and closing ceremonies as a light turnout. "As I said, we were disappointed. The whole idea behind the memorial was to get publicity and make people aware that there are still prisoners over there, and to keep POWs and MIAs in the hearts and minds of the American people. It would appear people are starting to forget. But we have said we will continue this memorial until the last one is accounted for, and we'll be there until they are all out, even if we are still going out there when we are 65," Daniels said. The ceremonies included flyovers by the Detroit police helicopter, the Yankee Air Force and Huey helicopters, as well as a performance by bagpiper Michael Jacobi, the changing of a color guard, and a 21-gun salute by the Detroit police department. Some 2,273 individuals — men and women, military and civilian — are still unaccounted for from the Vietnam conflict. Seventy-two are still missing from Michigan.



Bagpiper Michael Jacobi plays taps

Photo by CHRIS FARINA



VVA members stand guard during the ceremony

### NOTICE TO TAXPAYERS

Beginning October 1, 1991 an additional penalty of \$10.00 will be added to each 1989 and prior years delinquent tax that appears unpaid on the records of the county treasurer. This amount is added according to the provisions of Section 211.59 and 211.60 compiled laws of Michigan to cover the expense of sale at the next May tax sale.

Immediate payment will save you this additional penalty and keep your property from appearing in the public list of lands to be offered at tax sale.

C. HUGH DOHANY,  
OAKLAND COUNTY TREASURER  
MAIN OFFICE 1200 N. Telegraph  
Pontiac, MI 48341  
(9-26-91 MT, NR, NN)

BRANCH OFFICE 31001 Lahser  
Beverly Hills, MI 48025

### NOTICE CITY OF NOVI REQUEST FOR SPECIAL USE PERMIT

NOTICE IS HEREBY GIVEN that Cohen Associates, Inc. is requesting a Temporary Use Permit to allow a sales trailer to be located at 43313 Ashbury Drive, Lot 41, Riverbidge Subdivision from September through December, 1991. A public hearing can be requested by any property owner of a structure located within 300 feet of the boundary of the property being considered for Temporary Use Permit. This request will be considered at 3:30 p.m., on Thursday, October 3, 1991, at the Novi Civic Center, 45175 Ten Mile Road. All written comments should be directed to the City of Novi Building Official and must be received prior to October 3, 1991. (9-26-91 NR, NN)

### NOTICE CITY OF NOVI REQUEST FOR SPECIAL USE PERMIT

NOTICE IS HEREBY GIVEN that Thomas Krashen, representing the Midwest Helicopter Seminar Michigan Bureau of Aeronautics and Michigan Helicopter Association, is requesting a Temporary Use Permit to allow the Midwest Helicopter Seminar, including helicopter rides, refreshments and closing of Dowdell Road, at the Sheraton Oaks Hotel, for the period October 25-27, 1991. A public hearing can be requested by any property owner of a structure located within 300 feet of the boundary of the property being considered for Temporary Use Permit. This request will be considered at 3:00 p.m., on Thursday, October 3, 1991, at the Novi Civic Center, 45175 Ten Mile Road. All written comments should be directed to the City of Novi Building Official and must be received prior to October 3, 1991. (9-26-91 NR, NN)

### CITY OF NOVI REQUEST FOR BIDS - STREET TREE PLANTING

The City of Novi will receive sealed bids for Street Tree Planting according to the specifications of the City of Novi. Bids will be received until 3:00 p.m. prevailing eastern time, Thursday, October 10, 1991, at which time proposals will be opened and read. Bids shall be addressed as follows:

CITY OF NOVI  
CAROL J. KALINOVIK, PURCHASING DIRECTOR  
45175 W. Ten Mile Rd.,  
Novi, MI 48375-3024

All Bids must be signed by a legally authorized agent of the bidding firm. ENVELOPES MUST BE PLAINLY MARKED, "STREET TREE PLANTING" AND MUST BEAR THE NAME OF THE BIDDER. The City reserves the right to accept any or all alternative proposals and award the contract to other than the lowest bidder; to waive any irregularities or informality; or both; to reject any or all proposals; and in general to make the award of the contract in any manner deemed by the city, in its sole discretion, to be in the best interest of the City of Novi.

CAROL J. KALINOVIK,  
PURCHASING DIRECTOR  
347-0446  
(9-26-91 NR, NN)

### CITY OF NOVI REQUEST FOR BIDS - STREET TREE PLANTING ROYAL CROWN ESTATES

The City of Novi will receive sealed bids for Street Tree Planting, Royal Crown Estates, according to the specifications of the City of Novi. Bids will be received until 3:00 p.m. prevailing eastern time, Thursday, October 10, 1991, at which time proposals will be opened and read. Bids shall be addressed as follows:

CITY OF NOVI  
CAROL J. KALINOVIK, PURCHASING DIRECTOR  
45175 W. Ten Mile Rd.,  
Novi, MI 48375-3024

All Bids must be signed by a legally authorized agent of the bidding firm. ENVELOPES MUST BE PLAINLY MARKED, "STREET TREE PLANTING, ROYAL CROWN ESTATES" AND MUST BEAR THE NAME OF THE BIDDER. The City reserves the right to accept any or all alternative proposals and award the contract to other than the lowest bidder; to waive any irregularities or informality; or both; to reject any or all proposals; and in general to make the award of the contract in any manner deemed by the city, in its sole discretion, to be in the best interest of the City of Novi.

CAROL J. KALINOVIK,  
PURCHASING DIRECTOR  
347-0446  
(9-26-91 NR, NN)

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### NOTICE OF THE LAST DAY FOR RECEIVING REGISTRATIONS FOR THE REGULAR ELECTION TO BE HELD IN THE CITY OF NOVI ON TUESDAY, NOVEMBER 5, 1991

PLEASE TAKE NOTICE that any qualified elector of the City of Novi, Oakland County, Michigan, who is not already registered, may register for the Regular City Election to be held on the 5th day of November, 1991, in said City. The City Clerk will be at the Clerk's Office on each working day during regular working hours until and including Monday, October 7, 1991, for the purpose of receiving registrations of qualified electors of the City of Novi not already registered. On October 7, 1991, which is the last day for accepting registrations for said regular election to be held on Tuesday, November 5, 1991, the Clerk will be at her office between the hours of 8:00 a.m. and 5:00 p.m., Eastern Daylight Time, for the purpose of receiving registrations of qualified electors. In addition to the offices of Mayor and three members of City Council, the following proposition will be submitted to the electors of the City of Novi at such election: VETERANS MEMORIAL FACILITY BONDING PROPOSITION. Shall the City of Novi, County of Oakland, Michigan borrow the principal sum of not to exceed Two Million Nine Hundred Thousand Dollars (\$2,900,000) and issue its general obligation unlimited tax bonds therefor for the purpose of paying the cost of acquiring, constructing, furnishing and equipping a new Veterans Memorial Facility together with the site and site improvements therefor and all appurtenances and attachments thereto for the use of the City? IN ADDITION, an Oakland County Special Election will be held in connection with the Regular City Election on Monday, November 5, 1991. The following Oakland County proposition will be submitted to the electors of the City of Novi at such Election: OAKLAND COUNTY BOND PROPOSITION. Shall the County of Oakland, Michigan, borrow a sum of money not to exceed Five Hundred Million Dollars (\$500,000,000) and issue its full faith and credit general obligation bonds therefor, in one or more series (the principal and interest on such bonds to be paid primarily from the revenues to be derived from the operation of the Oakland County Solid Waste Management System), to defray the cost of acquiring, constructing and equipping solid waste processing and disposal facilities to serve the Oakland County Solid Waste Management System, including, without limitation, a household hazardous waste program, one or more recycling facilities, one or more composting facilities, a waste-to-energy incinerator and a sanitary landfill? GERALDINE SLAPP CITY CLERK (9-26, 9-30 & 10-3-91 NR, NN)

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All entries must be received by Oct. 15, 1991.



# Roadblocks lifted for Haggerty auto mall

Continued from Page 1

"The revised plan doesn't look like the sea of asphalt you saw before," Seiber said. "It's much softer now." Mitsubishi, Infiniti, Lexus and Chrysler would each have a dealership in the proposed mall.

Just more than eight acres would be used for the development on a general business zoned site. Approximately

57,000 square feet would be used for the four dealerships.

Before construction of the mall can begin, final site plan approval from the city will have to be won. In addition, Cook must gain a Zoning Board of Appeals waiver for an overhead bay door on the Infiniti dealership.

According to Novi Planning Consultant Brandon Rogers, city ordinance does not permit such a door to face a

major thoroughfare in a general business district.

"I feel it's a service door or an overhead door," he said. Cook told commissioners the bay doors would be used to let customers into the dealership's service reception area. He said the door would be similar to showroom windows.

Cook said he wanted to avoid going to the ZBA for a waiver on the bay door. He said he would be willing to use

a different type door.

"If there are other doors that will get away from the ordinance," Cook said, "we will certainly look at it." Commissioner John Balagna said he believed Cook would have to get the waiver.

"I don't have any problem with the site plan," he said. "But I think you are going to have to go to the ZBA."

## Toddler drives off with truck

Michael Joseph, of West Bloomfield, was the winner of the Novi Historical Society's raffle, in which names were drawn last week.

Joseph, his wife Suzette and their 2-year-old son will be accepting the prize grand prize Saturday, Oct. 5, which was a child's motorized Power wheels fire truck.

According to society member Kathy Mutch, the raffle was a fund-raising event to be used for the restoration of a 1930s REO Boyer fire truck. That truck served as Novi's first fire engine and is already undergoing restoration.

Mutch said the raffle raised about \$1,000 and should allow the Historical Society to "make considerable progress" on the restoration project. Other winners included Shirley Wilson of Novi, who won the services of the Alpha-Omega Chimney Sweep Services in Novi; Vicki Spisak of Novi, who won a Fisher Price toy fire pump; and Roger Olson, who needed a Fisher Price toy fire hydrant sprinker. Other winners included Ken Loynes of Novi, Kim Mutsch of Milford, Lou James of Walled Lake, Tom Pascoe of Canton, and Rhonda Cushman of Redford.

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<p><b>SEARS BUCKS</b></p> <p><b>\$50 OFF</b></p> <p>Any regular priced merchandise purchase of \$500 or more. Good Sunday, Monday &amp; Tuesday, September 29, 30 &amp; October 1, 1991 only. Sears Associate Honda is code 58 merchandise in accordance with Bulletin M-200 Sec. II Rev.</p>	<p><b>SEARS BUCKS</b></p> <p><b>\$100 OFF</b></p> <p>Any regular priced merchandise purchase of \$1,000 or more. Good Sunday, Monday &amp; Tuesday, September 29, 30 &amp; October 1, 1991 only. Sears Associate Honda is code 58 merchandise in accordance with Bulletin M-200 Sec. II Rev.</p>

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We do our best to have adequate stock of advertised items to meet demand. Due to circumstances beyond our control, on occasion, out of stocks occur. When this happens, Sears will, at its option, substitute an equal or better item at the advertised price or provide a "raincheck." Excludes limited offers. Prices shown do not include delivery charges shown not applicable to Discover card.  
Sears Roebuck and Co. 1991



Roy Woodworth gives a last minute inspection to his carving of a falcon before the display is to be viewed by the public during the North American Wildfowl Carving Championship held in the Novi Hilton Sept. 20-22. Hundreds of hand-carved and hand-painted game birds and duck decoys were on display.

## Mallard swiped from hotel

A Mallard hen carved decoy was stolen from the Novi Hilton last week.

The hen, valued at \$10,000, was taken sometime between Sept. 21-22.

Bids had been placed on the stolen Mallard hen, which was carved by a Springfield, Mich., man.

The 1991 North American Wildfowl Carving Championship was held in the hotel from Sept. 20-22.

Forty tables of carvings were on display during the day. At night, the doors were locked.

The show was sponsored by the Waterfowl Preservation and Decoy Club of Michigan.

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Medical facilities at Botsford General Hospital and Providence Hospital - Providence Medical Center and employment sites such as TRW are served by this route.

See the map provided here to help you find the way. Specific route, schedule and fare information is available by calling 962-5515, weekdays 6:30 a.m. to 5:30 p.m.

Special notes:  
• For travel within Redford Township, call the Redford Community Connector at 537-3110.  
• For subsidized taxi service in Farmington-Farmington Hills, call 421-5600.







# Planners favor off-site signs

By SCOTT DANIEL  
Staff Writer

A minor revision to Novi's sign ordinance was recommended for approval by the planning commission Sept. 18.

The ordinance amendment would permit off-site business signs for subdivision developments. The change would only allow subdivision developments without major or minor arterial road entranceways to place signs off the site.

"This change is proposed because of developments that are broken down into a greater number of plots," said Assistant Novi Attorney Dennis Watson.

Watson explained because of the sluggish economy, developers are breaking projects down into phases. Subdivisions that would normally have all units developed at the same time are delaying because of uncertainty in the market.

Larry Wilkinson, vice president of development for Farmington Hills-

based Beztak Cos., told commissioners his company would welcome the ordinance amendment. He said Beztak is developing the Royal Crown subdivision.

"There is no marketing window," Wilkinson said, for interior phases of the subdivision.

Commissioners voted unanimously to recommend changing the ordinance.

The ordinance amendment would allow placement of business signs where "an access point to the nearest major arterial, or minor arterial (if found), provided permission is obtained from the owner of such property."

A permit for placing the signs off site would have to be issued by the building department. According to the amendment, the permit would be valid for one year or until 75 percent of the subdivision lots are issued certificates of occupancy, whichever occurs first.



Photo by BRYAN MITCHELL

## Autumnal scene

Cumulus clouds hovered over this farmer's field of corn at Eight Mile and Garfield roads on the first — breathtakingly beautiful — day of fall.

# Businesses lauded for making city pretty

Twenty-eight Novi businesses will be honored this year when the city hands out its Third Annual Beautification Awards Monday, Sept. 30, in a ceremony just prior to the regular council meeting.

The results of the Beautification Committee's selection process were announced Tuesday, Sept. 24, after all of the winners had been notified.

For apartments and condos, exceptional honors were granted to River Oaks and Woodland Glens; honorable mentions went to Crosswinds West, Fountain Park, and Tree Top Meadows. Special recognition was handed out to the Twelve Oaks Town Houses.

Among businesses, First Federal of Michigan was named exceptional; honorable mentions went to Guernsey Farms, Diamond Castle Jewelers, Manufacturer's Bank, Mobil Oil and Sonny's Catering

For industrial buildings, the J. Kelly Company was named exceptional; honorable mentions were given to the Frank Kerr Company, the Uniflow Corporation, and Intech of Novi.

Among office buildings, the Novi Professional Village was named exceptional; the Maxim Office Building and the Rossi Office Building were given honorable mentions.

For shopping centers, exceptional went to the Town Center-Trammel Crow; while the Peach Tree Specialty Center was given an honorable mention.

For subdivision entrances, Timber Ridge was named exceptional; honorable mentions went to Briarwood, Jamestowne Green, Maples of Novi, Orchard Ridge, and Turtle Creek.

In the "other" category, the Holy Family Church was named exceptional.

# TIVOLI ARTS & CRAFTS SHOW

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Purchase any in-stock item at regular price, get 2nd item 1/2 OFF! (2nd item must be equal or less in price)

• JERSEYS • SHORTS • TIGHTS • JACKETS • GLOVES

CAR RACKS <b>25% OFF</b>	SHOES <b>50% OFF</b>	EXERCISE EQUIPMENT <b>15% OFF</b>
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Sale Ends Sept. 29, 1991 • Excludes All Previous Sales

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THROUGH SEPTEMBER 28th

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NOVI HIGHLIGHTS:  
Novi Public Library offers  
youth book discussion/2BBARBARA LOUIE:  
Culture had a rough  
beginning in Northville/4B

1B

September 26,  
1991  
THURSDAYMARQUIS:  
Theater offers classic  
murder tale in 'Catskills'/3BDIVERSIONS:  
Historian Michael Farrell  
to address Arts Commission/6B

# Grandparents

## as PARENTS

Raising the children when  
mom and dad can't

By CRISTINA FERRIER  
Staff Writer

Beth Brooks thought she was finished with diapers. At 41, Brooks, of Northville, had already raised five children when her 20-year-old daughter became pregnant.

"It was a one-night stand, and three weeks later she found out she was pregnant," Brooks said. "She didn't even know where the father was."

Her daughter decided to have the baby and put it up for adoption. But partway through the pregnancy, she changed her mind and began wanting to keep the baby.

She gave birth to a little girl — Ashley — and took a six-week maternity leave to care for her. But when the six weeks were over and she returned to work, Brooks said, "Everything fell apart."

The lack of freedom and other problems of a baby were too much for Ashley's mother. Eventually, she asked Brooks to take the baby. Brooks agreed, on the stipulation that Ashley would be permanently in her care.

"I didn't want her coming back in five years, wanting her back," Brooks said. She felt that Ashley needed more stability and continuity in her life.

Her daughter agreed, and Brooks legally adopted Ashley. Ashley's mother became Ashley's sister.

Brooks is one of many grandparents whose roles have become those of parents. Not only have their lives suddenly changed, but they have overwhelming legal battles and red tape in the process.

Brooks is the organizer of a local chapter of GAP — Grandparents As Parents — a national organization that acts as a support group as well as a political force.

In addition to getting together to listen and provide support, GAP members hope to develop the political clout to give grandparents who are in such situations more legal power over the children they are raising.

"There are not a lot of specific laws dealing with grandchildren," Brooks said. "Even things like enrolling a child in school, or taking a child to the emergency room" are things grandparents cannot legally do.

"Even if a child is abandoned by the parent, the parent can show up at any time and claim the child," Brooks explained. "A grandparent has no legal rights."

Kelly Scarcliff of Detroit is organizing the Northville branch along with Brooks. The two met at a GAP meeting in Utica, and they decided they needed a chapter closer to home.

Scarcliff is raising her 6-year-old grandson James because her daughter — James' mother — was murdered in 1987 by James' father, who Scarcliff said was a drug dealer.

Before he was arrested and later convicted of the murder, he also kidnapped James for two weeks.

Scarcliff now lives with not only the loss of her daughter, but also a new role as James' mother.

And she also lives with the possibility that, when James' father gets out of prison in approximately eight years, that he will come back and try to claim James. Right now, it would be his legal right to



Efforts are under way to organize a local chapter of GAP — Grandparents As Parents. Organizers of the local chapter are (left) Beth Brooks with her 18-month-old granddaughter Ashley and (below) Kelly Scarcliff, shown holding a picture of her six-year-old grandson James. The first official meeting of the local GAP group will be held tomorrow, Friday, Sept. 27. For more information call Brooks at 344-9241 or Scarcliff at 531-7782.



do so.

"It worries us what will happen when he does get out," Scarcliff said. "I am sure that we can get full guardianship, but we want to be sure."

She added that she cannot adopt James because, if she did so, he would lose the social security benefits they depend on to raise him.

"If you get a divorce or are separated, you get child support," she said. "But if you are a grandparent, you get no support."

She said James remembers his mother's death, which he witnessed when he was only 18 months old. He now sees a psychologist to help deal with the pain and fears he lives with.

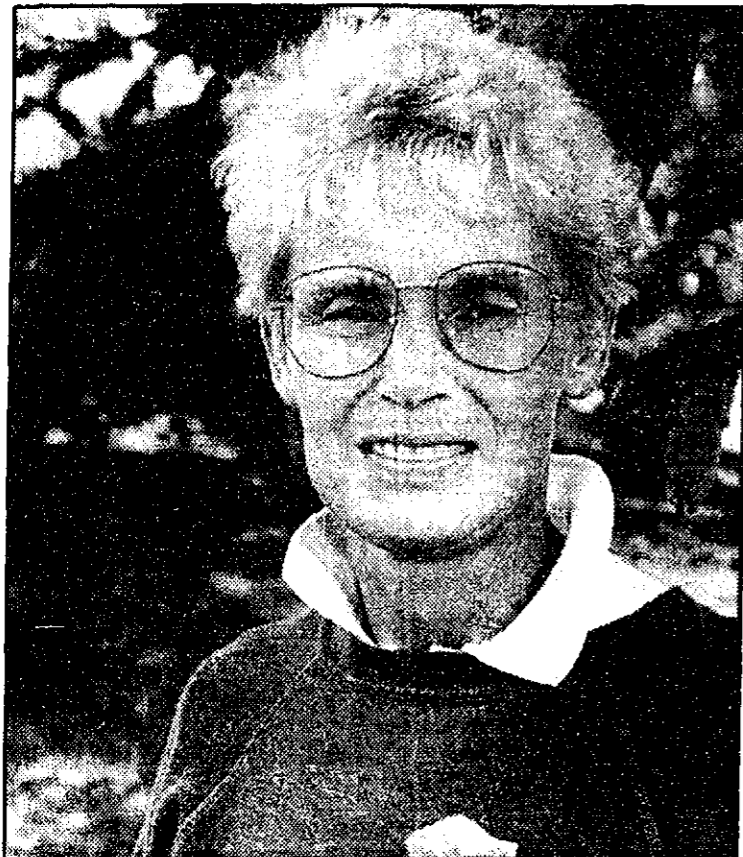
"I tell James the truth," she said. "I don't lie to him. But I don't tell James that his father is a terrible person." Instead, she knows, James will make his own conclusions when he is older.

Members of GAP have found themselves parenting their grandchildren through many different circumstances. Karen Boughton of South Lyon has found herself in a common situation — her daughter had a baby at age 16.

"I quit my business so I could take care of the baby so she could graduate from high school," Boughton explained. Her daughter did graduate from high school and, now 19, she works full time.

Continued on 2

### Volunteer



GERRY BING

## Bing teaches old and young to swim

By DOROTHY NASH  
Special Writer

If you don't feel comfortable in deep water or if you need help with certain swimming strokes or with breathing in water, Gerry Bing is the Red Cross water-safety instructor who can help you.

She teaches classes to both children and adults, and also in combinations like "moms and tots," with tots as young as 3 years old.

The average water-safety course for adults, Bing said, takes two weeks of four nights a week, and the class is limited to six to eight persons.

"This course teaches people to be comfortable in deep water," she said. It is usually taught in a high school pool.

"I also teach water-safety instructors," she added. That class is at least 40 hours long spread over a period of maybe 10 weeks, and it's held in the evening.

But she doesn't always do it alone. "My husband and I do most of the water-safety classes together. I got him into it soon after I started 28 years ago," she said, and one of their daughters helps, too, when she's in town.

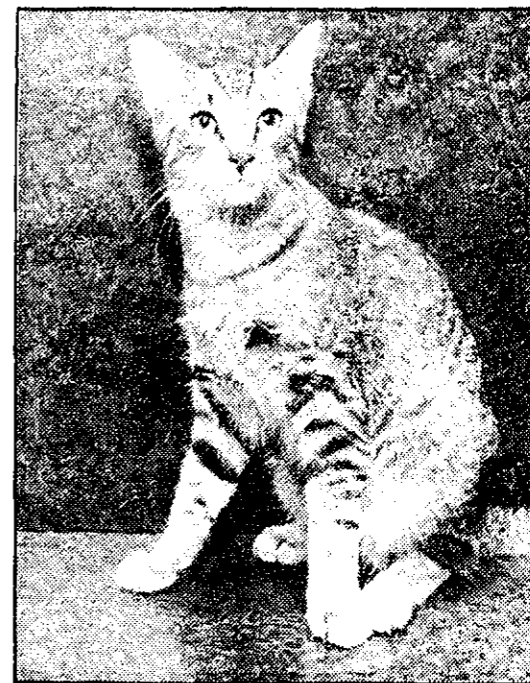
She teaches more in the evening than in the daytime, especially when school is in session, because Gerry Bing is also a school teacher in the middle schools.

But water-safety isn't all that she teaches for Red Cross. She does First Aid and CPR, too.

"Since the first of this year," Bing said, "I've taught First Aid to a group of school teachers." That's eight hours, spread over two nights.

If you are interested in taking a course in water-safety, First Aid, or CPR, contact the Red Cross service office in Livonia — 19691 Six Mile Road. The telephone number is 422-2787.

### Pet of the Week



Tabby cat  
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(Two other one-year-old cats, both black, are also available)

To adopt this pet, contact:  
**Animal Welfare Society of  
Southeastern Michigan**  
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# In-Shape

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**NEWS**  
**10B**  
THURSDAY  
September 26,  
1991



The third annual Walk-A-Thon took place at Marshbank Park

## Food Festival comes to area

By SUZANNE HOLLYER  
Staff Writer

Lunch time will be a learning time this week for Northville Public School students.

The American Heart Association kicks off a Food Festival Sept. 23-27, and Northville schools won't be left out.

The festival is part of a statewide effort to promote heart health. For school food service workers that means promoting heart-healthy foods.

The festival is scheduled statewide for September, a busy time for schools.

To make the week trouble-free for food service workers, menus that include one or more items already popular with students will be served

In combination with other foods that make the total meal heart healthy.

Meals are designed to meet the United States Department of Agriculture's requirements for school lunches and the goal of the Dietary Guidelines for Americans.

Each lunch will get no more than 30 percent of its calories from fat and less than 10 percent of calories from saturated fat.

The meals already have been tested by food service workers around the state. Northville Public School's food service workers were among the testers, said food service supervisor Yvonne Stephens.

Last winter district workers tested eight of the recipes distributed this month.

Among the recipes tested in the district were ranch dip, bean soup,

tuna salad, and vegetarian lasagna.

Next February, which is heart month, there will be more activities in the schools to promote a heart-smart lifestyle.

Heart smart menus again will be available for school use. Also additional promotional activities, including stickers and posters, will be sent to the high school by the American Heart Association of Michigan.

Elementary and middle school teachers also can receive, at no charge, the heart association's school packet.

Stephens said many of the menus regularly served in Northville schools are heart healthy. But because students can pick and choose what to eat, every student may not be eating low-fat, low-cholesterol lunchtime diets.

For example a student could choose French fries and a Twinkie over green beans and an apple to complement his or her meal.

"The difference is this particular week we're pointing out the meals that are low fat," she said. "The amount of fat frequently depends on the other choices a student will make."

Signs will provide students information indicating the healthiest meal selections during the Food Festival.

Eight menus were provided to the district for use during the Food Festival. Stephens said lunches served during this week will be taken from the heart association's menu. She will feature the remaining three menus throughout the month of September.

## Joan Akey's Fitness Class is offered

Joan Akey's Fitness Class is now being offered on Mondays (9-10 a.m.) and Thursdays (8:45-9:45 a.m.) at the Northville Community Center.

This low impact fitness session uses all new techniques with lively upbeat exercises choreographed to popular music. This class is designed to work every inch of your body, as well as promote your well-being.

For registration information, call Joan Akey at 981-6605.

**Open swimming offered:** Northville Recreation Department will offer open swimming at the Northville High School pool on Mondays and Wednesdays from 7:15-8:15 p.m., and on Saturdays from 2:45-3:45 p.m. A lap swim will also be offered on Mondays and Wednesday from 8:15-9:15 p.m.

Locker rooms and showers are available. The fee is \$1 per person. For more information, call 349-0203.

**Schoolcraft Health Club:** If you're thinking of joining a health club, Schoolcraft College has something for you.

The Livonia Junior college is offering a Health Club and a Gym and Swim program. The health club is designed for families to enjoy unstructured activity in a modern, fully equipped physical education facility. A nominal fee of \$3 is charged per visit and you will have the use of gyms, racquetball courts, weight machines and saunas. A membership fee of \$25 per individual or \$65 per family will cover the entire fall session. The club meets on Sundays from 1-5 p.m. on 26 Sundays.

The Gym and Swim program is offered on Thursdays and on Saturdays from 8 a.m.-noon. This program costs \$3 per visit on Thursday and \$2 on Saturday, and uses facilities including: the pool, weight training equipment, handball/paddleball courts, gyms and saunas. Call 462-4413 for more information.

**Yoga Classes:** Seven-week yoga classes are being offered in Northville. Diane Siegel-DiVita, past president of the Yoga Association of Greater Detroit, is the instructor.

The classes will be offered on Thursdays (7-8:30 p.m.) and now Mondays (7-8:30 p.m.) at the Northville American Legion Hall. Yoga effectively trains the body to develop strength, flexibility and balance.

Cost is \$28. For more information, call Siegel-DiVita at 344-0928.

### Fitness Notes

**Fitness After 50:** Schoolcraft College's Continuing Education Services is offering a serious physical health course especially recommended for persons over 50. Instruction includes the latest health concepts and conditioning exercises.

The 12-week class costs \$59 and is offered in two separate sessions. Call 462-4400 for more information.

**New Attitude Aerobics:** Northville Community Recreation is expanding its fitness program beginning this fall. In addition to the regular high/low aerobics workout, New Attitude Aerobics is offering three new exercise opportunities: 'Light-n-Low Aerobics' for beginners and impact-conscious exercisers; a 'Circuit Workout' using free weights, step-bench etc.; and a 6 a.m. 'Eye-Opener Circuit Workout.'

For more information, call 349-0203 or 348-3120.

**Aerobic Fitness:** Aerobic Fitness is a complete one-hour exercise program designed to improve overall fitness, increase endurance, strengthen and tone muscles. Morning and evening classes are now available.

Six-week classes run continually throughout the year. Fee is \$36 for two classes per week; \$48 for three classes and \$58 for unlimited classes. For locations and schedules, call 348-1280.

**Rent a pool:** For those who like to keep fit by swimming, the Novi High School Pool is available for rent. Groups may rent the pool on Fridays from 7:30-9 p.m. If interested, call the Novi Community Education office at 348-1200 at least one month prior to date requested.

**Health screening:** The Novi Parks and Recreation Department offers a variety of health screening events each week.

One is blood pressure screening for senior citizens. This free service is offered each Wednesday in the Novi Civic Center from 11 a.m.-noon.

**Fitness over 50:** A one-hour exercise program called 'Fitness Over 50', held Monday and Wednesday mornings at Twelve Oaks Mall, has

been postponed for the summer but will resume in September. It will take place 9-10 a.m. in the Lord & Taylor corridor near the east entrance.

The program, conducted by the University of Michigan Division of Physical Education, is particularly aimed at older people and others who want to benefit from an invigorating but non-strenuous exercise program.

Fitness Over 50 welcomes all interested persons, regardless of age and current activity level. Call the Twelve Oaks Management Office, 348-9438, for further information.

**Weight Watchers:** Weight Watchers, the internationally recognized weight loss program meets every Wednesday at the Northville Community Center at 9:45 a.m. and 6 p.m.

Registration fee is \$17, plus a weekly fee of \$9. For more information, call Diana Kutzke at 287-2900.

**Mercy fitness classes:** The Mercy Center, located on Eleven Mile between Middlebelt and Inkster roads in Farmington Hills, is offering a wide variety of swimming and fitness classes in 1991.

Mercy is offering open swimming daily from 6:30-8 a.m. and on Saturdays from 7:30-9 a.m. in addition to several fitness classes: like the Trim-Gym-Fitness Class, the Pool and Gym Class and the Coed Trim and Swim Fitness Class.

For information, call 473-1815.

**Walk at the mall:** People who enjoy walking are invited to use the climate-controlled corridors at Twelve Oaks Mall. Walkers are welcome Monday through Saturday at 8 a.m. and Sunday at 11 a.m.

All walkers must register at the Twelve Oaks security office.

**Novi Trackers:** Membership in the Novi Trackers Running Club is open to all interested individuals regardless of age, sex or skill level.

Prospective members are invited to join the Trackers for either or both of their twice-weekly runs. The group meets Wednesdays at Novi High School at 6:30 p.m. and Saturdays at O'Sheehan's on Seven Mile in Northville at 8 a.m.

More information about membership in the Trackers is available by calling the Novi Parks and Recreation at 347-0400 or president Jeanne Willford at 227-3127.

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**REAL ESTATE**

## Real estate brokers try to polish image

 By James M. Woodard  
 Copley News Service

Real estate brokers are polishing their sometimes tarnished image as knowledgeable professionals.

A recent survey, conducted by Homeowners Marketing Services, Inc. (HMS), revealed that many home sellers have a negative view of their real estate agent. About 25 percent of sellers surveyed felt their agent did not know as much about real estate as should be expected from a professional.

The survey, involving interviews with more than 1,000 home buyers and sellers nationwide, also indicated 37 percent of sellers thought the agent did not perform adequately on their behalf. And 33 percent said their agent didn't keep them regularly informed on important details in their progressing transactions.

"A strong program of continuing education for sales associates is

vitaly important in today's increasingly complex real estate market," said John Dennis, owner of a Century 21 brokerage office.

"Our firm has educational functions going all the time. Service emphasis courses are now particularly important, teaching the fundamentals of providing competent service to clients, and that includes consistently communicating pertinent information to those clients."

The educational programs at Dennis' firm include his own local courses and those produced by Century 21 Real Estate Corp. The national franchise organization beefed up its educational programs a couple of years ago when Consumer Reports carried the results of a survey indicating a serious lack of knowledge on the part of many real estate brokers and sales representatives.

Continued on 2

**HOME DESIGNS**


## Impatiens offers solar in modern-country style

 By James McAlexander  
 Copley News Service

Passive solar heating is literally at the heart of the country-contemporary Impatiens.

The stone and brick wall that divides the kitchen/family room from the dining and living rooms can be as functional as it is beautiful if its builder takes care to orient the home in the correct relation to the sun's daily path.

During the day the masonry wall soaks up the heat when sunlight floods in through the high dormer window in the family room nook, or through the two dormers in the living and dining areas.

Then, in the evening, heat stored in the bricks radiates out, warming the home long after the sun has set, completely free of charge. By placing the wood stove close to the brick wall, its heating capabilities are similarly enhanced.

Very little, if any, artificial light will be needed during the day in any of the above-mentioned rooms. In addition to the dormers, the family room is rich in windows and skylights, the kitchen has a wide garden window, the dining room has two glass doors and the octagon-shape living room has more windows than walls.

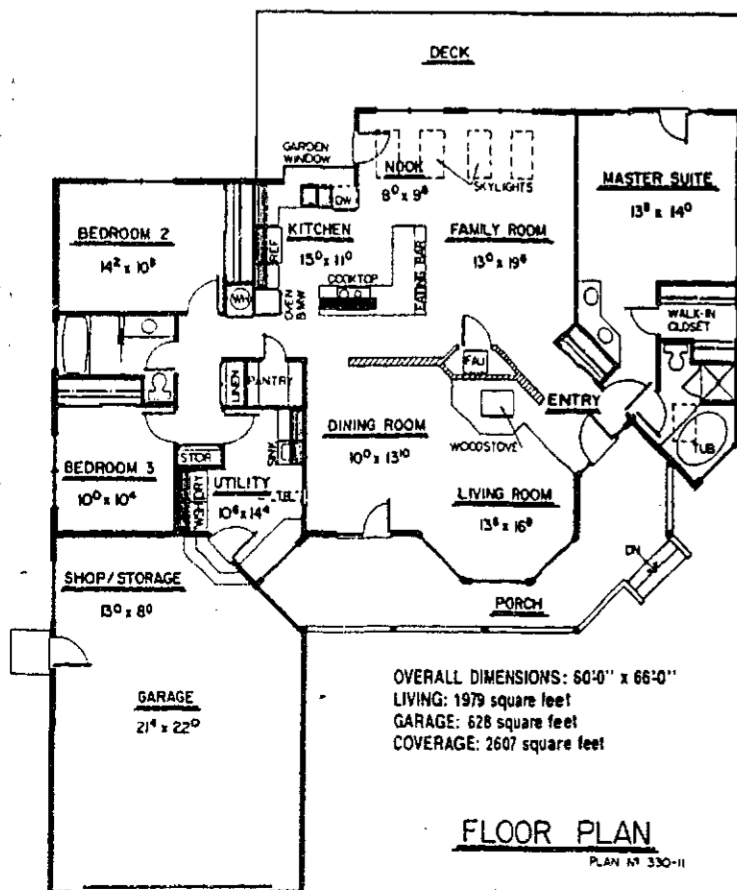
Kitchen amenities include an

oven/microwave combination, built-in dishwasher, pantry and a generous L-shape cooktop-island eating bar all rolled into one. The kitchen is large enough to accommodate a table right in the middle, if desired, but most families will probably prefer placing the table in the sunny nook.

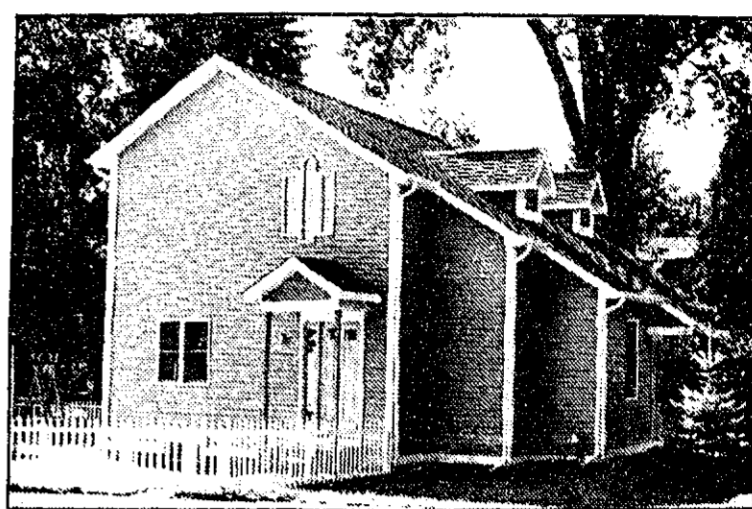
In the master suite, yet another skylight brightens the water closet. Luxurious hanging plants will love the atmosphere here, suspended between the skylight and the over-size tub. Bathers, looking up, can imagine they're in the tropics. The suite also includes a walk-in closet and double sinks in a counter outside the tub and toilet area.

On the other side of the house, the large utility room is close to the garage and bedrooms, while still only a few steps away from the kitchen. It has a fold-down ironing board, laundry sink and storage space. The window-brightened shelf that looks out over the front porch is a natural for a sewing machine.

For a study plan of the Impatiens (330-11), send \$7.50 to Landmark Designs, c/o HomeTown Newspapers, 323 E. Grand River Ave., Howell, MI 48843. (Be sure to specify plan name and number when ordering.)



Before



After

## light at the end of the stairway

 STORY BY MARIA STUART  
 PHOTOS BY SCOTT PIPER

Ten years, one wife, two dogs and two kids later, Basil Wiszcurek of Brighton realized that his two-bedroom home, bought during his days as a bachelor, was much too small.

The solution was simple: a larger home.

The problem was that he and his wife, Ingrid, really liked their location in the City of Brighton, which made travel to both of their workplaces convenient. They really liked their neighbors, and their kids really liked



Continued on 2

Stained glass lights up the stairway to the second floor at the Wiszcurek home.



Ingrid and Basil Wiszcurek review their photo album that documents the rebuild project.

# Growing family rebuilds existing home

Continued from 1

their school. They just didn't want to move. So, instead, they knocked down their house and started over. The result is nearly twice as much living space filled with natural light, four bedrooms, two bathrooms and plenty of closet and storage space. And through the magnitude of the project meant that the family had to put their belongings into storage and live with luggage in parents for almost eight months. The Wiszcurs will tell you without hesitation that it was worth it. Everyone, including our parents, thought we were nuts in the beginning," Basil said.

Nearly a year in the planning stage, the couple read books on remodeling and rebuilding, and Basil put together different house plans using an architectural program on his computer. The couple also put together a wish book that proved invaluable when they began working with their contractor, Don Dreffs of Canton. "We would go through magazines and cut out pictures of things we liked in other homes, like the bookshelves or the kitchen cabinets," Ingrid explained. "Then we'd put the pictures in a photo album and refer to them later." Another priority was how these pictures to Dreffs who incorporated the ideas into his plans for the house.

"Don was wonderful to work with," Ingrid said. "He listened to our ideas and gave us his own, and he kept us informed every step of the way." The original kitchen consisted of a dark room with a metal unit that held the sink with storage space on either side. A built-in china cabinet in the ceiling area was employed to hold the dishes and store the food. "We knew that we wanted a kitchen with lots of light and storage space," Basil said. The new kitchen, though not especially large, makes good use of green house or an electronic video center. What makes your home special may be a particularly creative job of interior decorating.

Whatever it is, we'd like to hear about it. If you live in Northville or Novi, call Bob Needham at 349-1700. If you live in South Lyon or Milford, call Matt Valley at 437-2011 (South Lyon) or 685-1507 (Milford). We won't be able to feature everybody's home, but there are a lot of creative people out there with good ideas, and we think your neighbors would like to read about them.

had never considered was the initial purchase of lightbulbs—over 60 of them, in addition to 45 fixtures. One attention-grabbing feature of the house is a stained-glass window that is used in Ingrid's aunt's home. Her aunt decided that she no longer wanted it in her house, so it was passed on to Ingrid. A friend of the Wiszcurs rebuilt the window for them, and it proudly looks out onto the street from the stairway. "It's one of the things we tell people to look for when they come out to the house for the first time," Ingrid said. "We're so happy with every thing turned out," Basil said. "It was definitely worth it."

# Real estate brokers work to polish up their image

Continued from 1

On the positive side, the recent HMS survey indicated that when agents did demonstrate a respectable range of knowledge about real estate, 67 percent of sellers rated their agent as "excellent" and another 20 percent rated them as "good."

Being knowledgeable in areas such as financing and seller's obligations pays off, according to David Van Nostrand, the market researcher who organized the HMS study. "Brokers who are seeking more clients should know their business and pass along important information to clients," he said. "Otherwise, they will not adapt properly to today's information age demands."

Sellers gravitate toward more knowledgeable agents because they need professional guidance in such a complex and expensive transaction. And sellers want to feel justified in paying out that large chunk of commission money.

Buyers and sellers are more savvy today than ever before. They expect informed counsel and service from their real estate professional. Send inquiries to James M. Woodard, Circle News Service, P.O. Box 190, San Diego, CA 92112-0190.

# Seen any nice homes lately?

We are looking for interesting or unusual homes to feature in our Creative Living section, and we need your help. It could be a creative solution to an difficult problem. It could be a special room — an exercise room, sewing room, attached green house or an electronic video center. What makes your home special may be a particularly creative job of interior decorating.

LOOK FOR THE HOME IMPROVEMENT SPECIAL SECTION IN TODAY'S PAPER

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**LOVELY RANCH** in country sub. Beautiful brick fireplace, oak kitchen, 2 full baths, formal dining, 1st floor laundry, 2 closets, to huge deck, 2 car attached garage. \$129,900. (I 604)

**LYON TOWNSHIP — BUILDER'S OWN HOME.** All the extras! 3 bedrooms, 2 1/2 baths, 1st floor laundry & family room, dining room & nook, full basement, 2 car attached garage. 1.2 acre lot tucked up to woods. Much, much more. \$159,900.00. (A-577)

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**COMMERCIAL OPPORTUNITY! SOUTH LYON —** Nice 3 bedroom with 1 bedroom apartment in great area near shopping and schools. Income potential or development, zoned B-2. \$84,500.00. (N-608)

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**ALL SPORTS WATER FRONT HOME —** Crooked Lake frontage with privileges also on Silver Lake go with this 2 bedroom ranch. Fireplaces in both living room and family room, 1 1/2 baths, attached 2-car garage, blacktopped air. South Lyon, circle drive. \$119,000.

**PRICE REDUCTION** on this 4 bedroom on split level home on 1.9 acres on paved road in South Lyon schools. Fireplace in living room, 2 full baths. Possible in-law suite in lower level with family room, 4th bedroom, and full bath with sauna. \$119,000.

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**NOVI —** Colonial farmhouse w/extra touches on 1.36 acres, 4 bedm., country kitchen, 2.5 baths, 1st floor laundry, formal dining rm., master suite. Super! \$219,900. Call 478-9130.

**NORTHVILLE —** Plymouth Schools, 3 BR, 2 bath ranch on almost an acre. Great in-law/brother-in-law room. Fully finished basement. City utilities. \$159,900. Call 349-4550.

**NOVI —** Ranch-type boasting space galore on 5 acres. Hardwood floors, family rm., wood windows, 2 bedrooms, 2-car garage, workshop. Available now. \$154,900. Call 478-9130.

**NORTHVILLE —** Tastefully decorated walk-out ranch condo, 2 BR, 2 bath, main level laundry, walk-in closets, master suite, many extras, patio. Must see! \$137,500. Call 349-4550.

**HARTLAND —** Lovely brick 4 bedm. Colonial. Master suite, Florida rm., family rm., fireplace, eat-in kitchen, 2 1/2 baths, finished basement. \$141,900. Call 478-9130.

**NORTHVILLE —** This one's "Priced to Sell!" Super colonial has 3 BR's, 1 1/2 baths, hardwood flrs., FP in lam. rm., part finished basement. Fenced yard. \$128,500. Call 349-4550.

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**NORTHVILLE EXECUTIVE CONDO!** 3 bedroom, 2 1/2 bath home with incredible Master suite includes bath with shower, whirlpool tub, walk-in closet and deck. Living and dining room, den, fireplace and more!! (GL) \$175,000 348-6430

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**LOOKING FOR ACREAGE?**  
This beautiful home is situated on over 7 private, parklike acres. Owners have meticulously maintained this fine 3 bedroom, 2 bath country residence. Many costly updates in ceramic floor, kitchen, baths, family room with custom wet bar and fireplace. Security system and solar heating system. \$172,500. Remerica Village Square. 349-5600.

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Beautiful treed 1/4 acre lot. 3 bedroom Cape Cod. Spacious 30 ft. family room with fireplace. Basement and garage. All this for \$102,900. Remerica Hometown Realtors. 420-3400.

**FABULOUS HOME**  
Best priced colonial in Plymouth Township. Three bedroom, 1 1/2 baths, hardwood floors, full wall brick fireplace in family room, French doors leading to patio and large private yard. 2 car garage and central air. \$124,500. Remerica Hometown Realtors. 459-6222.

**LOCATION, LOCATION, LOCATION**  
3 bedroom ranch in Windsor Park features 2 full baths, family room with fireplace, central air, 2 car heated garage with electricity and door opener. Great Home. Great Location. Great Price! \$122,500. Remerica Hometown Realtors. 453-0012.

**STUNNING NEW CONSTRUCTION**  
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**BEAUTIFUL DOUBLE LOT!**  
Vintage Northville home has all the charm of yesterday the conveniences of today! Updated kitchen, formal dining room, living room with fireplace. 9' ceilings, heated porch, a finished basement, newer furnace and central air. Three car garage with attached workshop. Walk to town location. Better act fast! \$125,000. Remerica Village Square. 349-5600.

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**MAGNIFICENT GREAT ROOM**  
Ranch rests upon 2.5 rolling partially wooded acres with stream and pond. \$70,000 recently invested in renovation. Immaculate country decor. Natural brick and wood abound. Cathedral beamed ceilings. Massive fireplace. 3 baths. Executive study. Finished attached garage. Much, much more! Asking \$259,900. Remerica Hometown Realtors. 420-3400.

**HISTORIC NORTHVILLE**  
This 4 bedroom, 2 bath home is situated on a beautiful tree-lined street in town. Fantastic 28x13 deck, updated kitchen, hardwood floors throughout, central air, newer 2 1/2 car garage and driveway. Move-in condition and is priced right! Don't miss your chance to live in Northville! \$134,900. Remerica Village Square. 349-5600.

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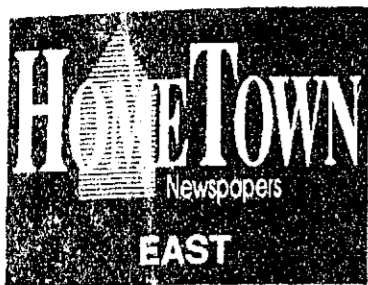
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# CLASSIFIED GREEN SHEET



## Sylvan center is for more than just tutoring

By RICK BYRNE  
Copy Editor

There was a time when the only reason a student would seek outside help with schoolwork was when he was having trouble.

Sylvan Learning Center in Novi has been instrumental in bringing outside learning into the mainstream. It's a place with something for every student.

"We have students that are below grade level, on grade level, and coming for enrichment," said Colleen Greene, director of the center which has relocated to 23985 Novi Road, Suite B-104, in the Novi Professional Village.

The Novi Sylvan Learning Center has offered its supplemental education programs for six years at the corner of Meadowbrook and Ten Mile

roads. The new location is larger, and allows for better instruction.

High-quality teaching in all areas is emphasized at Sylvan. All of the instructors on staff are fully certified to teach in Michigan. According to Greene, most hold full-time or part-time teaching jobs in nearby districts.

"One of the advantages we offer is a low student-teacher ratio," Greene added.

Quite often the teaching is one-on-one. In many instances that personal touch may be all it takes for a student to overcome learning difficulties in a particular subject.

Sylvan Learning Center can help students in nearly all areas of study — reading, math, algebra, writing, science. The center also offers college

Continued on 2

Mike Dempsey is the picture of concentration during a testing session at Sylvan Learning Center in Novi

### Business Briefs

**THE PARTY SUPPLIER**, a Novi shop for party supplies and decorations, is under the new ownership of Marge Riker. The store is located at 41744 W. Ten Mile Road.

In addition to paper products, cards, balloons and invitations, The Party Supplier has also added a new "wedding corner." This new section offers wedding supplies including stationery and silk floral arrangements.

Store hours are 10 a.m. to 8 p.m. Mondays through Fridays, 9 a.m. to 6 p.m. Saturdays, and 11 a.m. to 2 p.m. Sundays. Call 348-9510.

**MANUFACTURER'S NATIONAL BANK** of Detroit has announced the promotion of Lisa M. Kutney to the position of trust officer. She is a native of Northville.

**CROSBY'S COPPER POT CAFE** in New Hudson is celebrating its grand opening under new ownership.

The cafe, located at 56310 Grand River Ave., opened about two weeks ago under the new ownership of Charles M. Crosby. The new owner has painted the business and said he is trying to "warm the place up" with some work on the interior.

The cafe serves breakfast and lunch. Crosby also offers catering as a special service; contact the owner or manager Terri Milne for details.

The menu features world-class omelettes, a children's menu as well as daily specials.

Crosby formerly was a chef at E.G. Nick's in West Bloomfield and Brighton. He has catered events for two years and studied culinary arts at Oakland Community College.

The cafe is open from 6 a.m.-4 p.m. Monday through Friday and from 6:30 a.m.-4 p.m. Saturday and 8 a.m.-2 p.m. Sunday.

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 Based on Average Installation:  
 • 500 Gallon Tank ..... \$1<sup>00</sup>  
 • Copper Gas Line (10') .. \$12<sup>50</sup>  
 • Regulator Kit ..... 0  
 • Labor to Install ..... 0  
**Total Cost \$13<sup>50</sup>**  
 • One-time \$1 Lease Fee • No Annual Tank Rental  
 • Budget Plan Available • 24 Hr. Emergency Service  
**1-800-783-1515**

**JM FARMS**  
 50265 W. Seven Mi • Northville  
 We are a professional and complete care facility for both the horse & rider. We offer a heated barn, indoor/ outdoor riding arena, turn-out paddocks, training and much more.  
**HORSES BOARDED INDOOR/PASTURE**  
 • Professional Riding Lessons  
 • Children's Parties • Horse Camps  
 Horses For Sale  
 Visitors Always Welcome!  
**FOR MORE INFORMATION CONTACT JEFF (313) 348-8619**

**FALL SPECIALS**  
 41 - 2.4 cu. in. 40cc  
 A near perfect balance between power and weight. Top-rated acceleration. Superb low-end torque. Low vibration. With fewer parts than many saws in its class - so servicing is a snap.  
**NOW ONLY \$259.95**  
**SAVE \$30.00**  
**NEW MODEL**  
**Husqvarna**  
**FOREST & GARDEN**  
**BAKERS**  
**LAWN & LEISURE**  
 1155 S. MILFORD RD., HIGHLAND (313) 887-2410

**DISCOUNT TIRE CO. INC.**  
**We Beat All Deals, Any Brand, Period!**  
**Just Ask Us**  
**DISCOUNT TIRE CO. INC.**  
 42990 Grand River, Novi 347-1501  
 30720 W. 12 Mile Rd, Farm. Hills 737-7810  
 4301 Highland Rd. (MS9), Waterford 681-2280  
 3439 Rochester Rd., Troy 689-8060  
 Taylor 374-8888  
 1021 E. Michigan, Ypsilanti 482-6001  
 3345 Washtenaw, East Ann Arbor 971-3400  
 2270 W. Stadium, West Ann Arbor 769-2158  
 2060 Grand River, Okemos 349-1818  
 Open Daily 8:00-6:00; Sat. 8:00-5:00

**OPEN HOUSE**  
 SATURDAY, SEPTEMBER 28th  
 Come see the New Snowmobiles for '92  
**Vmax-4**  
 \*New for '92  
**BAKERS**  
**LAWN & LEISURE**  
 1155 S. MILFORD RD., HIGHLAND (313) 887-2410  
**YAMAHA**  
 The Power To Satisfy.

Mary DiPaola

Listening may be the most important part of selling



If this were true, then sales training would not have to involve much...

It has been said that successful selling is not about convincing people to buy...

throughout the interaction between the speaker and the listener, because the listener learns to listen to emotions...

Stress is usually measured in terms of "0" being a very relaxed state and "100" as an anxiety state...

Sylvan Learning Center relocates

Continued from 1 prep work for students who may need an extra push to get by once they graduate high school...

their individual skill gaps and work from there," Greene said. Sylvan Learning Center is a franchise operation...

Make The Most of This School Year. We can help your child: Improve reading and math skills...

Used Carpet Sale. All Used Carpet Reduced thru September 28, 1991. Donald E. McNabb Co.

MDA. To make a donation or request to MDA, to receive an annual report or to obtain more information...

Green Sheet Classifieds Appear In: The Northville Record, Novi News, Milford Times, South Lyon Herald, Brighton Argus, Livingston County Press...

GREENSHEET CLASSIFIEDS

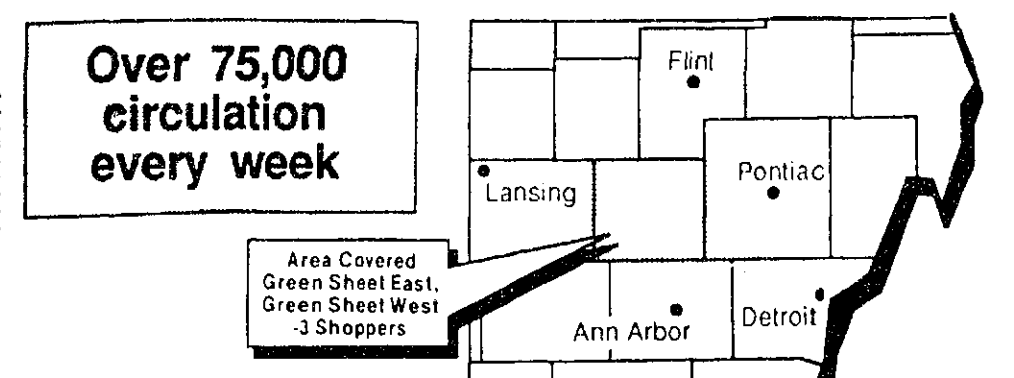


Table listing classified ad categories and their rates: Personal, General, Animals, Recruitment, Automotive.

Policy Statement: All advertising published in HomeTown Newspapers is subject to the conditions stated in the applicable rate card...

To place your classified ad: Pricing: 3 lines \$7.49. Each additional line \$1.63. To place your circular or display ad: Brighton, Pinckney or Hartland...

John Colone's 'Deal of the Decade' BIGGEST DISCOUNTS EVER. Savings up to \$3000 on Voyagers & Caravans, \$3500 on Spirits & Acciaims, \$2500 on Sundance & Shadows.

What's New? Have You Seen What's New For 1992. Redesigned Taurus & Sable. New 3 year 36,000 miles bumper to bumper limited warranty.

Helpful TIPS. On placing an ad in the GREEN SHEET. You must be a licensed daycare/babysitter to advertise "in my home".

001 Free. ASSORTED lumber, steel sheet, pipe, etc. 010 Special Notices. AFFORDABLE Excellence. Wedding Photographs. ATTENTION! HOMESUN TRADITION!





153 Farm Animals
A young borned day care home...

155 Animal Services
EXPERIENCED veterinarian both...

161 Day Care, Babysitting
A1 BABYSITTER 25 years...

BRIGHTON Mother with wash...

EXCEPTIONAL area wanted for...

162 Elderly Care & Assistance
FULL TIME CARE GIVERS...

HOUSEKEEPING and personal...

163 Nursing Homes
Nurse Aide. We are looking for...

164 Food/Beverage
ARE you looking for part-time...

ASSISTANT MANAGER needed...

BARTENDER
35 to 40 hrs. a week. Will man...

165 Dental
DENTAL Assistant, orthodontic...

COOK needed 11:30am to 7:00pm...

166 Dry Cleaning
We are seeking a person who is...

167 Home Inspection
Home Inspection. Home Inspect...

COOK, Part-time. 3 evenings for...

168 Home Inspection
Home Inspection. Home Inspect...

169 Home Inspection
Home Inspection. Home Inspect...

INTERESTING work in catalog...

169 Home Inspection
Home Inspection. Home Inspect...

170 Home Inspection
Home Inspection. Home Inspect...

REACH OVER 165,000 POTENTIAL CUSTOMERS EVERY WEDNESDAY AND 136,000 EVERY MONDAY
HOUSEHOLD SERVICE AND BUYERS DIRECTORY

- INDEX -

- Accounting 301
Advertising 302
Auto 303

333 Cement

A1 BRICK chimney repairs...

R. Berard Co. Inc. Concrete Construction

CONCRETE FOUNDATIONS, BRICK...

INGRAMA & SON CONSTRUCTION

Specializing in concrete, brick...

ALL MASONRY CEMENT, BRICK AND BLOCK

Large jobs and all repairs...

338 Building

BOB Minkus Service Building...

337 Remodeling

1. All Remodeling/Repairs...

R. Berard Co. Inc. INTERIORS

WOODWORK, WALLS, DECORS...

OLD OAK BUILDERS, INC.

REMODELING AND NEW HOME...

400 Electrical

Earl Excavating Co. Septics...

429 Handyman MF

ALL jobs considered. Home...

404 Excavating

AA Excavating. Will do basem...

403 Heating/Cooling

Heating/Cooling/Refrigeration...

408 Gutters

GUTTER cleaning and repair...

428 Handymen MF

ALL jobs considered. Home...

404 Excavating

AA Excavating. Will do basem...

403 Heating/Cooling

Heating/Cooling/Refrigeration...

452 Lawn/Garden Maintenance/Services

100% SCREENED topsoil, peat...

468 Moving/Storage

APARTMENT dwellers moving...

469 Musical Instruction

Piano - Organ

469 Musical Instruction

Piano - Organ

537 Sewing

ALTERATIONS, repairs, new...

549 Storm Doors/Windows

INSTALLATION, Ser./Repair...

557 Tree Service

ACE complete tree service...

584 Wedding Services

FINEST quality wedding and...

301 Accounting

PLANNING and architectural...

314 Asphalt

MICHIGAN ALL PRO ASPHALT PAVING

305 Aluminum Sliding & Cleaning

All aluminum & vinyl sliding...

309 Appliance Service

SAPOTOS Appliance repairs...

313 Architecture

New Vision Designs. Residential...

337 Remodeling

1. All Remodeling/Repairs...

KITCHEN AND BATHROOM REMODELING

LONG PLUMBING AND FANCY BATH BOUTIQUE

317 Asphalt Sealcoating

FATHER & SON driveway sealcoating...

321 Auto & Truck Repair & Service

AUTO & truck repair. Modern...

326 Basement Waterproofing

NEW Vision Designs. Residential...

338 Building

BOB Minkus Service Building...

C & R Krause Construction

Licensed Builder • Decks...

350 Construction

W.W. Curran, carpet install...

358 Ceramic/Tile

BOBS CERAMIC TILE will repair...

382 Drywall

ABLE Drywall, wall, moderniza...

408 Gutters

GUTTER cleaning and repair...

409 Handymen MF

ALL jobs considered. Home...

404 Excavating

AA Excavating. Will do basem...

403 Heating/Cooling

Heating/Cooling/Refrigeration...

413 Floor Service

BEAR Wood INTERIORS HARDWOOD FLOOR SPECIALIST

428 Handymen MF

ALL jobs considered. Home...

404 Excavating

AA Excavating. Will do basem...

403 Heating/Cooling

Heating/Cooling/Refrigeration...

413 Floor Service

BEAR Wood INTERIORS HARDWOOD FLOOR SPECIALIST

417 Furniture

FURNITURE stripping and refinishing...

452 Lawn/Garden Maintenance/Services

100% SCREENED topsoil, peat...

468 Moving/Storage

APARTMENT dwellers moving...

469 Musical Instruction

Piano - Organ

469 Musical Instruction

Piano - Organ

504 Photography

WEDDINGS, portraits, children...

537 Sewing

ALTERATIONS, repairs, new...

549 Storm Doors/Windows

INSTALLATION, Ser./Repair...

557 Tree Service

ACE complete tree service...

584 Wedding Services

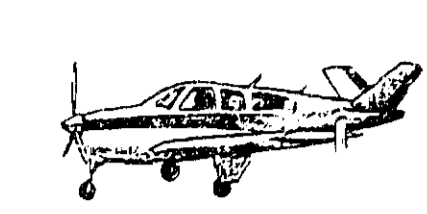
FINEST quality wedding and...

585 Welding

Will do small welding jobs...

Advertisement for Cancer Information Service in Michigan. Call 1-800-4-CANCER

Whatever your vehicle... Steer to your best bargain with Greensheet Classifieds



Greensheet Classifieds



Ask us for the Monday & Wednesday Greensheet

Special Rate

166 Medical RECEPTIONIST

2 positions, must have 1 yr experience in medical or podiatry office...

HOME HEALTH AIDES

Home Health Aides Certified or no experience - low training, excellent pay and benefits...

MEDICAL ASSISTANT

Looking for top of the line assistant for active practice. Must be hard working individual...

MEDICAL ASSISTANTS

Part-time and contingent positions available for dependable, mature and recent nursing graduates...

PROVIDENCE

Hospitals and Medical Centers - New 100 Mile and 40075 - E.O.E.

MEDICAL TRANSCRIPTIONIST

Catherine McAuley Health System, in Ann Arbor, has available positions for full time Medical Transcriptionists...

PHYSICIAN ASSISTANTS

Positions immediately available for Physician Assistants to work in Cardiothoracic Surgery, Outpatient Surgery, or in Family Practice at our Milford Center.

PROVIDENCE

Hospitals and Medical Centers - 1000 N. Ave. Mile Road, Southfield, MI 48075 - E.O.E.

WordPerfect/Microsoft Word

If you are looking for an opportunity using WordPerfect or Microsoft Word software that you know or would like to learn...

RESIDENTIAL TEACHING ASSISTANTS

Needed to work with the intellectually disabled in the Home area. Responsibilities include assisting and training residents with daily living skills...

BARBERS/COSMETOLOGIST

Part-time \$200 a wk to start immediate openings for employees with responsibilities for maintaining store appearance, ensuring high customer and managing inventories.

JANITORIAL

Earn extra money 3 nights a week in Brighton. Team of 2 needed for 1 building. 1st year experienced. \$175/week. Only reliable, honest apply.

FILE CLERK

Full time position available in a busy office. Must be organized, dependable, and have good filing, office handling, and typing skills.

RECEPTIONIST

Part-time receptionist for a busy office. Must be organized, have good typing and office skills. \$5.50/hr.

SALES CLERK

Part-time sales clerk for a retail store. Must be neat, organized, and have good customer service skills.

CATERING/SECURITY

Position available for catering and security work. Must be organized, have good typing and office skills.

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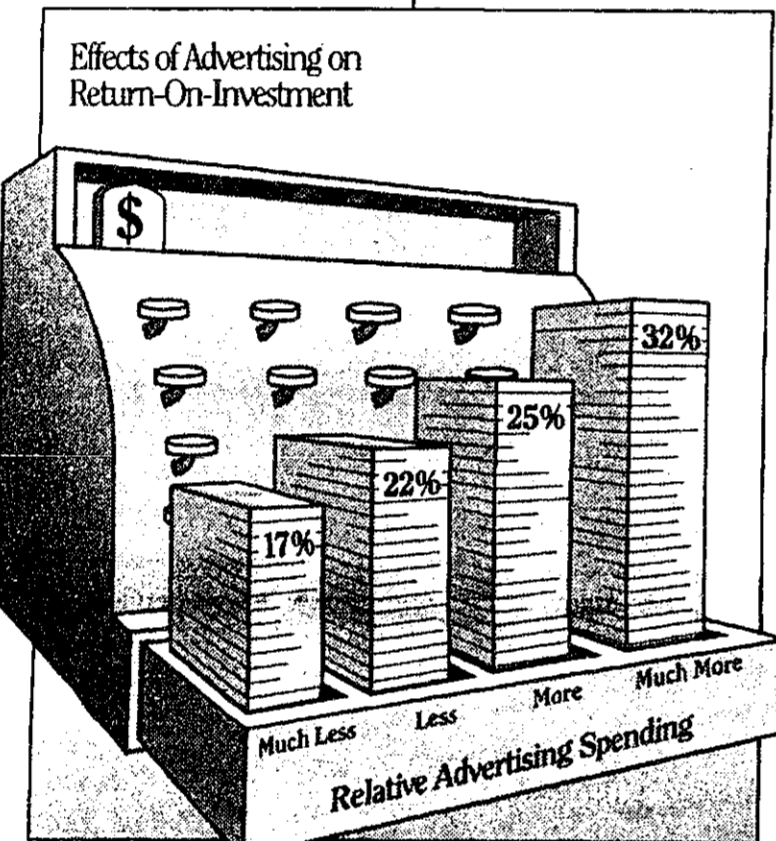
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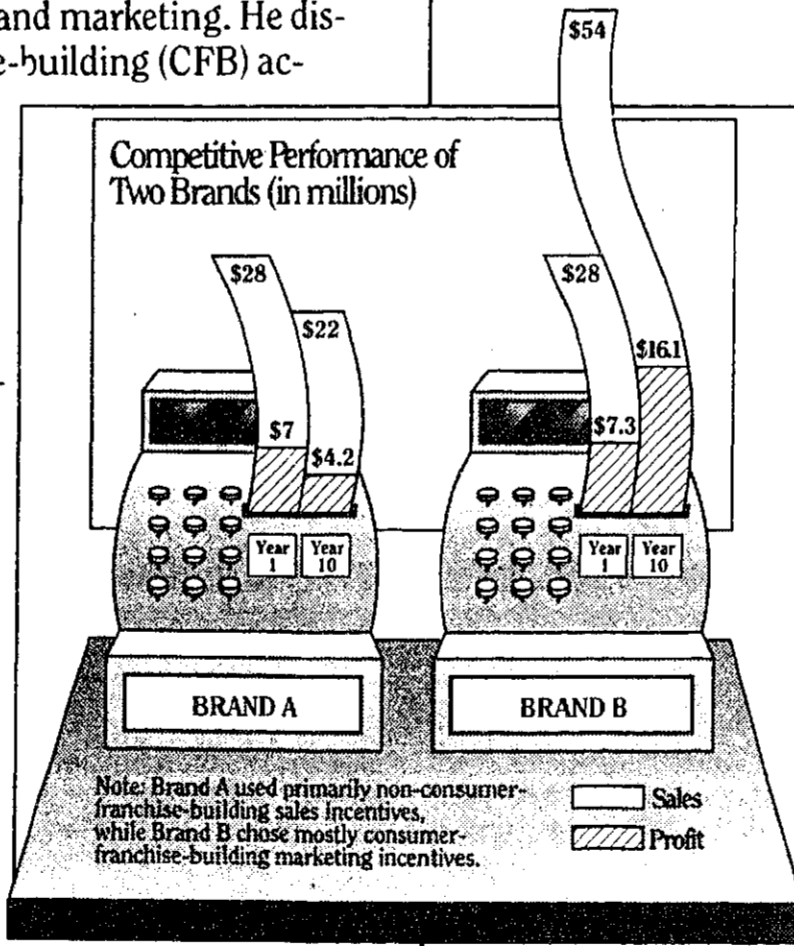
# UNTIL NOW, THE VALUE OF ADVERTISING WAS SOMETHING EVEN ITS STRONGEST SUPPORTERS COULDN'T PUT INTO NUMBERS.

They could cite success stories of advertising going into a market, how this was followed by a shift in purchase patterns, in market share, in immediate sales. But no one expressed the value of advertising as return-on-investment until The Strategic Planning Institute did its study\* called PIMS (Profit Impact of Market Strategy) with the Ogilvy Center for Research and Development.



The study found that advertising nearly doubled return-on-investment! The graph on the left makes it perfectly clear. Brands that advertise much more than their competitors enjoy an average return-on-investment of 32 percent. Brands that advertise much less than their competitors average 17 percent. The PIMS study provides the first systematic evidence that links advertising, profitability, and growth. It draws on more than 700 consumer businesses in North America and Europe, spanning the years 1970 to 1986—years of both rapid and slow inflation, both good and bad years of the business cycle.

The graph on the lower right shows further evidence. It represents the competitive performance of two actual brands over a 10-year period, as analyzed by Robert M. Prentice, a management consultant in advertising and marketing. He distinguishes between consumer-franchise-building (CFB) activities (whether advertising or promotion) and non-CFB activities. Brand A used predominantly price-incentive promotions. Brand B spent approximately the same amount. However, most of the money went into consumer-franchise-building activities—particularly advertising and promotion. In the first year, the two brands were nearly even in their category. But after 10 years in which they took dramatically contrasting approaches to the spending of marketing funds, they ended up in remarkably different positions. Brand B had become a resounding success, not only in terms of its sales performance versus Brand A, but also in terms of its contributing profits to the company.



For brand franchise owners and managers, the insight into how advertising contributes to profitability will be as interesting as how much it contributes. For more information, you can write to The Committee on the Value of Advertising, Department A, American Association of Advertising Agencies, 666 Third Avenue, New York, NY 10017. Now that there's finally proof of advertising's true value, there's only one thing you need to do. Take advantage of it.

### AAAA

\*© 1987 The Strategic Planning Institute, Cambridge, MA

#### 171 Help Wanted Sales

REAL ESTATE sales people needed for growing office. Experience or will train. Call John Kelly, Company 21 Brighton Toms (313) 229-2913.

#### 172 Business Opportunities

AVON - Sales help needed for Brighton and surrounding areas. (313) 227-6774.

#### 173 Situations Wanted

BE your own boss! MLM opportunity, market unique personal protection device. (313) 725-3025.

#### 174 REAL ESTATE SALES \$25,000 GUARANTEED!

Call The Debuter to clean your home. Fully insured, references. Sharon, (517) 548-8845 or Gayle, (313) 227-8242.

#### 175 REAL ESTATE ONE

SALES person familiar w/building supplies construction trade in N.W. & Washington area. Send resume to Box 3536, St. Lyon Road, 101 N. Lafayette, St. Lyon, MI 48178.

#### 176 WHOLESALE REPS.

Set your course with the winner. Call Mr. Keegan between 10am and 4pm at (313) 471-5696.

#### 177 Education/Institution

ATTENTION! ARE YOU A LEARNING DISABLED STUDENT? IS YOUR CHILD LEARNING DISABLED?

#### 178 Business and Professional Services

SECRETARIAL SOLUTIONS 314-40098

#### 179 Accepting Bids

OKLAHOMA Livingston Human Service Agency is now accepting bids on their senior/residential home care program.

#### 180 EARN WHAT YOU ARE WORTH

We are interviewing both licensed & unlicensed individuals for a full time career in real estate. Extensive training provided, classes start soon.

#### 181 CAREER SALES OPPORTUNITY

For over 40 years a tradition of quality Real Estate Brokerage has been our hallmark at:

WEIR, MANUEL, SNYDER & RANKE, INC. Work with some of Michigan's highest earning Real Estate Sales Associates. A limited number of sales positions are currently available.

OFFICES IN ROCHESTER, TROY, BIRMINGHAM, PLYMOUTH AND WEST BLOOMFIELD. IN-HOUSE TRAINING PROVIDED THROUGHOUT. TRAINING CLASSES START REGULARLY.

For more information and confidential interview with Phyllis Goodrich, Director of Career Development call 851-5500.

WEIR, MANUEL, SNYDER & RANKE, INC. REALTORS

#### 187 Business Opportunities

1988 SKI Supreme, cover, trailer, \$11,000. (517) 546-6923.

#### 188 Situations Wanted

ALUMINUM 12ft. 4hp. motor, auxiliary tank, trailer, seats, 1750lbs. (313) 999-3406.

#### 189 Campers, Trailers And Equipment

100% FT pickup camper, stove, refrigerator, sleeps 4. Very good condition. (517) 448-3888.

#### 190 Snowmobiles

1978 ARCTIC Cat, 500 cc, 3 speed, 1800 lbs. (313) 227-9801.

#### 191 Boats and Equipment

1972 CAMPER Cover, tandem, sleeps 6, 110V battery, refrigerator, automatic, 4x4, 1800 lbs. (517) 548-1753.

#### 192 Auto Parts And Services

225 I SELL YOUR CAR, TRUCK OR VAN 1987, low mileage, good condition at low cost.

#### 193 Construction, Heavy Equipment

1965 FORD F-1000 5yd dump, 485 or best offer. Mon-Fri. 8am-5pm. (313) 885-2400.

#### 194 Auto Parts And Services

225 I SELL YOUR CAR, TRUCK OR VAN 1987, low mileage, good condition at low cost.

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#### 216 Auto Parts And Services

225 I SELL YOUR CAR, TRUCK OR VAN 1987, low mileage, good condition at low cost.

#### 197 INTERNATIONAL 100 1/2 ton. Auto. Excellent cond. Pure gold. \$2,000. Call after 6pm. (313) 221-2343.

#### 198 DODGE Club Cab 360 V8. 1.6 liter, 4 bolt rims, runs great. body bad, breaks need work. Call after 6pm. (313) 231-1997.

#### 199 FORD F-100, good condition, \$800. (517) 546-620 ask for Al, or (313) 884-5408 even.

#### 200 CHEVY truck 18' box. \$2,500. (517) 548-8873.

#### 201 FORD, Extended cab. \$1,000. (517) 546-4369.

#### 202 GMC 6 cylinder, auto, power steering/brakes, box cap, very little rust. \$650. (313) 437-6375.

#### 203 GMC pickup, runs great, 1981 GMC. Call after 6pm. (313) 887-2134.

#### 204 CHEVROLET Suburban. Southlake 305, auto, power steering/brakes, as you can be the proud sales owner for only \$2900. (313) 688-2456.

#### 1986 FORD F-150 Auto, stereo. \$3995. (313) 437-6375.

#### 1986 FORD F-150 Auto, stereo. \$3995. (313) 437-6375.

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16D-GREEN SHEET EAST-Thursdays, September 26, 1991

NO DOWN PAYMENT DELIVERY \* DESTINATION CHARGES ALWAYS INCLUDED

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**YOUR DIRECT CHEVROLET APPROVED**  
**FACTORY OUTLETS**

**OVER 750 NEW AND USED CARS AND TRUCKS AVAILABLE**



**NEW 1991 GEO PRIZM**  
 Stock no. 8602F  
 Factory Price ..... \$11,090  
 Discount Savings ..... -771  
 Consumer Cash Back ..... -1000  
 1st Time Buyer's Discount\*\* ..... -500  
 GM Employee/Family Discount ..... -536  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$155\*** **\$7283**  
 Lease \$155.00 for 48 months or less



**NEW 1991 CORSICA LT**  
 Stock No. 6180J  
 Factory Price ..... \$10,685  
 Discount Savings ..... -749  
 Consumer Cash Back ..... -500  
 1st Time Buyer's Discount\*\* ..... -500  
 GM Employee/Family Discount ..... -511  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$171\*** **\$7425**  
 Lease \$171.10 for 48 months or less

**NEW 1991 STORM HATCHBACK**  
 Stock No. 7248F  
 Factory Price ..... \$19,190  
 Discount Savings ..... -2053  
 Consumer Cash Back ..... -500  
 1st Time Buyer's Discount\*\* ..... -500  
 GM Employee/Family Discount ..... -542  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$159\*** **\$8075**  
 Lease \$159.96 for 48 months or less

**NEW 1991 FULL SIZE PICKUP**  
 Stock No. 7822F  
 Factory Price ..... \$12,039  
 Discount Savings ..... -777  
 Consumer Cash Back ..... -1000  
 GM Employee/Family Discount ..... -572  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$175\*** **\$8690**  
 Lease \$175.01 for 48 months or less

**NEW 1991 BERETTA**  
 Stock No. 8411F  
 Factory Price ..... \$11,240  
 Discount Savings ..... -724  
 Consumer Cash Back ..... -500  
 1st Time Buyer's Discount\*\* ..... -500  
 GM Employee/Family Discount ..... -528  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$177\*** **\$7777**  
 Lease \$176.01 for 48 months or less

**NEW 1991 4x4 TRACKER**  
 Stock No. X70154F  
 Factory Price ..... \$11,248  
 Discount Savings ..... -255  
 Consumer Cash Back ..... -750  
 1st Time Buyer's Discount\*\* ..... -500  
 GM Employee/Family Discount ..... -547  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$174\*** **\$8194**  
 Lease \$173.07 for 48 months or less

**NEW 1991 CAPRICE**  
 Stock no. 5056J  
 Factory Price ..... \$19,804  
 Discount Savings ..... -2483  
 Consumer Cash Back ..... -1000  
 GM Employee/Family Discount ..... -983  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$288\*** **\$14,358**  
 Lease \$288.00 for 48 months or less



Tahoe, V6, power steering, am/fm stereo cassette  
**NEW 1991 S10 PICKUP**  
 Stock No. XT863J  
 Factory Price ..... \$12,090  
 Preferred Equipment Savings ..... -2095  
 Discount Savings ..... -636  
 Consumer Cash Back ..... -1000  
 1st Time Buyer's Discount\*\* ..... -500  
 GM Employee/Family Discount ..... -476  
 Your Net Trade In or Cash Reduction\* ..... -1000  
**\$140\*** **\$6383**  
 Lease \$140.31 for 48 months or less



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 Let Your Problem Become Our Problem  
 Our Staff and Finance Specialists Can Help You!  
**GM EMPLOYEES AND QUALIFIED RELATIVES**  
 You Save an Additional 5% Off Your Purchase!  
 Direct From GM!  
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 If you've never financed a new vehicle before, have no prior credit history and have the ability to make the payments, we can finance you with no money down! See dealer for details, some qualifications apply.  
**LIMITED TIME OFFER**  
**MILITARY DESERT STORM PERSONNEL**  
 Save Additional \$800  
**COLLEGE GRAD PROGRAM**  
 Save Additional \$500

**WESTSIDE'S #1 USED CAR CENTERS**

HIGHLAND	HIGHLAND	NOVI	NOVI
87 EXP Air, auto, 1 owner \$99** per mo. <b>\$2995</b>	86 F-150 PICKUP Automatic, stereo \$149** per mo. <b>\$3995</b>	87 SPRINT Hatchback, Turbo \$109** per mo. <b>\$2990</b>	88 SUNBIRD LE Auto, air, & more \$149** per mo. <b>\$4990</b>
88 CAVALIER Air, auto, affordable \$99** per mo. <b>\$3495</b>	85 MERKUR XR4Ti Leather, loaded, \$179** per mo. <b>\$4995</b>	88 SHADOW Auto, AC, real sharp \$129** per mo. <b>\$4390</b>	88 BERETTA priced to sell \$165** per mo. <b>\$5490</b>
88 SAMURAI CONVERTIBLE \$109** per mo. <b>\$3695</b>	88 PONTIAC GRAN PRIZ Auto, air, stereo \$175*** per mo. <b>\$5995</b>	85 STARCRAFT CONVERSION \$175** per mo. <b>\$4790</b>	88 CORSICA V-6, auto, 1 owner \$170** per mo. <b>\$5790</b>
87 LEBARON Air, auto, all power \$159** per mo. <b>\$4495</b>	91 CALAIS Like new, best buy \$149** per mo. <b>\$6995</b>	87 Z-24 CAV. extra clean \$175** per mo. <b>\$4990</b>	88 BRONCO II XLT Pkg, loaded \$199** per mo. <b>\$6990</b>

\*Lease payments based on approved credit on 48 month closed end lease, 50,000 mile limitation. Lessee is responsible for excessive wear and tear. 1st payment plus security deposit. (1st month payment plus 25%) license and title fees required. To get total amount multiply times 48. Subject to 4% use tax. Excessive mileage charge is 10¢ per mile if 60,000 is exceeded. Lessee has the option to purchase at lease end at a price (formula to be negotiated with Dealer). 1st TIME BUYER DISCOUNT DOES NOT APPLY TO LEASE. \*\*1st TIME BUYER'S DISCOUNT (F.T.B.) applies only to GMAC financing and subject to their approval. Cash buyers must add \$500 to net purchase price. OFFER applies to in stock units only. All prior sales excluded, add tax, title, transfer and documentation fee. \*\*\*Payments on 1985 thru 1987 models based on 36 months at 18.75% APR. 1988 models based on 48 months at 18.75% APR. 1991 models based on 60 months at 12.50% APR with tax, title, transfer and documentation fee as down payment. Ad expires 10-4-91.

**MARTY FELDMAN** Chevrolet

348-7000  
 SHOWROOM HOURS:  
 Mon. & Thur. 9 to 9  
 Tues., Wed., Fri. 9 to 6

42355 GRAND RIVER • NOVI  
 JUST EAST OF NOVI ROAD, NOVI

**JAY** Chevrolet

684-1025  
 SHOWROOM HOURS:  
 Mon. & Thur. 9 to 9  
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