

THURS
February 6,

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the NOVI NEWS

Volume 36
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Four Sections
44 Pages plus Supplements

Opinions NOVI DISTRICT DESERVES VOTER SUPPORT / 10A

Living SCHOLARSHIPS FOR NOVI GRADUATES / 1B

Sports CAGERS HOLD OFF LIONS FOR SIXTH KVC WIN / 9B

Students sample life in space

By SUZANNE HOLLYER
Staff Writer

Third graders at Novi Woods Elementary found out that life as an astronaut is a bowl of cherries — dehydrated cherries that is.

Novi Woods sponsored a space camp for third graders Monday. One activity let kids sample the dried and dehydrated cuisine eaten by astronauts.

Beef jerky, Tang and instant oatmeal were among the products on display at the elementary school's first space camp.

The program was the brainchild of third-grade teacher Sally Chandler. Chandler visited a space camp for teachers at the Kennedy Space Center in Cape Canaveral, Fla. While at the camp, the National Aeronautics and Space Administration (NASA) provided lesson plans for teachers like Chandler to use with students.

On Monday, about 27 Novi Woods parents volunteered to help students get a taste of life as an astronaut.

One lesson asked students to don earmuffs and sunglasses. The third graders then climbed in a sleeping bag only to have their arms strapped down. Parent volunteers then instructed the kids to attempt to sleep.

Student Alyssa Hamblin found sleep impossible. "It kind of felt like I was glued to a board because I couldn't move," Hamblin said.

But because astronauts sleep in shifts, they have to wear earmuffs and sunglasses to keep out the noise and light while their colleagues work nearby. Astronauts sleep strapped to a board so they don't float around the cabin in zero gravity conditions.

The sleeping conditions weren't



Photo by BRYAN MITCHELL

Continued on 7 Karen Cowley tries to sleep in conditions similar to what is found in a space craft.

Two cities seek solution for East Lake

By JAN JEFFRES
Staff Writer

Sometimes East Lake Drive seems like the problem that won't go away, at least not in the near future.

Some homeowners there are satisfied with the new stop signs. Others aren't.

Opinion is also split on a proposed traffic light at Fourteen Mile Road and East Lake.

Monday, the city councils of Novi and Walled Lake met in a first summit meeting. The low-key get-together was proposed by Walled Lake, which was miffed over Novi's 30-day shutdown of East Lake Drive last fall as a part of a 90-day traffic control experiment.

Novi Mayor Matthew Quinn says the closing was the most talked-about local issue Novi faced in 1991. Protests came tumbling in

"The stop signs are not working. The no-through truck signs are now being ignored . . . Novi has tried really hard to relieve the traffic. These other cities have done nothing."

Dave Clark
East Lake Drive resident

from Walled Lake, Wolverine Lake, Commerce Township and other neighboring communities.

Continued on 8

Walled Lake knocks Novi's shanty rules

By JAN JEFFRES
Staff Writer

The cities of Novi and Walled Lake were trading on thin ice when they discussed their respective ice fishing shanty ordinances in a joint meeting Monday.

Novi's daily shanty removal rules have pushed most ice fishers over to the City of Walled Lake's share of the lake that bears its name.

This year, Novi has had no applications for shanty registration. Walled Lake's handed out 21 permits. Walled Lake Mayor William

Roberts conceded that his city hasn't seen the glut of fishing shanties he anticipated when Novi passed its controversial ordinance last year.

But Walled Lake Council Member William Burke, who has a shoreline home, accused Novi of taking a "Henry Penny" approach when they beefed up their rules after one strong thaw led to a half-dozen shanties being submerged.

"For those who like to fish at night, you're making it impossible. You're saying you don't want ice shanties."

Continued on 12

Attorney says city broke meeting rule

By JAN JEFFRES
Staff Writer

City council members Carol Mason and Nancy Cassis questioned in January whether a developer's plan to lease six acres of city-owned land for a district courthouse was properly discussed behind closed doors.

Their instincts may have been sound.

City Attorney David Fried agreed Tuesday that based on a 1978 attorney general's opinion, the Open Meetings Act was violated when the council twice met privately to discuss Northstar Management and Consulting's proposal.

According to a 1978 opinion from state Attorney General Frank Kelley, the Michigan Open Meetings Act bars government bodies from discussing the sale or lease of municipal property in closed sessions.

If the city is seeking to purchase or lease property, this may be conducted in a non-public forum up until the time a purchase option is obtained, Kelley ruled.

"I think it's a correct opinion. I will so advise the council. Fried said."

"When you examine it as the attorney general did, you can see it has a purpose that is for acquisi-

Continued on 8

Lakes area residents go recruiting

By JAN JEFFRES
Staff Writer

The Lakes Area Residents Association (LARA) recently decided to expand, swooping south to include all of Novi north of Grand River Avenue.

"We had people outside the immediate lakes area ask to join in light of the fact that we have a very pro-active community association," LARA Vice President Harry Avagian said.

"We have come to understand that many of the immediate lakes area problems are regional in scope and therefore a solution can be more easily found by incorporating regional interests and ideas."

LARA had previously included only Novi residents and City of Walled Lake residents who

■ Finding two city councils seated at one table, LARA unveiled its list of traffic control requests. The story is on page 5A.

lived around or near the shores of Walled Lake.

Avagian said LARA hopes that Novi businesses such as Twelve Oaks Mall will join the association, which focuses on issues such as roads, traffic, water quality, planning and public safety.

"We think any of the problems the mall might have are similar to the problems residents have with Novi Road between Twelve Mile and Thirteen Mile," Avagian added.

Including more of Novi within their member-

ship will not leave Walled Lake LARA representatives outnumbered and outvoted, he explained. The Walled Lake members voted Jan. 28 for the expansion.

Avagian, who has served as LARA's watchdog on public safety issues, said the association is pleased with continuing attention to ambulance, police and fire emergency response times. Community Emergency Medical Service ambulance company has been averaging six to 6.5 minute response times recently, he said.

Several years ago, LARA members blasted a series of high response times to their section of Novi. Now, the association is focusing their attention on reportedly high ambulance response times within the City of Walled Lake, Avagian said.

inside

- BUSINESS1D
 - CALENDAR2A
 - CLASSIFIEDS3D
 - DIVERSIONS8B
 - EDITORIAL10A
 - IN SHAPE12B
 - LETTERS11A
 - LIVING1B
 - NOVI BRIEFS4A
 - NOVI HIGHLIGHTS2B
 - POLICE NEWS4A
 - REC BRIEFS11B
 - SPORTS9B
 - TRAVEL7B
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Novi voters sort through millage election language

By SUZANNE HOLLYER
Staff Writer

Novi schools will ask voters to approve a 13-mill, three-year tax renewal Tuesday, Feb. 11.

The 13 mills, which expired on Dec. 31, represent over one-third of 33.04 mills authorized for Novi schools.

To the taxpayer, one mill represents \$1 on each \$1,000 of state equalized valuation of property. The 13 mills up for renewal would cost taxpayers \$13 on each \$1,000 of their property's assessed value if the district levies the full amount.

Superintendent William Barr said the mills are very important to the district's operations.

"It's a third of our budget this year," Barr said, adding he expects the proposal will meet with success.

"Our community has always supported us, and I really don't see why they won't again," he said. "All we are really attempting to do is maintain the base the school district has always had."

The last unsuccessful millage election was held in June, 1977. Three proposals were on the ballot. One

■ The tax proposal Novi schools will ask voters to approve on Feb. 11 is a renewal, but legal requirements make the ballot less than plain and simple to voters. The story is on page 9.

■ The Novi school district's February and March newsletter may appear to some to advocate a "yes" vote in the Feb. 11 millage election, but the attorney general's office is not so sure. The story is on page 9.

passed. Barr attributes some of the success in recent millage elections to the school board. The board has levied the full 33.04 allowable mills three times since the Headlee Amendment began regulating tax levies in 1976.

Continued on 9

1991 - 92 OPERATING MILLAGE

Approved levy 33.04 mills
Current Levy 27.63 mill
(Total levied in 1991)

Election • February 11

Community Calendar

Thursday, February 6
Board of Education: The Novi school board meets at 7:30 p.m. in the Educational Services Building on Taft Road.
Saturday, February 8
Cabaret: The Novi Arts Council has scheduled its annual Cabaret show for 7 p.m. in the Novi Civic Center.

Monday, February 10
Arts Council: The Executive Board of the Novi Arts Council will meet at 6:30 p.m. in the Novi Civic Center.
Friday, February 14
School recess: Mid-winter recess begins at the end of the school day.

Wednesday, February 12
Parenting workshop: 'Sleeping Stones to Creativity,' a special parenting workshop will be presented at the Novi Woods Elementary School at 7:30 p.m.

Parents' learning: The program is sponsored by the Novi school district's Gifted and Talented Programming.
Youth baseball: The Novi Youth Baseball League's Board of Directors schedules its meetings for 7:30 p.m. on the second Wednesday of every month at the Novi Civic Center.
Seniors pollock: The Novi Senior Citizens will hold its monthly pollock luncheon at noon in the Community Center of the Novi Civic Center.

Thursday, February 13
Parkview PTO: The PTO board of Parkview Elementary meets at 7 p.m. in the school's art room, room 103.
Parks and rec: The Novi Parks and Recreation Commission will meet at 7:30 p.m. in the Novi Civic Center.

Friday, February 14
Creative Image Hair Salon: \$10.00 OFF Perms \$3.00 OFF Haircuts with this ad, thru March 31, 1992.
Daddy-Daughter Dance: The Novi Recreation Department will host the annual Daddy-Daughter Dance as a celebration of Valentine's Day.

Monday, February 10
Arts Council: The Executive Board of the Novi Arts Council will meet at 6:30 p.m. in the Novi Civic Center.

Wednesday, February 12
Parenting workshop: 'Sleeping Stones to Creativity,' a special parenting workshop will be presented at the Novi Woods Elementary School at 7:30 p.m.

Saturday, February 15
Daddy-Daughter Dance: The Novi Recreation Department will host the annual Daddy-Daughter Dance as a celebration of Valentine's Day.
Monday, February 17
President's Day: Offices of the City of Novi will be closed due to President's Day.
Tuesday, February 18
Register to vote: Today is the last day to register to vote or to declare a party preference to vote in the March 17 presidential primary election.

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Monthly Allergy Tip
If you never stop fighting the cold war, it's time to question if it's really a cold you are fighting!
Coughs and chest congestion are often caused by respiratory infections.
Michael S. Rowe, M.D. and Michael J. Hepler, M.D. Allergy and Asthma Center of Southeast Michigan, P.C.

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Have A Heart This Valentine Season
Do Something Nice For Someone Today
We have what it takes. Whether it's routine maintenance or something more complicated, no one is going to give your Ford, Mercury or Lincoln the care that we can.

Arbitrator sides against janitors

By SUZANNE HOLLYER Staff Writer
The Novi School District will not have to apologize for searching five night custodians for missing money, arbitrators decided last month.
But at least two of the custodians who were on duty that night will pursue the case into the courtroom.
The janitors were searched with a black light in November 1990 after a marked \$20 turned up missing from the counseling office.

CITY OF NOVİ LEE C. BEGOLE POLİCE HEADQUARTERS



It's official
And the sign is up. The Novi Police Department building has been renamed the "City of Novi Lee C. BeGole Police Headquarters" in honor of the city's long-time, now retired police chief.

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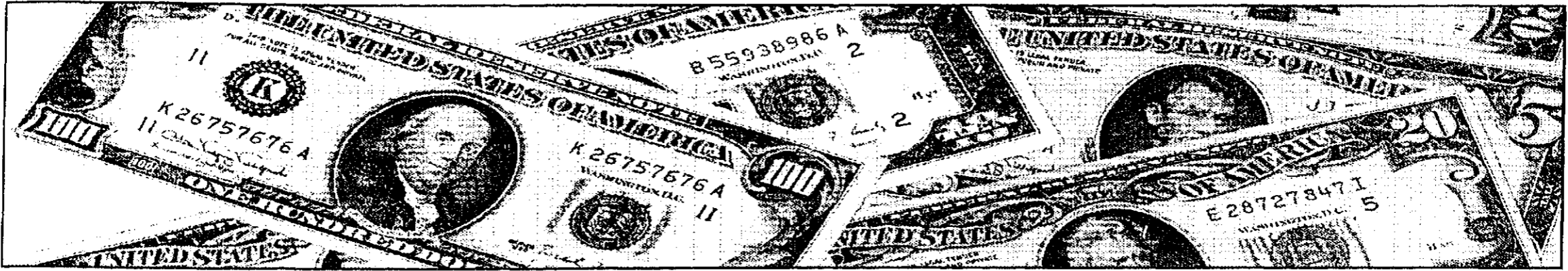
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winners announced/2BGirl Scouts embark
on annual ritual/3BThe people behind
Novi High scholarships/5BPTG presents
'Camelot' in Northville/8BTHURSDAY
February 6,
1992

1992 \$cholar\$hip round-up



Novi groups offer variety of scholarships

Interest in local scholarships in Novi soared approximately six years ago, as groups within the community began to provide more and more scholarships.

Today, high school seniors in Novi receive about 32 individual awards, totaling \$19,000, according to Novi High School counselor Mary Jane Baird. That's a lot more than many other communities.

The process of applying for a scholarship is rather simple. Students can pick up a common application from the high school counseling office. The form lists all of the local scholarships available to them, as well as the criteria used to determine the winners. Students can check off the scholarships for which they would like to apply.

Those interested in applying for these scholarships should check with the counseling office as soon as possible, and note the deadline for applications.

Baird offered helpful hints to students applying for local scholarships: Keep grades up, develop talents and get involved in extra-curricular activities. Also, be sure to apply to colleges early in your senior year and work with that college in pursuing other scholarships.

Another piece of advice that Baird recommends to students is to look at less-well-known colleges and schools.

"If you go to the University of Michigan, there's a slim chance of receiving financial aid," she said. "If you choose a popular school, they're not likely to provide financial aid."

Figures included in a Michigan College Guide show that 38 percent of the students attending the University of Michigan receive financial aid from the school. At smaller colleges such as Northern Michigan University, 51 percent of the students receive financial aid. And at Wayne State University, 60 percent of the students receive financial

help.

"Look at schools that are recruiting because they want to attract you," Baird said.

The following is a list of scholarships that are available to Novi students this year:

Novi Education Association Scholarship/Gerald and Ruth Hartman Memorial Scholarship: Applicants must have maintained a B average, show financial need, and be a prospective graduate of Novi High School. The student must submit two letters of recommendation from teachers with the application.

Novi Education Secretaries and Paraprofessionals Scholarship: Applicants must have a B or better grade average and good moral character. Financial need is not a factor.

Continued on 5



Northville students defray college cost

Scholarships are becoming an increasingly popular way to finance a college education.

In fact, few young people make it through their college careers without some form of financial aid. Locally, several groups make it a goal to provide scholarships to students who choose to further their education. And students are responding to their generosity.

Gladys Cohen, a Northville High School counselor since 1982, noted that about eight students applied for local scholarships during her first year on the job.

In 1985, the application process was changed to encourage more students to apply. A common application is now used and consists of a form that lists all of the available local scholarships. Applicants simply fill in the pertinent information and check off the scholarships in which they are interested.

The applications are then forwarded to the groups that award the scholarships. Committees within each local group review the applications and make the final determinations.

That application form will again be offered to students this year, according to the Northville High School counseling office. Students should watch for announcements to find out when it will be available.

Deadlines for these applications will be March 26. Scholarship winners are scheduled to be selected April 30.

Things have changed since 1982, and now a lot more students indicate interest in these scholarships each year.

The following is a list of local scholarships that were awarded to Northville students last year:

Robert Niemi Scholarship: Applicants must be participants in athletic and student activities, and must participate in an outside-school activity.

George Berryman Scholarship: Applicants must be accepted by a post-secondary institution to continue the study of music or teaching, and must show participation in extra-curricular activities and community activities.

Northville Woman's Club Grant-In-Aid: Applicants must have attended Northville High School for at least two years and have a grade

Irene Audra McMinn Scholar-

Continued on 4



Volunteer



AILEEN BARKER

First Step lets women leave abuse behind

"An abusive person can be charming," said Aileen Barker, a volunteer at the First Step crisis center.

Barker said she has learned this from answering the phone two days a week at First Step crisis center, a facility which is available for survivors of domestic violence and sexual assault in Western Wayne County.

"He was nice. He was wonderful," a woman calling in will tell her. "Then he changed." And now she needs help. She has no one to turn to.

Her age may be from teens on up. She may be married or single. She may have children or only herself. And she may belong to any socioeconomic group.

After talking with the caller and finding out just what her problem is, Barker may suggest she come to the shelter — by going first to the police department and saying she has contacted First Step. From there she will be brought in. The address of First Step may not be publicized.

Sometimes Barker is on duty

when a woman arrives. If so, she greets her and shows her not just a room she may use, but she also acquaints her with the whole facility where women share meal planning and preparation and are given group and individual counseling.

And there are repeat telephone calls from women who have already been in the shelter. The husband or boyfriend — new or the same one — is giving trouble again.

Isn't this frustrating volunteering? She answered, "No. It's gratifying," because there are also those women who call back to say, "I have a job. I'm fine."

Training? Each volunteer — and she may be a crisis line worker, a peer counselor, community outreach worker, or other — takes an initial 40-hour training that focuses on counselling skills, the dynamics of family violence and sexual assault.

If you are interested, call 459-4300.

Pet of the Week



Beagle mix
4 months,
female, has
shots

To adopt this pet, contact:
Kershaw Animal Hospital
421-7878 or
The Animal Welfare Society
751-2570

1991-92 KVC WRESTLING STANDINGS and INDIVIDUAL FINALS table

Spikers slam KVC rivals to go 6-3

By SCOTT DANIEL Staff Sports Writer

In what is quickly becoming the most successful Wildcat volleyball season in years, Novi sent defending Kensington Valley Conference champ South Lyon packing with a two game sweep Jan. 30.

"At that point, I thought we should have taken it home. But (the Lions) weren't going to give up easily."

Wagner said, "and played exceptionally well." In taking the seven-point win, she said Novi concentrated very well. Wagner said her spikers made smooth transitions from defense to offense.

The Wildcats listened, but not until they made it dramatic. South Lyon took a 12-10 lead before Novi stormed back for a 15-12 match winning victory. Munro was again in on the winning serves.

Wrestlers take fifth at KVC meet

Continued from 9

"You teach the kids that almost anything is possible on the mat," Fritz explained. "But this was almost impossible."

or the heavyweight divisions. Fritz praised 165-pounder Stu Myers, though.

Lets not go back to the good old days

When times are hard, as they are now, we often hear how things would straighten out if only we returned to the ways of yesteryear.

teams during the school year so long as the two seasons don't overlap. A Novi girls basketball player could play for her school in the fall, for example, and for an outside hoop team later on in the school year.

ideas and teach them a variety of physical skills. In reality, as has been pointed out by detractors of the proposed change, going back to the old system would hurt many students.

GOLFLAND'S WINTER TUNE-UPS! RE-GRIP SPECIAL \$99.00

MITCH HOUSEY'S Join Us for VALENTINE'S DAY

Trackin' the 'Cats

BASKETBALL: Hosting Hartland, 7:30 p.m., Feb. 7. SWIMMING: At Livonia Franklin, Feb. 11, 7 p.m. VOLLEYBALL: Al Lakeland, 8 p.m., today. At South Lyon Invitational, Feb. 8, 9:30 a.m. Hosting Hartland, 6:30 p.m., Feb. 10.

Rec Briefs

Open Gym: Open gym time is available at Novi Meadows school from 8:30-10 p.m. Mondays and Wednesdays. You must be a Novi school district resident.

SCOREBOARD

SCOREBOARD table with columns for BASKETBALL, KVC STANDINGS, WRESTLING, BASKETBALL, VOLLEYBALL, and KVC STANDINGS

Northville's Huzjak signs with Toledo

By SCOTT DANIEL Staff Sports Writer Ryan Huzjak is heading south. The most prolific quarterback in Northville history was expected to sign a national letter of intent with the University of Toledo yesterday on a full-ride four-year football scholarship.

bers, Huzjak had nearly an identical completion rate, connecting on 121 of 222, and increased his passing yardage to 1,537.

Catch the Action!! Winter Break Basketball Camp February 17-20 9am-1pm

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REAL ESTATE

Brokers branch out to attract clients

By James M. Woodard
Copley News Service

Selecting a real estate broker is becoming a complicated process. The age of specialization has strongly impacted the real estate industry.

In today's competitive market, many brokers feel they must offer a specialized service or some kind of unique marketing "hook" to attract a continuing flow of new business contacts.

For example, Realtor Kay Wilson-Bolton applied for and was recently accepted as a qualified third-party contractor for the Resolution Trust Corp. As such, she can now participate in the management and sale of properties owned by failed thrift institutions.

"Being an RTC-approved broker allows us to participate in another realm of real estate activity," Wilson-Bolton said. "The qualification process is lengthy and detailed. And even though we have not yet sold an RTC property, I feel the time and effort required to be RTC-approved is well worth it."

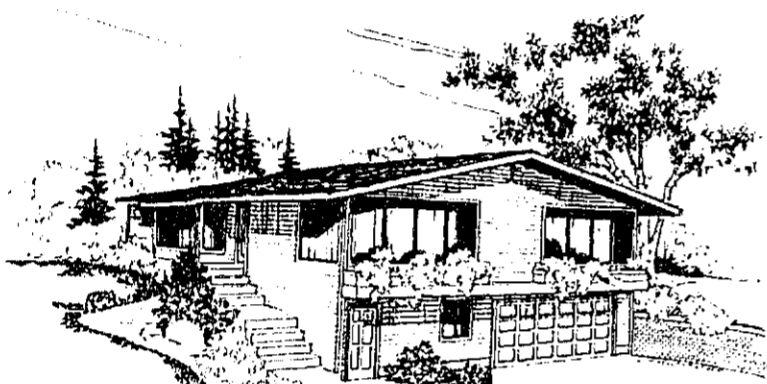
Nationally, there are about 80,000 approved contractors (brokers and others) in the RTC data base, according to Kevin Shields, an RTC representative.

Despite this high number, the qualification criteria is stiff. The questionnaire for brokers seeking RTC approval is 28 pages long.

As another specialized service, Wilson-Bolton provides "forensic

Continued on 2

HOME DESIGNS



The Clearmont fits the bill of home or vacation cabin

By James McAlexander
Copley News Service

Some people look at the Clearmont and see a vacation cabin. Others feel just as comfortable calling it a home. The truth is, it can easily fill either role.

The Clearmont is designed to be built into a hill, with access at the lower level limited to the front side and no windows or doors at the rear or on the sides.

Noting the compact and almost square layout, construction and heating costs will be lower than in many similarly sized homes. Energy efficiency is one big plus of this design. The bottom floor is naturally insulated at the back and sides by the soil of the hillside that wraps around it.

The second floor is the main floor. All the living takes place here. On this level, more windows than walls rim two sides of the home, allowing for full appreciation of a panoramic view.

In addition to the broad vistas, the windows also give a bright, airy

feeling to the living room, dining room, kitchen and master bedroom. In the living room, a vaulted ceiling further enhances the sense of spaciousness.

Placement of the range and oven in the eating bar makes it as handy for quick snacks, served at the bar, as it is for more formal meals in the window-brightened dining area. Family preference will dictate whether this room is outfitted as an informal eating nook or a more formal dining room.

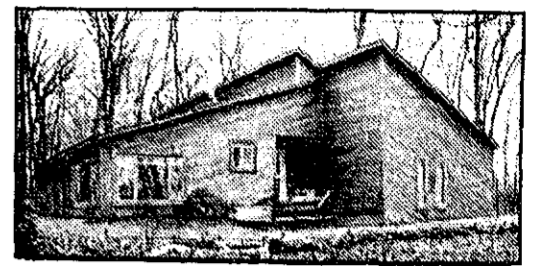
Internal access to the lower level is close to the kitchen, convenient for unloading groceries. Uses for the non-garage portion of the lower floor are limited only by the imagination of the owners. While it could be a shop, all or part of it could also be outfitted as a playroom, utility room, exercise room, office or whatever.

For a study plan of the Clearmont (400-42), send \$7.50 to c/o HomeTown Newspapers, 323 E. Grand River Ave., Howell, MI 48843. (Be sure to specify plan name and number when ordering.)



Above, Don and Ronnie Caley relax on their glass-enclosed sunporch. The design of the home centers on an energy-conscious theme. The master bathroom, at right, has a step-up bath with a jacuzzi.

Photos by HAL GOULD



The Caleys' dream home is constructed of contemporary knotty cedar.

SWEET DREAM

By Pamela Dear
Special Writer

"This is not only our retirement home, but it's our dream home," Ronnie Caley explained. Ronnie and husband Don have specially designed and helped to build their handsome home quietly nestled away on two wooded acres off South Hill Road in Milford.

"We started out rather modestly thinking in terms of a little retirement home, but this was probably our only chance of getting everything exactly how we wanted," Don said. "The house has probably all the bells and whistles you can think of."

The couple moved into the home in August of 1989. Both Caleys retired this past summer. Ronnie had taught high school in Trenton and Don was an automotive engineer for Ford Motor Co. They previously lived in the Wayne-Westland area and have been married for 37 years.

Their comfortable retirement home is an approximate 2,400-square-foot contemporary knotty cedar construction with a large living room, high-tech kitchen with a separate eating nook, three bedrooms, two baths, main floor laundry area, 2-1/2 car garage, and a full basement with a walkout.

Other special qualities include an abundance of windows, vaulted ceilings, two gas fireplaces, central air, a security system, nine skylights, a glass-enclosed sunporch, a central vacuum system, and a jacuzzi in the master bath.

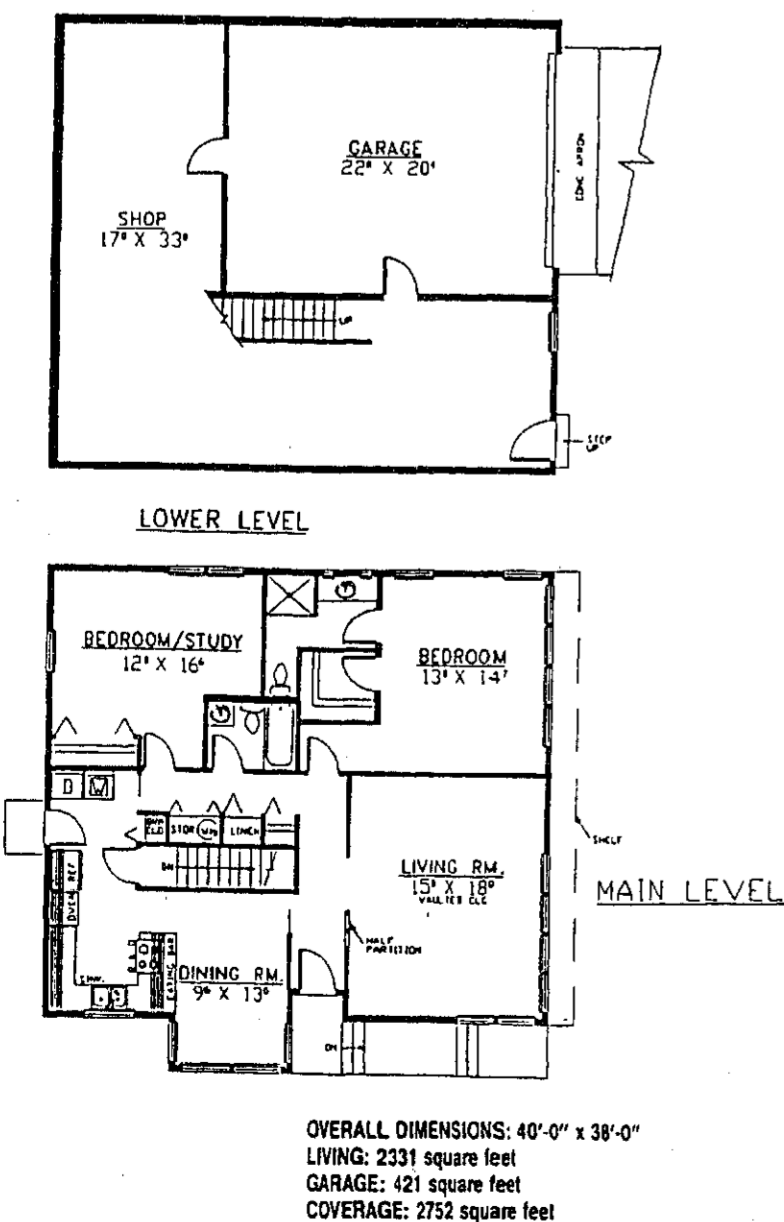
"We started off with one of those plans that they print in the newspapers," Ronnie said. "There are no house plans where you have three bedrooms in a row across the back, unless it is a four or more bedroom house. We wanted all three bedrooms on the north side," she said.

"We wanted to put the space you use the most, like the kitchen, the living room and the sun porch on the sunny side, or south side of the house," Don added. "With the bedrooms on the north side, it would be cooler and better for sleeping," Ronnie also explained.

"We designed it from the ground up, every square foot of it we designed," Don said proudly. The Caleys did consult Larry Tesoff, an architectural designer, to assist in the blueprints to determine necessary requirements such as closet space, hallway sizing, as well as to incorporate building code specifications.

Builder Jim Altwater put up the

Continued on 3



Bring spring in-doors

By C. Z. Guest
Copley News Service

GARDENING

Q. My grandmother used to love flowers and once told me a story of her best beau bringing her a tussie-mussie for Valentine's Day. What exactly is a tussie-mussie?

A. Boy, I really had to do a lot of back research for this one, but it's definitely worth writing about.

Tussie-mussie or tuzzy-muzzy was an expression used in Victorian times to describe a small bouquet of flowers—a nosegay. They were made by wrapping a damp cloth around the stems of a bunch of flowers—violets, irises, crocuses or anemones. The cloth was held in place by a few colorful ribbons.

Today, you could use aluminum foil with a damp paper towel inside. For decoration, you could use a lace "dolly" around the aluminum foil. The tussie-mussie is a gift of love given by a man to his best girl.

FORCING SPRING

You can have flowers in a matter of days—let it be spring! The trick is forcing branches. All you need are a few branches of a spring-flowering shrub or tree and a pair of clippers.

Forcing the plants to bloom

ahead of schedule is a cinch. Simply cut a few branches, bring them inside and give them plenty of fresh water. Within a few days, they'll respond to the warmth of your house and blooms will appear. Since these plants set their flower buds last autumn, the buds are dormant, just waiting for spring.

As a rule of thumb, you can begin forcing branches one to two months before they flower outdoors.

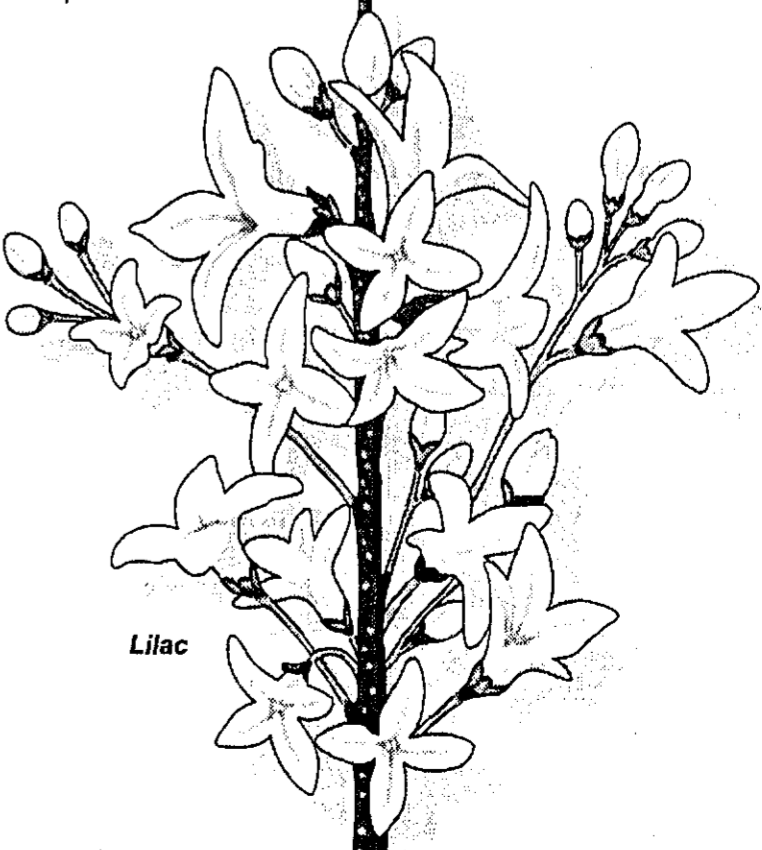
When you select the branches you wish to cut, always keep in mind that you're pruning the plant. Consider the plant's overall form; it's best to select limbs that cross, grow inward or are misshapen.

Choose branches with ample flower buds, so gather when the weather is mild and place them in warm water in a cool spot (60 to 65 degrees). Cut about an inch from the base of each stem weekly, and change the water several times a week.

When the first buds open completely, make an arrangement for your house. Then you'll have the pleasure of

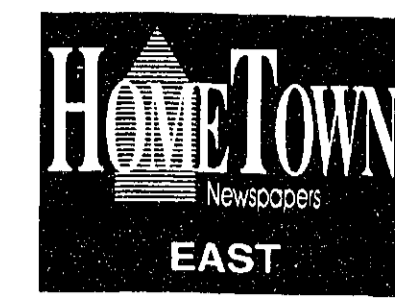
Forcing branches

- For quick-flowering branches indoors, cut a few stems from spring-flowering shrubs or trees one to two months before they start flowering outdoors.
- Select branches that cross, grow inward, or are misshapen.
- Once inside, cut branches an inch from the base every week; change the water several times a week.
- Branches cut closer to their natural flowering period will open faster indoors.

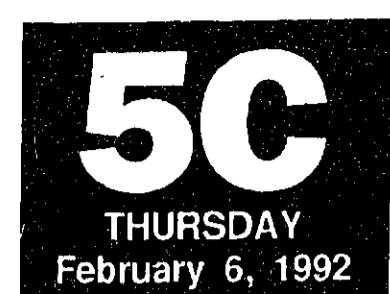


Copley News Service/Dan Clifford

Continued on 2



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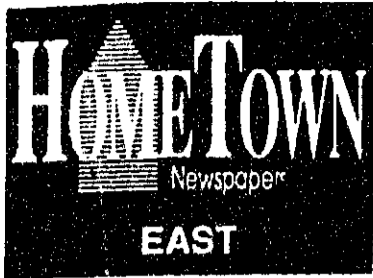
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CLASSIFIED GREEN SHEET

D
THURSDAY
February 6, 1992

No nonsense North Carolina Furniture targets bargain shopper

By RICK BYRNE
Copy Editor

Well, it looks like old Goliath is in for another whiplash at the hands of David.

North Carolina Furniture Outlet is a new furniture store in Novi that is taking on the industry's giants. But unlike the big stores, North Carolina Furniture is able to offer huge discounts, thanks to low overhead and a team of shrewd buyers.

"We are selling good furniture at outlet prices," says John Denman, manager of the store at 26179 Novi Road. "We're a no-nonsense type of store. We're not like the big guys who have all sorts of tricks and gimmicks to get you in the door."

Denman says flashy newspaper and TV advertising and a fancy store are no guarantee of good furniture or a good price.

"We carry 15-20 lines of furniture, and 98 percent of what we have is made in America," he says. "The bigger places, in order to meet their high overhead, have to buy from China, Taiwan and other places overseas. We have a solid oak dining room table, made in America, for \$200. To get that kind of quality, you'd have to go to a high-line store and pay twice as much. You won't find things here with vinyl or plastic sides or chipboard."

And bargain prices don't mean the customer has to sacrifice choice either. Though North Carolina Furni-

ture limits itself primarily to living room and dining room furniture, styles and fabrics are practically unlimited.

"We have a sofa with a \$500 price tag that you can choose in about 100 different fabrics," says Denman.

Compare that to a similarly priced sofa at a larger store, and you'll be offered one kind of fabric in a handful of colors. At North Carolina Furniture, Denman says most upholstered pieces come in a choice of 50-60 fabrics.

The store carries contemporary pieces, as well as the hard-to-find country and traditional styles.

"If you're looking for traditional or country style, you generally have to look in a higher line store," Denman says.

So what's the secret? How does this small store in Novi manage to offer high-quality goods at prices that would make the big stores blush?

The success comes from the many ways the owners keep overhead low. The store does virtually no advertising, unlike the big stores which have ad budgets in the millions of dollars. According to Denman, customers just seem to find the store by word of mouth. Most come from the local area, too.

The store itself was a big money-saver for North Carolina Furniture as well. What was once a used car dealership was graced with a new interior, new siding, an attractive awning and a paved driveway.



John Denman is store manager at the new North Carolina Furniture Outlet in Novi

Photo by BRYAN MITCHELL

"This was just an old block building," says Denman. "We remodeled the place ourselves. We didn't need to spend \$200,000 on remodeling costs."

And since the store has opened, the location on Novi Road just across from the Town Center has proven successful as well.

"We opened just before the holi-

days, and business has been steady," Denman says. "With this area growing — all these new houses, condos — these people all need furniture. You can't have old furniture in a new house."

North Carolina Furniture also keeps prices low with careful buying from wholesalers.

"We buy anything from one-of-a-

kind to discontinued fabrics," Denman says. "We get end-of-run merchandise at special prices, and in some cases they'll throw in the freight."

With its own warehouse, North Carolina Furniture can pass the savings on to the customer. It goes to show that even in some of the wealthier Detroit suburbs, people still ap-

preciate a bargain.

"People out here are affluent, but because of the high cost of living, they may not necessarily buy a \$2,500 sofa," says Denman. "They want the value, but they want quality too. Just because you live in a \$200,000 home doesn't mean you don't have to watch your pennies."

Mary DiPaolo/Focus: Small Business

Do-it-yourself ethic is detrimental



Della works at home and is responsible for the payroll and bookkeeping activities of her family's trucking business.

Even though she adjusted to a hectic schedule before the birth of her first child, Della now finds it almost impossible to cope with the daily demands of both work and family.

Although Della has hired someone to come in and care for her son each day, it hasn't been enough of a help.

"I hear the baby cry and immediately run upstairs to comfort him," she said. "So I wonder why I even bothered getting a sitter in the first place."

Della also said she could use some help to ease the burden of her increasing work load. But she is reluctant to hire anyone.

"Strangers can't be trusted with family business," she said, "and besides that, the only way anything will get done right is if I do it myself." Or so she thinks.

Falling victim to a "do-it-myself" mentality is one problem that plagues small business owners and managers from every industry. And no matter what excuse is used to keep others at a personal or professional distance, the fact is that no one can do everything without suffering the side effects sooner or later. High blood pressure, drug or alcohol abuse and other stress-induced ailments are often the unwelcome bonds that link these "martyrs" together.

Overcoming the problem isn't easy, but it is possible for those who begin by identifying what aspects of the employer/employee relationship they are most uncomfortable with. If seeking good hired help leaves you cold, try using non-traditional recruitment methods. Rather than shooting in the dark by placing blind ads, try college career planning centers, professional industry groups and your existing network of

contacts to put you in touch with employee candidates.

Next, try delegating a safe level of responsibility to your employee, while building trust in the process. Data input, typing or filing and running errands are just a few of the tasks that can be assigned to others at minimum risk to yourself and your company. As employees prove themselves over time, you will then be in a position to pick and choose what other responsibilities you believe they can successfully handle.

Finally, keep in mind that the nature of an employee's work environment should be designed for maximum performance. It's one thing to house an employee in a well-equipped basement office or separate facility, but quite another when the office is no more than a card table and computer set up in your kitchen.

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

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We'll Beat Any Competitor's Price — PERIOD!

® BF Goodrich®
T/A® Radials

We make your car or truck perform

TOURING TA®
Grand-touring style...
performance-level handling.

SIZE	PRICE
195/70 R14	\$41.99

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BF GOODRICH T/A RADIALS

All Season Radials

\$23.99

White Wall	P155-80R13	\$28.99
	P175-80R13	\$30.99
	P185-80R13	\$34.99
	P195-75R14	\$39.99
	P205-75R15	\$41.99
	P215-75R15	\$44.99

FAST FREE MOUNTING • NO TRADE-IN REQUIRED • NO APPOINTMENTS NECESSARY

240 PLUS LOCATIONS IN MICHIGAN, INDIANA, ARIZONA, COLORADO, NEVADA, FLORIDA, NEW MEXICO, TEXAS, CALIFORNIA, UTAH & WASHINGTON

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DISCOUNT TIRE CO. INC.

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1021 E. Michigan, Ypsilanti 482-6601	3345 Washtenaw, East Ann Arbor 971-3400
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Open Daily 8:00-6:00, Sat 8:00-5:00

Cindy's Country Home Accents

Hey Guys! Give her something special this year.

10% OFF Heartshaped accent pillows (in store or special order)
(With coupon - exp. 2-16-92)

960-8830
121 Wixom Rd. • Wixom

CARPET SALE

UP TO **75% OFF** Select Remnants
Sale ends 2-10-92

USED AUTO SHOW CARPET

\$1.00 sq. yd. to \$5.95 sq. yd.

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Ignition Chemicals Auto Parts

"I'M LIVING PROOF YOU DON'T HAVE TO DIE FOR A DRINK!"

Get Help Like Bob Welch Got.
Call The National Council on Alcoholism In Your Area.
Or write NCA, 733 Third Avenue, N.Y., N.Y. 10017

Business Briefs

LISA JOHNSON of Novi has been promoted to the internal operations group of Campbell-Mithun-Esty (CME) Advertising handling Chrysler Corporation's Jeep/Eagle dealer advertising business.

JAMES BOURGAINIS, vice president and internal operations manager, announced that Johnson has joined the group as an account executive. In her position, she and other members of her group act as liaison for the 25 field offices and the Detroit office, assisting in media placement and special promotions.

JOHNSON oversees the Central region as well as Dallas, Houston, Portland and Kansas City. Johnson came to CME in 1990 as a traffic coordinator in the print production department, coordinating the production of all print advertising for the 28 dealer associations nationwide and the factory advertising. She previously worked as a sales representative for Great Lakes Beverage, a distributor for Anheuser-Busch beer.

CME is a \$9.10 million agency with full-service offices in Chicago, Detroit, Los Angeles, Minneapolis, New York and Toronto and Windsor, Ontario.

MICHAEL BELANGER OF BELANGER INC. in Northville has been named to the planning committee for the upcoming International Carwash Association (ICA) exposition.

The Annual Exposition will be March 30 through April 1 at the Las Vegas Convention Center. He will serve as the regional representative for those interested in attending or exhibiting at the event.

According to Belanger, "A wide range of businesses benefit from locating at car washes. Besides washing and waxing, car wash centers offer gasoline, convenience store items, vehicle rentals, auto accessories and equipment, oil changes and tires, tune-ups, exhaust replacement and brake and front end work. Car wash centers even offer dry cleaning, shoe repair, roses, greeting cards and deli sandwiches. Today's car wash owner is a car care professional who also owns and manages a prime, high-traffic retail location."

According to Forbes magazine (May 14, 1990), "The fundamentals are there. Because automobile prices have been rising, people have been keeping their cars longer and washing them more often, on the theory that keeping them clean will make them last longer."

The convention attracts 8,000 attendees and 200 exhibitors. Keynote will be Harvey Mackay, author of *Beauvoir of a Naked Man Who Offers You His Shirt*.

For a prospectus, contact the committee member in your region, or the International Carwash Association, One Imperial Place, E22nd St., Lombard IL 60418. Telephone: 708-495-0100.

ATTORNEY TO SPEAK: Northville attorney Charles N. Simkins, a nationally known closed-head injury legal expert and speaker, has been invited back as guest speaker at the Michigan Trial Lawyers Association Winter Seminar for Attorneys. This seminar is scheduled for Friday and Saturday, Feb. 7 and 8, from 8:30 a.m. to 1:15 p.m. at the Tree Top Sylvan Resort Conference Center in Gaylord.

Simkins will be speaking on Feb. 7 at 8:30 a.m. on the topic of closed head injuries in terms of understanding neuropsychological test evaluations and understanding the relationship between mild cognitive deficits and a person's ability to function in the real world.

Simkins is the chairperson of the Development Committee for the Michigan Head Injury Alliance, a member of the National Head Injury Foundation Task Force for Minor Head Injury and the publisher of a book entitled *Gentle Touches: A Collection of Essays by Persons Surviving Head Injury*. Most recently, Simkins was a contributing author to the National Mothers Against Drunk Drivers (MADD) new pamphlet, "Closed Head Injury: A Common Complication of Vehicular Crashes" (now in print).

Simkins is available to speak to closed head injury groups, support groups, professional associations or other groups of this nature throughout the United States.

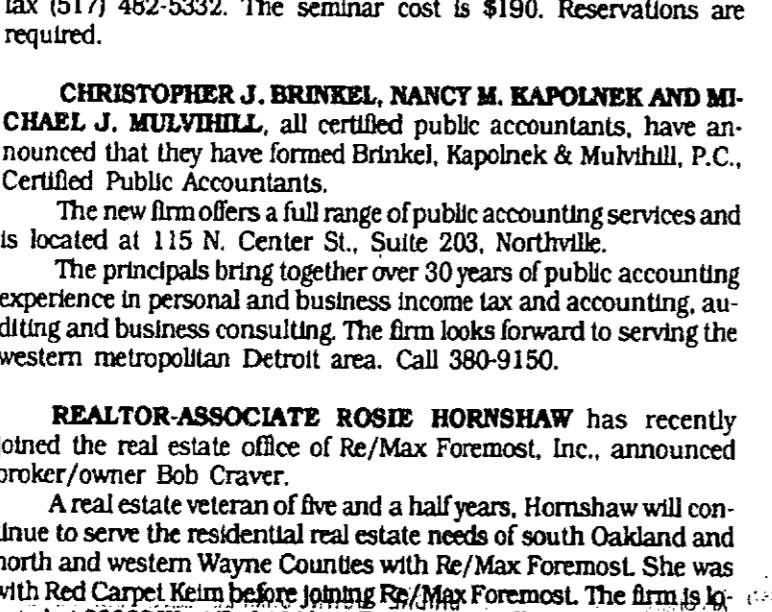
For reservations or further information please contact Jane Bailey at the Michigan Trial Lawyers Association at (517) 482-7740, or



ROSIE HORNSHAW



CHRISTOPHER BRINKEL



NANCY KAPOLNEK



MICHAEL MULVIHILL

County Board of Realtors presented Hornshaw with its President's Club Award in 1987. She currently serves on the board's grievance committee. Hornshaw has two children and lives in Farmington Hills. Re/Max is an international real estate firm with more than 28,000 real estate associates working out of over 1,800 independently owned and operated offices. It is the largest real estate franchise in Canada and the second largest in the United States. Re/Max currently has 20 offices in Oakland, Wayne and Macomb Counties. In all of Michigan, Re/Max has a total of more than 780 real estate associates working out of 75 offices.

BRIDAL SHOW At the: Barnstormer FUN AND DANCING

The Bridal Party of the Year! Peaches & Cream Prom and Bridal Show Sunday, Feb. 16 Doors open at Noon Fashion Show at 2 pm

Advance Tickets ... \$3.00 At the Door \$5.00 Bridal Exhibits by: Brighton Tux, Elite Sweets Pastries, Night Beat DJ, Belmont Florist, Best Western Whitmore Lk., Barnstormer Catering, Ashley Limousine, Catering by Cortis, Cooper's Jewelry, Arctic Ice Sculpturing, California Nails, Say It With Bellooms, Bernice Dee's Bridal Shop, Photographic Impressions, Music-To-Go, Straight Productions, Yuckerman Video Productions, DJ - C. J. Mac, Travel Plus, Mary Kay Cosmetics, Rev. Deah, Plus many more!

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84th Annual Shrine Circus 30% OFF UP TO MAIL ORDERS ONLY! ORDER NOW! DNR State Fairgrounds 8 Mile & Woodward • Detroit. Includes schedule of events, ticket prices, and contact information for Metrogroup Inc.

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GREEN SHEET CLASSIFIEDS Pricing: 3 lines \$7.74 Each additional line \$1.74 (non-commercial ads) Place classified ads: Monday: 8 am to 5 pm Tuesday-Friday: 8:30 am to 5 pm

Green Sheet Classifieds Appear In: The Northville Record, Novi News, Milford Times, South Lyon Herald, Brighton Argus, Livingston County Press, and can be ordered for the Fowlerville, Pinckney & Hartland Shopping Guide.

001 Free 11 FEATHER... 009 Entertainment 11 FEATHER... 010 Special Notices 1 SHAKEL... 015 Lost 2-22 Black Lab... ATTENTION NOTICE BUILDERS LICENSE TESTING CHANGES FOR NEW APPLICANTS!

Super Crossword

ACROSS 1 CAI follower 5 Edna Ferber hit 10 Takes live 15 First, sir 18 Three-a-full 19 Yes, sir 20 Piously 21 Missy 22 Ignorant 23 Sudden 24 Haager's pain 25 Bagg's 26 Boland star 27 Direct or 28 Jacket of 29 Five-O 30 Vast 31 He should 32 Tine 33 Currying 34 Labor org 35 Mince 36 Garmies 37 Urv 38 Datas 39 Anatomical 40 Count restors 41 Finch 42 Eup 43 Pig art 44 Surgical knif 45 Sparg 46 Noman 47 Place of

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LAST WEEK'S SOLUTION

ACROSS 1 CAI follower 5 Edna Ferber hit 10 Takes live 15 First, sir 18 Three-a-full 19 Yes, sir 20 Piously 21 Missy 22 Ignorant 23 Sudden 24 Haager's pain 25 Bagg's 26 Boland star 27 Direct or 28 Jacket of 29 Five-O 30 Vast 31 He should 32 Tine 33 Currying 34 Labor org 35 Mince 36 Garmies 37 Urv 38 Datas 39 Anatomical 40 Count restors 41 Finch 42 Eup 43 Pig art 44 Surgical knif 45 Sparg 46 Noman 47 Place of 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100 101 102 103 104 105 106 107 108 109 110 111 112 113 114 115 116 117 118 119 120 121 122 123 124 125 126 127 128 129 130 131 132 133 134 135 136 137 138 139 140 141 142 143 144 145 146 147 148 149 150 151 152 153 154 155 156 157 158 159 160 161 162 163 164 165 166 167 168 169 170 171 172 173 174 175 176 177 178 179 180 181 182 183 184 185 186 187 188 189 190 191 192 193 194 195 196 197 198 199 200 201 202 203 204 205 206 207 208 209 210 211 212 213 214 215 216 217 218 219 220 221 222 223 224 225 226 227 228 229 230 231 232 233 234 235 236 237 238 239 240 241 242 243 244 245 246 247 248 249 250 251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269 270 271 272 273 274 275 276 277 278 279 280 281 282 283 284 285 286 287 288 289 290 291 292 293 294 295 296 297 298 299 300 301 302 303 304 305 306 307 308 309 310 311 312 313 314 315 316 317 318 319 320 321 322 323 324 325 326 327 328 329 330 331 332 333 334 335 336 337 338 339 340 341 342 343 344 345 346 347 348 349 350 351 352 353 354 355 356 357 358 359 360 361 362 363 364 365 366 367 368 369 370 371 372 373 374 375 376 377 378 379 380 381 382 383 384 385 386 387 388 389 390 391 392 393 394 395 396 397 398 399 400 401 402 403 404 405 406 407 408 409 410 411 412 413 414 415 416 417 418 419 420 421 422 423 424 425 426 427 428 429 430 431 432 433 434 435 436 437 438 439 440 441 442 443 444 445 446 447 448 449 450 451 452 453 454 455 456 457 458 459 460 461 462 463 464 465 466 467 468 469 470 471 472 473 474 475 476 477 478 479 480 481 482 483 484 485 486 487 488 489 490 491 492 493 494 495 496 497 498 499 500 501 502 503 504 505 506 507 508 509 510 511 512 513 514 515 516 517 518 519 520 521 522 523 524 525 526 527 528 529 530 531 532 533 534 535 536 537 538 539 540 541 542 543 544 545 546 547 548 549 550 551 552 553 554 555 556 557 558 559 560 561 562 563 564 565 566 567 568 569 570 571 572 573 574 575 576 577 578 579 580 581 582 583 584 585 586 587 588 589 590 591 592 593 594 595 596 597 598 599 600 601 602 603 604 605 606 607 608 609 610 611 612 613 614 615 616 617 618 619 620 621 622 623 624 625 626 627 628 629 630 631 632 633 634 635 636 637 638 639 640 641 642 643 644 645 646 647 648 649 650 651 652 653 654 655 656 657 658 659 660 661 662 663 664 665 666 667 668 669 670 671 672 673 674 675 676 677 678 679 680 681 682 683 684 685 686 687 688 689 690 691 692 693 694 695 696 697 698 699 700 701 702 703 704 705 706 707 708 709 710 711 712 713 714 715 716 717 718 719 720 721 722 723 724 725 726 727 728 729 730 731 732 733 734 735 736 737 738 739 740 741 742 743 744 745 746 747 748 749 750 751 752 753 754 755 756 757 758 759 760 761 762 763 764 765 766 767 768 769 770 771 772 773 774 775 776 777 778 779 780 781 782 783 784 785 786 787 788 789 790 791 792 793 794 795 796 797 798 799 800 801 802 803 804 805 806 807 808 809 810 811 812 813 814 815 816 817 818 819 820 821 822 823 824 825 826 827 828 829 830 831 832 833 834 835 836 837 838 839 840 841 842 843 844 845 846 847 848 849 850 851 852 853 854 855 856 857 858 859 860 861 862 863 864 865 866 867 868 869 870 871 872 873 874 875 876 877 878 879 880 881 882 883 884 885 886 887 888 889 890 891 892 893 894 895 896 897 898 899 900 901 902 903 904 905 906 907 908 909 910 911 912 913 914 915 916 917 918 919 920 921 922 923 924 925 926 927 928 929 930 931 932 933 934 935 936 937 938 939 940 941 942 943 944 945 946 947 948 949 950 951 952 953 954 955 956 957 958 959 960 961 962 963 964 965 966 967 968 969 970 971 972 973 974 975 976 977 978 979 980 981 982 983 984 985 986 987 988 989 990 991 992 993 994 995 996 997 998 999 1000

FREE GARAGE SALE KITS

ASK ABOUT YOURS WHEN YOU PLACE YOUR GARAGE SALE AD IN THE GREEN... BRAUN & HELMER ADVERTISING SERVICE... BRIGHTON HILL Moving & Storage... HOUSEW 10-4PM... AN ESTATE SALE EVERYDAY... COUNTRY side white waterbed... CRIS baby walkers, high chair, play table, etc.

DELUXE queen bedroom set... CHANNEL master rigid mesh... SAND CASTING system... 109 Computers... COMMODORE 64... CASH... 108 Miscellaneous... WANTED: Standing Ready To Move... 117 Firewood... ALL oak seasoned wood... 113 Electronics... PANASONIC stereo... STEREO: Panasonic... 116 Wood Stoves... WOOD stove insert and fan... 117 Firewood... All types of seasoned wood...

105 Clothing... 2 EVENING Gowns... 106 Musical Instruments... HAMMOND organ... 107 Miscellaneous... 2 SAWS, 10 in. band saw... 108 Musical Instruments... HAMMOND organ with 1976 never used...



Happy Valentine's Day Ads... Send a personal Valentine's Day greeting to your one and only... \$7.49 for three lines... 113 extra each additional line... Call to place your ad...

REACH OVER 165,000 POTENTIAL CUSTOMERS EVERY WEDNESDAY AND 136,000 EVERY MONDAY... HOUSEHOLD SERVICE AND BUYERS DIRECTORY... Advertising services for local businesses.

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171 Help Wanted Sales Earn while you learn. Pursue a career in real estate, call Nancy Bohlen.

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EDUCATIONAL SALES Full or part-time opportunity. 20-hour per week. \$17,500 per year. Based on sales performance.

ESTABLISHED company expanding. We are interested in interviewing you for a very lucrative sales position. You will be selling pre-owned mobile homes on a 50-acre property.

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173 Education/Instructor GOLF Lessons. Instructors. 4-5 years experience. \$20 per hour. \$4 for 1st lesson.

348-9430 REAL ESTATE ONE REAL ESTATE ONE REAL ESTATE ONE

172 Earn while you learn. Pursue a career in real estate, call Nancy Bohlen.

FAST growing company now seeking full or part-time sales people to establish new accounts.

GREAT mobile home opportunity. Full or part-time position. \$17,500 per year.

REAL Estate Salesperson. Call us for more information. 313-227-4044.

173 Education/Instructor GOLF Lessons. Instructors. 4-5 years experience. \$20 per hour.

CONCESSIONAIRE with concession equipment seeks participation.

187 Business Opportunities Precious Moments, collectibles, musicals and giftware.

188 Business Opportunities DO you have contacts in Hong Kong, Taiwan, or Canada?

189 Business Opportunities Precious Moments, collectibles, musicals and giftware.

189 Business Opportunities Precious Moments, collectibles, musicals and giftware.

185 Business and Professional Services BUSINESS/CONSULTING and accounting services.

201 Motorcycles 1987 KAWASAKI KDX 200 11,000 or best offer.

205 Snowmobiles 1970 ARCTIC Cat Runs \$75 \$1,000 or best offer.

210 Boats and Equipment 1987 BAYLINER 2150 Capri trailer, steps, 4 loaded.

215 Campers, Trailers and Equipment 1991 pull-behind camper, tandem trailer.

220 Auto Parts and Services 1988 SKI DOO Stratos with new cover. 2 helmets, excellent.

225 Autos Wanted I SELL ME YOUR CAR, TRUCK OR VAN. 1980 to 1987.

228 Construction, Heavy Equipment 1988 F350 STAKE truck, 450 cu. yd. heavy duty, 400 hrs.

230 Trucks 1983 FORD Ranger, 4 cylinder auto, 3300 or best.

231 Vans 1980 GRAND Caravan LE. Exc. cond. \$4,000.

235 Vans 1978 FORD Custom Van, 351 Windsor. Lots of new parts.

1985 GMC 1/2 ton, high road, full size bed, great for travel.

1988 FORD Econoline 3 door engine work, 4400/best.

1986 FORD Econoline 5 door engine work, 4400/best.

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235 Vans 1978 FORD Custom Van, 351 Windsor. Lots of new parts.

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1988 FORD Econoline 5 door engine work, 4400/best.

1979 MERCURY Capri. V-6 automatic, runs & looks good.

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1988 FORD Econoline 5 door engine work, 4400/best.

1983 OLDS Cutlass Supreme, auto, clean, Special \$3,495.

1985 GMC 1/2 ton, high road, full size bed, great for travel.

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1988 FORD Econoline 5 door engine work, 4400/best.

1988 FORD Econoline 5 door engine work, 4400/best.

1985 CHRYSLER Turbo, auto, air, clean, \$3,995.

1985 GMC 1/2 ton, high road, full size bed, great for travel.

1988 FORD Econoline 3 door engine work, 4400/best.

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LUXURY CAR SALE 1990 TOWN CAR Designer Series moon roof, CD insta-clear windshield, low miles ONLY \$19,500

230 Trucks 1983 FORD Ranger, 4 cylinder auto, 3300 or best. 1983 RANGER 4 cylinder auto, good cond.

225 Autos Wanted I SELL ME YOUR CAR, TRUCK OR VAN. 1980 to 1987.

235 Vans 1978 FORD Custom Van, 351 Windsor. Lots of new parts.

238 Recreational Vehicles YAMAHA 125 3 Wheeler, runs, some work.

239 Classic Cars 1966 MUSTANG Red, clean many new parts.

240 Automobiles Over \$1,000 1991 BUICK Riviera, loaded, moon roof, leather.

234 Mini Vans 1985 GMC Safari 1 owner, only 60,000 miles.

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M-59 SPORTS CENTER, INC. ARCTIC CAT SNOWMOBILES

SNOW PLOW HEADQUARTERS The "Big Red" by WESTERN

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Thursday, February 6, 1992 - GREEN SHEET EAST - B-D

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NO DOWN PAYMENT DELIVERY

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Up to 48 months
available on most
models

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NEW 1992 CAVALIER 2 DR.
Stock No. X2062J

Factory Price	9876
GM Employee or Family Member Option 1 Discount*	-980
Consumer Cash Back	-500
1st Time Buyer's Discount**	-400
Your Net Trade In or Cash Reduction*	-1000

\$6996
or less



NEW 1992 LUMINA APV
Auto. air, Stk. #T9113F

Factory Price	17,585
Preferred Equipment Group Savings	-606
GM Employee or Family Member	-2404
Option Discount	-750
Consumer Cash Back	-750
Your Net Trade In or Cash Reduction*	-1000

\$12,741
or less



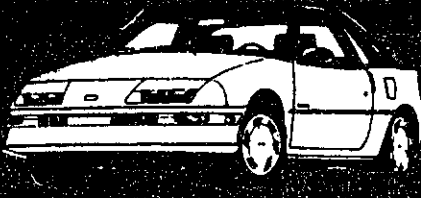
NEW 1992 FULL SIZE CONVERSION VAN
Central air & heat, fiberglass boards, fully loaded, Stk. #T8201

Suggested retail price	23,839
Recreational vehicle incentive	-1273
GM Employee or family member	-4852
Consumer Cash Back	-750
Your Net Trade In or Cash Reduction*	-1000

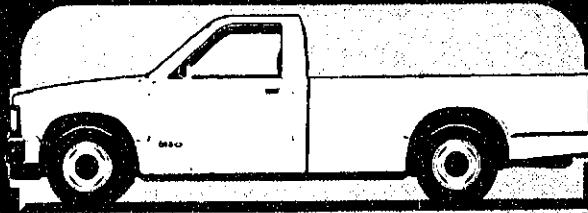
\$16,249
or less

Extended thru Feb. 12, 1992, Marty Feldman Chevrolet/Geo in Novi and Jay Chevrolet/Geo in Highland will discount any NEW 1991 or 1992 CHEVROLET CAR, CHEVROLET TRUCK or GEO at the equivalent of Option 1 Prices. That's RIGHT - ALL VEHICLES IN STOCK QUALIFY. But be sure to come early for best selection ...

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THE TRUCKS THAT LAST



NEW 1992 S10 PICKUP
Stock No. T259J

Factory Price	10192
GM Employee or Family Member Option 1 Discount*	-950
Consumer Cash Back	-750
1st Time Buyer's Discount**	-400
Your Net Trade In or Cash Reduction*	-1000

\$6083
or less



NEW 1992 S-10 BLAZER
Fully loaded, Stk. #T286J

Factory Price	22,656
Preferred equipment	-1200
Group Savings	-1000
GM Employee or Family Member	-3280
Option Discount	-1000
Consumer cash back	-1000
Net Trade	-1000

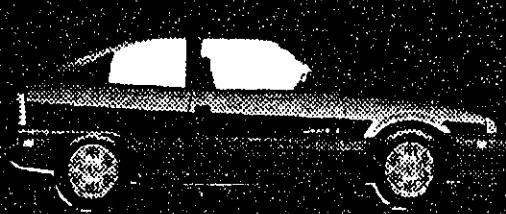
\$16,186
or less



NEW 1992 ASTRO CONVERSION EXTENDED VAN
Stock No. T2T3J

Suggested Retail Price	23,307
Recreational Vehicle Incentive	-1000
GM Employee or Family Member Option 1 Discount*	-4312
Your Net Trade In or Cash Reduction*	-1000

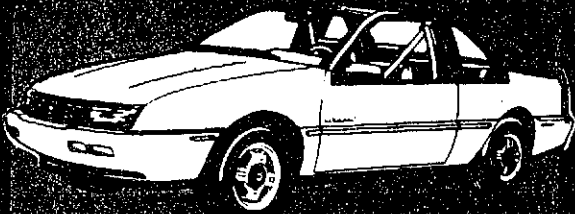
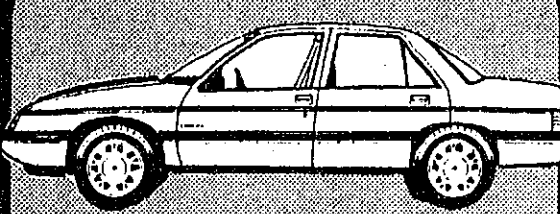
\$16,749
or less



1991 SUNBIRD LE 4-DOOR
Stk. No. B1241

- Air Condition
- Automatic Transmission
- AM/FM stereo
- And Much More!

Compare At \$11,595 **\$7995**

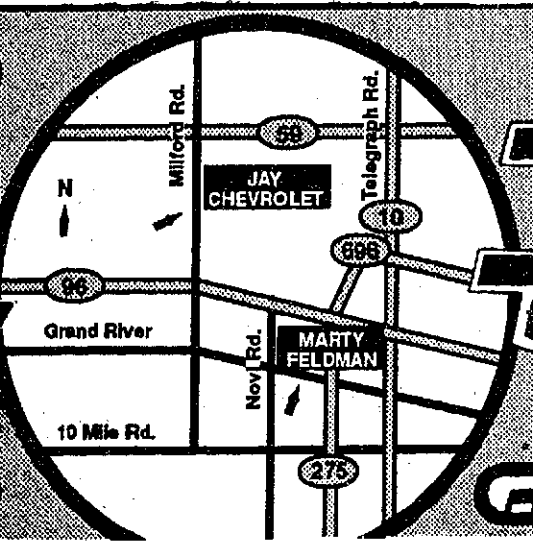


1991 CORSICA
Stock No. B1258J

- Air Conditioning
- Automatic Transmission
- TR Wheel
- AM/FM Stereo
- Power Locks

Compare At \$12,370 **\$8495**

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