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# the NOVI NEWS

**Opinions** ISSUE OF RACE IS PRESENT IN NOVI TOO / 16A

**Living** TIPS ON FEEDING YOUR FEATHERED FRIENDS / 1B

**Sports** ONE DOWN AND ONE DELAYED FOR BASEBALLERS / 9B

## City sidewalk plan passes after debate

By JAN JEFFRES  
Staff Writer

The City Council debate centered on who was or wasn't "pro-choice" Monday.

But the issue wasn't the "A-word." In a sweeping ordinance change, the council majority paved the way to more sidewalks in Novi.

Not without a fight. "I grew up being able to roller skate and ride a bike and never have to worry even about any safety issues," Council Member Nancy Cassis said. "I feel Novi has become a tree city. I would like us to be a

sidewalk city." Other council members argued that people moving west from more dense eastern suburbs were seeking a more rural atmosphere in Novi.

While the council was set to consider adding the safety path requirement in cluster, residential unit developments (RUD), two-family developments and 84-foot wide site condominiums, a move by Council Member Tim Pope to require sidewalks in all densities of site condominiums won out.

Continued on 11

## Chamber invites consulate to Novi

By SUZANNE HOLLYER  
Staff Writer

The Chamber of Commerce is making a pitch to bring a touch of the Orient to Novi.

Chamber board members voted last week to approve a letter which was sent to the Consulate General of Japan on May 4. The letter asks the consulate to consider Novi for the site of an office.

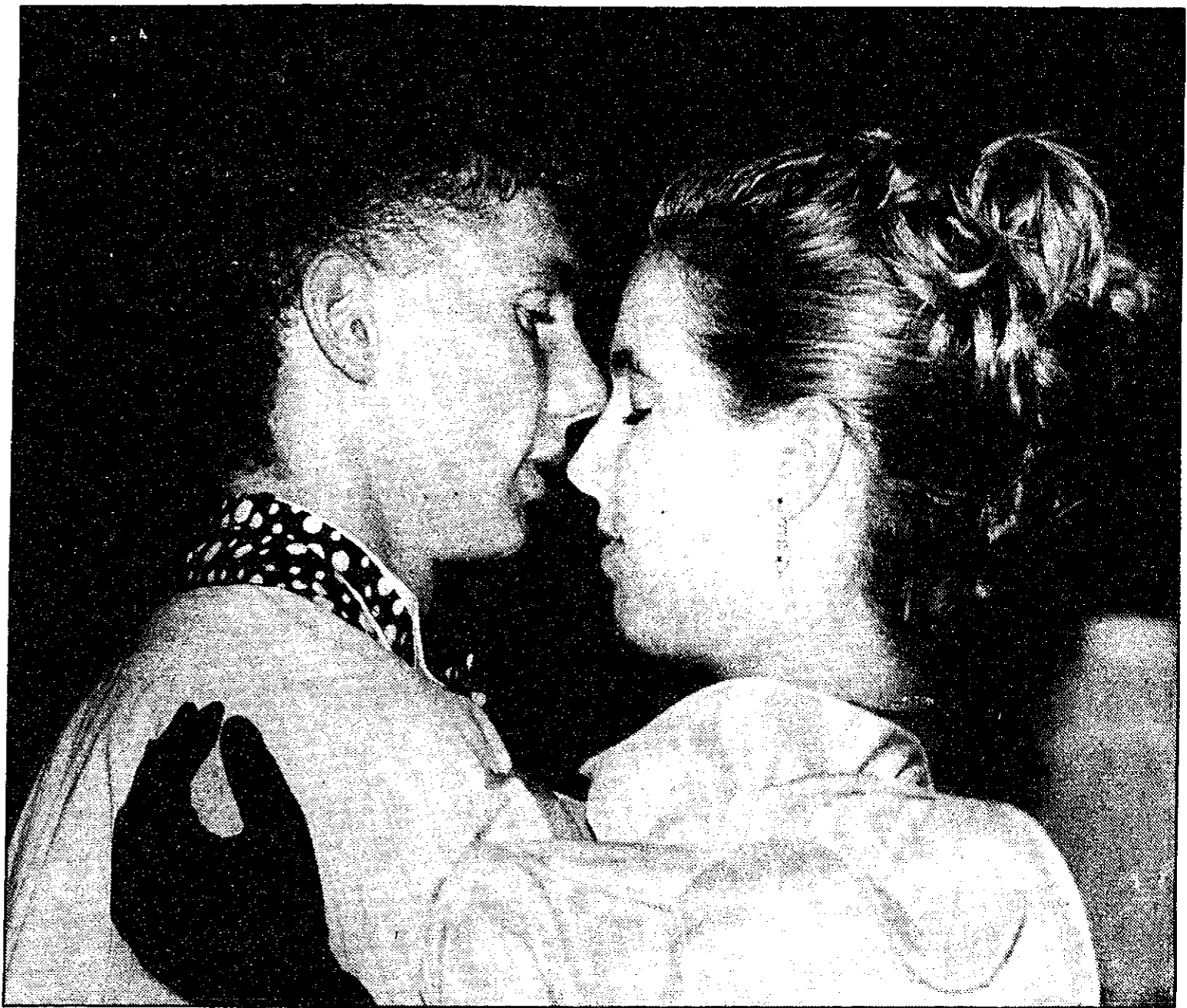
The chamber used Novi's freeway access and new Expo Center in

its pitch to the Consul General T. Nakamura.

Freeway access is especially important, Chamber member Steven Myers said. Consulate offices provide visas to area residents of Japanese descent.

Novi could be easily reached for Japanese living in Ann Arbor, West Bloomfield and even Cleveland, Myers said.

Continued on 11



### High school sweethearts

Laura Willard and Brian Molloy, both seniors at Novi High School, slow danced during the prom Saturday evening at the Novi Hilton. Novi News photographer Bryan Mitchell followed

the couple from noon to midnight to document Prom Day for the typical high school senior. A photo story appears inside on page 6A.

## Seminars on Novi's tab

By JAN JEFFRES  
Staff Writer

Novi taxpayers paid out \$66,000 for conferences and seminars attended by employees and elected officials from July 1991 to March 1992.

Just under \$26,000 was spent on memberships to professional societies and local organizations like the Novi Rotary Club.

Are these necessary expenditures, educational forays needed to keep the wheels of local government

well-oiled or just junkets and perks of the job?

Opinions are split.

Council Member Tim Pope says he's willing to give up attending four-to-five day events such as those offered annually by the Michigan Municipal League and the National League of Cities.

"I haven't found everything useful," he said. "I'm sure some things are useful, but can we afford it? While there were some things that were helpful, were they really value for the dollar?"

They sure are, according to Council Member Nancy Cassis.

"Conferences and workshops not only update your skills and keep you current; they broaden your perspective and provide you information you may not have heard of before," she said.

Over the 1991-92 fiscal year to date the seven-member council spent \$13,253 on conferences and workshops.

The next highest expenditure on conferences came from the police department with \$11,733, followed

## Perks... on the public tab

by the building department at \$9,311. The city manager's department accounted for \$5,887; the planning commission, \$3,955; the assessing department, \$3,572; and the parks and recreation department, \$3,527.

Continued on 13

## Questions on bids don't stop project

By JAN JEFFRES  
Staff Writer

Although Novi City Council Members Tim Pope and Nancy Cassis battled about questions over a bid for a water main granted to one of the project's developers, the Mystic Forest subdivision slid safely into home base Monday.

Pope questioned why the council was never told that Mystic Forest owner Robert Harris is also president of South Hills Construction, which won in October 1991 a \$371,000 bid from the city to lay a water main.

The 52-acre subdivision, proposed for the west side of Novi Road between Nine and Ten Mile roads, holds 97 water taps from the Michigan Department of Public Health, 12 fewer than needed. In 1990, the health department imposed a water moratorium on new development. The Novi Road water main was the

"Why wasn't everyone informed that the South Hill owner was also an owner of Mystic Forest? Were we consistently following a policy to be fair and equitable to everyone?"

Nancy Cassis  
Novi Council Member

last new local line to squeeze by the state freeze.

"It's a big question of the last 12. He might not get those and therefore he wouldn't be issued a building permit for the last 12," said Joseph Kapelezak, city consulting engineer.

Continued on 10

## Mother asks for son's case to act as example

By SUZANNE HOLLYER  
Staff Writer

Joe O'Neill has been through a lifetime of health problems in his short life. But Joe, a fourth grader, spends his spare time like most kids his age.

He likes to play with trains. He fights with his sister. He feeds the ducks behind his Village Oaks home. And in healthier times, he liked to eat Chinese food.

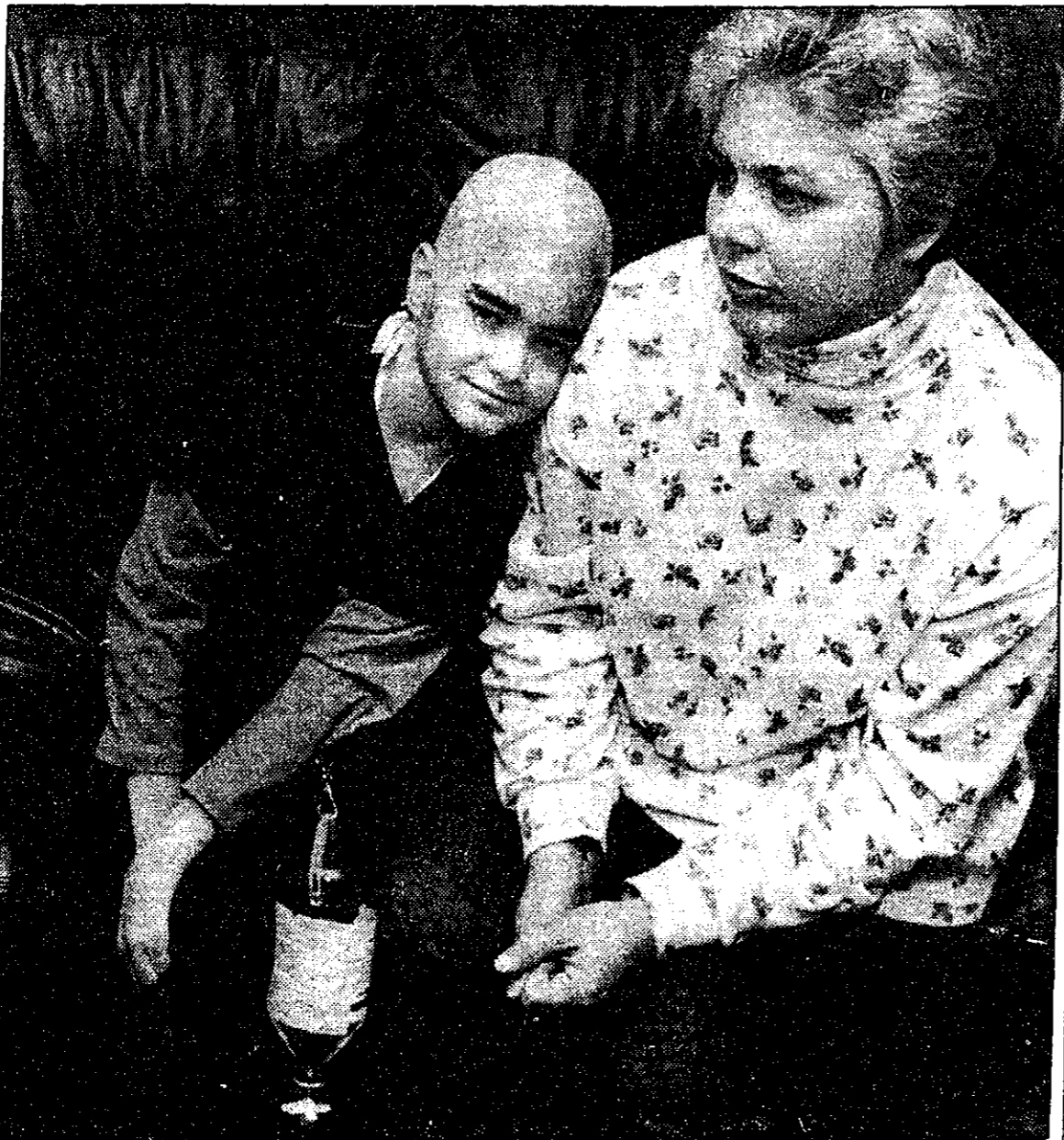
But unlike his cohorts at Village Oaks Elementary, most of his time is spent going to the hospital, Joe said.

His body is still healing from a Jan. 9 bone marrow transplant.

Joe has a form of aplastic anemia, a disease that occurs when diseased bone marrow does not produce enough blood cells.

The Aplastic Anemia Foundation of America reports that anti-cancer drug treatments and blood transfusions often are ineffective, making bone marrow transplants the treatment of choice.

But in close to half the cases, a suitable bone marrow donor cannot be found.



Continued on 10

Joe O'Neill rests his head on mother Clarice's shoulder.

Photo by BRYAN MITCHELL

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## Community Calendar

Today, May 7

**Agency meeting:** The West Oakland Advisory Committee, an advisory group to the Oakland-Livingston Human Service Agency, will hold its meeting at 1 p.m. in the Novi Civic Center.

**Novi schools:** The Novi schools Board of Education will meet in regular session in the Educational Services Building. A budget discussion will precede the regular meeting, beginning at 7 p.m.

**Business mixer:** The Chamber of Commerce is hosting a Business Mixer at 5:30 p.m. at the Hotel Baronette.

Friday, May 8

**Novi Players:** The Novi Players perform the play "Alone Together" in the Novi Circle Theater in the Novi Expo Center at 8 p.m.

Saturday, May 9

**Vegas Party:** The Lloyd H. Green Post 147 of the American Legion will host a Vegas Party from 5 p.m. - 1 a.m. Tickets are \$3 and the event is open to the public. Proceeds go to the post's building fund. The hall is located at the corner of Dunlap Street and Shelton Road in Northville. For more information, call 349-1060.

**Spring concert:** The Novi Choralaires will perform their annual spring concert "The Music's Always There With You" at 7:30 p.m. in the Fuerst Auditorium of Novi High School. "Little Known Songs From Well Known Shows," will be featured in the program. P.D.Q. Bach will be the Novi Choralaires' finale for the evening. Tickets are \$5 for adults, \$4 for seniors and students, \$15 for family members. Tickets are available from members of the Novi Choralaires, Novi Parks and Recreation Department, or at the door on concert night.

**Novi Players:** The Novi Players perform the play "Alone Together" in the Novi Circle Theater in the Novi Expo Center at 8 p.m.

Sunday, May 10

**Novi Players:** The Novi Players perform the play "Alone Together" in the Novi Circle Theater in the Novi Expo Center at 2 p.m.

**Mothers Day:** The Novi Public Library will be closed.

Monday, May 11

**City Council:** The Novi City Council will meet at 8 p.m. in the council chambers of the Novi Civic Center.

**Library Board:** The Novi Library Board will meet at 7:30 p.m. in the Novi Library building.

Tuesday, May 12

**Band rehearsal:** The Novi Concert Band rehearses at 7:30 p.m. in the band room at Novi High School. For more information on the group, call manager Warren Ledger at 348-2955.

**Camera Club:** The Novi Camera Club meets at 7:30 p.m. in the Novi Civic Center. For more information, call Hugh Crawford at 349-5079.

Wednesday, May 13

**Seniors potluck:** The Novi Senior Citizens will gather at noon in the Novi Civic Center for their monthly potluck luncheon.

**Youth baseball:** The board of directors of Novi Youth Baseball meets at 7:30 p.m. in the Novi Civic Center. The meeting is open to the public.

Thursday, May 14

**Bell hearing:** A Michigan Bell citizens committee will take public input on the proposed split of the 313 area in 1994 at 7 p.m. in the Community Room of Orchard Hills Elementary School.

**School budget:** The Novi schools Board of Education will be hold-

ing a budget work session at 7:30 p.m. in the district's Educational Services Building.

**Parks meeting:** The Novi Parks and Recreation Commission will meet at 7:30 p.m. in the Novi Civic Center.

**Gala Gallery Opening:** Students in the CREATE program (for children gifted in the visual arts) will showcase their work during the Gala Gallery Opening at Hickory Woods Elementary school, 30655 Decker Road, from 6:30-9:30 p.m. Approximately 150 students from all 13 elementary schools will exhibit their work. The event will also feature musical presentations and refreshment.

Sunday, May 17

**Choral Celebration:** Novi High School holds a joint concert with high schools from the area led by conductor Robert Harris from Northwestern University's School of Music. The concert begins at 8 p.m. Admission is \$2.50.

Monday, May 18

**City Council:** Novi City Council will hold its regular meeting at 8 p.m. in the council chambers of the Novi Civic Center. The subject on the agenda for the evening is the adoption of the city's budget for the coming year.

**Arts Council:** The Novi Arts Council Executive Board will meet at 6:30 p.m. in the Novi Civic Center.

Tuesday, May 19

**Garden Club:** The Novi Garden Club will meet at 1 p.m. in the Novi Civic Center.

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and at the Door.

## Woodlands issue may be resolved

By SUZANNE HOLLYER  
Staff Writer

Walled Lake school officials and a Novi city woodlands consultant apparently reached an agreement about alleged woodlands violations - but neither party is talking.

Director of Operations for Walled Lake Schools Chuck Kissaw said Friday his meeting with city consultants went well.

"We had a very good discussion," he said, referring to further questions to city consultant Linda Lemke. Lemke has not returned repeated phone calls.

A conflict arose between the two groups when residents accused the district of cutting trees it promised to save during the construction of a fence surrounding Hickory Woods Elementary on Decker Road.

Kissaw said no such promise was made and the city did not violate any city ordinance. Kissaw and Lemke met Thursday to discuss a possible agreement. Kissaw apparently did not change his mind as a result of the meeting.

"In my opinion anything we did was within the guidelines of the woodlands' permit, any deviation was to protect trees," Kissaw said.

Resident Debbie Myers said the woodlands' ordinance issue deviates from her real concern.

She and other East Lake Drive residents whose property about school grounds hoped a natural buffer would be left between their homes and the school. Myers even has a landscape plan drawn up by the school's architect.

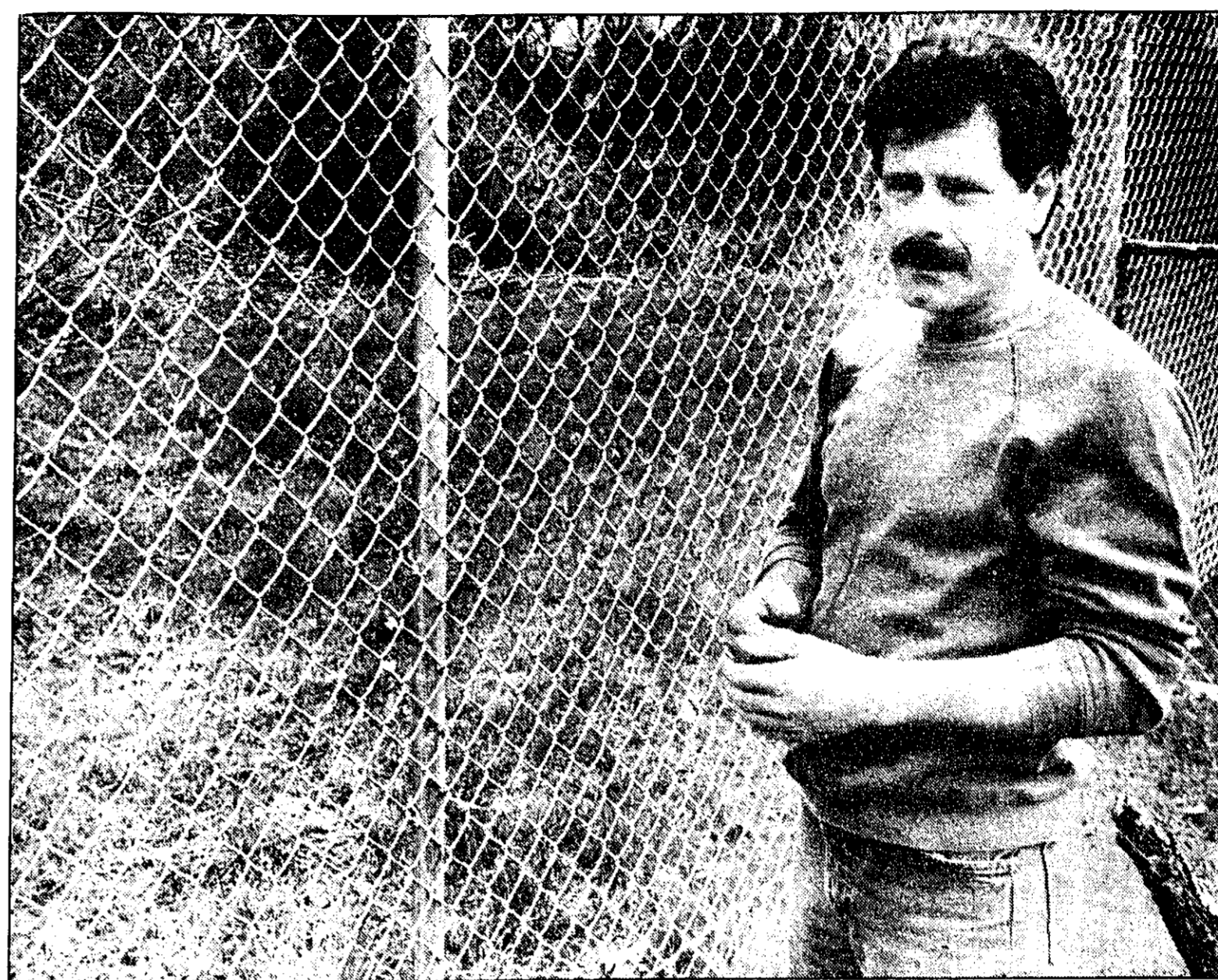
Written on the plan are directions to "layout and install site fencing with minimum disturbance to existing vegetation."

"I don't know why he doesn't look at the paperwork," Myers said.

In a tour of the land adjacent to Myers' property, Myers pointed out where bulldozer tracks had left ruts in the school's "natural buffer" zone. A ditch used to drain rain from a neighbor's property sits blocked by scrub Myers said was torn down in the fence's construction. Myers said the neighboring lot has suffered a flooding problem only in the past three years.

Myers said yelling and whistles blowing from the school can be heard from her home during most of each school day.

"There's nothing you can do, but if they had left us the buffer it wouldn't be as bad," Myers said.



Sam Servello looks through the fence separating Walled Lake's Hickory Woods Elementary from East Lake Drive homes.

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| Chris Smerka    | John Palmer      | Erin Lahr       |
| Dustin Becker   | Steve Schalek    | Christina Magon |
| Scott Shepley   | Stephanie Meade  | Amanda Knight   |
| Matt Gagon      | Katie Wolfe      |                 |

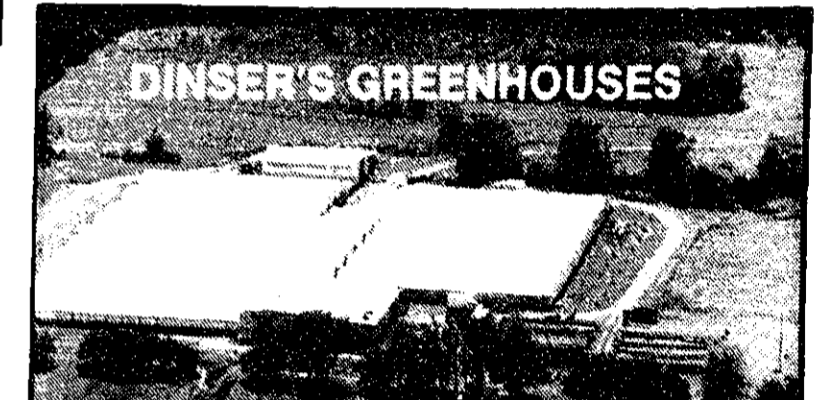
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# 'Suspicious' man pulled from bush

Employees of the San Francisco Music Box store in Twelve Oaks Mall reported April 26 that a \$2,200 Dolphin-Mozart brass and glass collector's egg was stolen from a shelving unit behind the cash register.

The egg is believed to have been stolen between 7 and 9 p.m. April 25. Employees told police that a white male who was approximately 5-foot-11 and weighing 180 pounds entered the store with two women during that time period. They said the two women kept employees busy with questions while the man separated from the group. The man reportedly exited carrying a shopping bag, and the women left shortly after.

## Police News

**ASSAULT AND BATTERY:** Grand Slam on Ten Mile was the site of a reported assault and battery April 23. According to police reports, the two men involved in the incident began arguing about whose turn it was to use the batting cage. One reportedly began following the other around, yelling "drop that bat and let's go outside."

The man with the bat told police he tried to walk away from the other man, only to be jumped from behind. The other man told police he followed the man with the bat and attacked him after he saw him raise the bat in the air as if to strike him.

Witnesses at the scene said they never saw him raise the bat in any way.

Both men told police they intend to press charges. The man with the bat suffered multiple injuries to his face.

**VANDALISM:** A resident on Meadowbrook told police April 23 that someone stole a bicycle through a chain surrounding his yard.

He told police he had installed the chain to keep neighborhood kids from driving on his lawn with their bikes.

Police reported that the broken chain had been attached to an awning support and the incident caused

**LARCENY:** Employees at Novi Fence on Catherine Industrial Drive reported April 25 that someone stole a 14-inch Makita portable saw from a storage area. There are currently no suspects or witnesses.

**LARCENY FROM AUTO:** A Birmingham woman reported April 22 that someone stole a camcorder, radar detector, video tapes and assorted laundry and clothing items from her

**DRUNK DRIVING:** Novi Police arrested a 26-year-old Northville man for operating under the influence of liquor April 26. The man, who was driving a 1992 Lincoln Continental, was stopped on eastbound Ten Mile.

**DRUNK DRIVING:** A 32-year-old Livonia woman was arrested for OUIL April 25 on northbound Decker Road. She was driving a 1990 Oldsmobile Cutlass.

**BREAKING AND ENTERING:** A resident on Northhaven reported April 21 that someone broke into his home and stole various personal items from his son's bedroom.

The resident told police that he and the rest of his family left the house at 3:45 p.m. and was away for less than two hours.

The family returned to discover that a door had been kicked in and the items—all small, personal items of little monetary value—were missing from the room.

**STOLEN PURSE:** A West Bloomfield woman reported April 26 that someone stole her purse from Hudson's while she was trying on shoes in the shoe department.

There are no suspects or witnesses.

**DRUNK DRIVING:** Novi Police arrested a 26-year-old Northville man for operating under the influence of

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NOTICE OF LAST DAY OF REGISTRATION OF THE ELECTORS OF NORTHVILLE PUBLIC SCHOOLS TO THE ELECTORS OF THE SCHOOL DISTRICT OF WAYNE, OAKLAND AND WASHTENAW COUNTIES, MICHIGAN

Please Take Notice that the annual school election of the school district will be held on Monday, June 8, 1992.

THE LAST DAY ON WHICH PERSONS MAY REGISTER WITH THE APPROPRIATE CITY OR TOWNSHIP CLERKS, IN ORDER TO BE ELIGIBLE TO VOTE AT THE ANNUAL SCHOOL ELECTION TO BE HELD ON MONDAY, JUNE 8, 1992, IS MONDAY MAY 11, 1992. PERSONS REGISTERING AFTER 5 O'CLOCK IN THE EVENING ON MONDAY, MAY 11, 1992, ARE NOT ELIGIBLE TO VOTE AT THE ANNUAL SCHOOL ELECTION.

Persons planning to register with the respective city or township clerks must ascertain the days and hours on which the clerks' offices are open for registration. This Notice is given by order of the board of education.

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SECRETARY, BOARD OF EDUCATION

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## Novi Briefs

**Bottle and can drive:** The Novi Band Boosters will sponsor their annual spring bottle and can drive on May 16. Members of the Novi High School band program will go door to door around the community between 10 a.m. and 2 p.m. to collect empty bottles and cans. Proceeds will help fund band performances throughout the year.

The band asks that those wishing to donate bottles and cans would set out bags or boxes of empties near the curb in front of their homes for quick pick up.

For more information please call Doug Thomas, 348-7069, or Tony Wilkerson, 347-3139.

**Fifties Festival sponsors:** The Michigan '50s Festival Committee, at work planning the upcoming fifth festival July 22-26, is seeking businesses and individuals who would like to help sponsor the program. This year, a festival banner with company names will be displayed in the entertainment tent for patron level donors. Patrons are those who donate \$250 or more. The festival offers a variety of membership programs for those donating amounts from \$25 to \$1,000. Anyone who would like to donate time can join the Cruisers, a large group of volunteers that works behind the scenes at the event. For more information, call 349-1950.

**Choralaires plan concert:** The Novi Choralaires are getting ready for their annual spring concert, titled "The Music is Always There for You." It will be held Saturday, May 9, at 7:30 p.m. in Novi High School's Fuerst Auditorium.

Tickets, on sale now, are \$5 for adults and \$4 for seniors and students. A family ticket is \$15.

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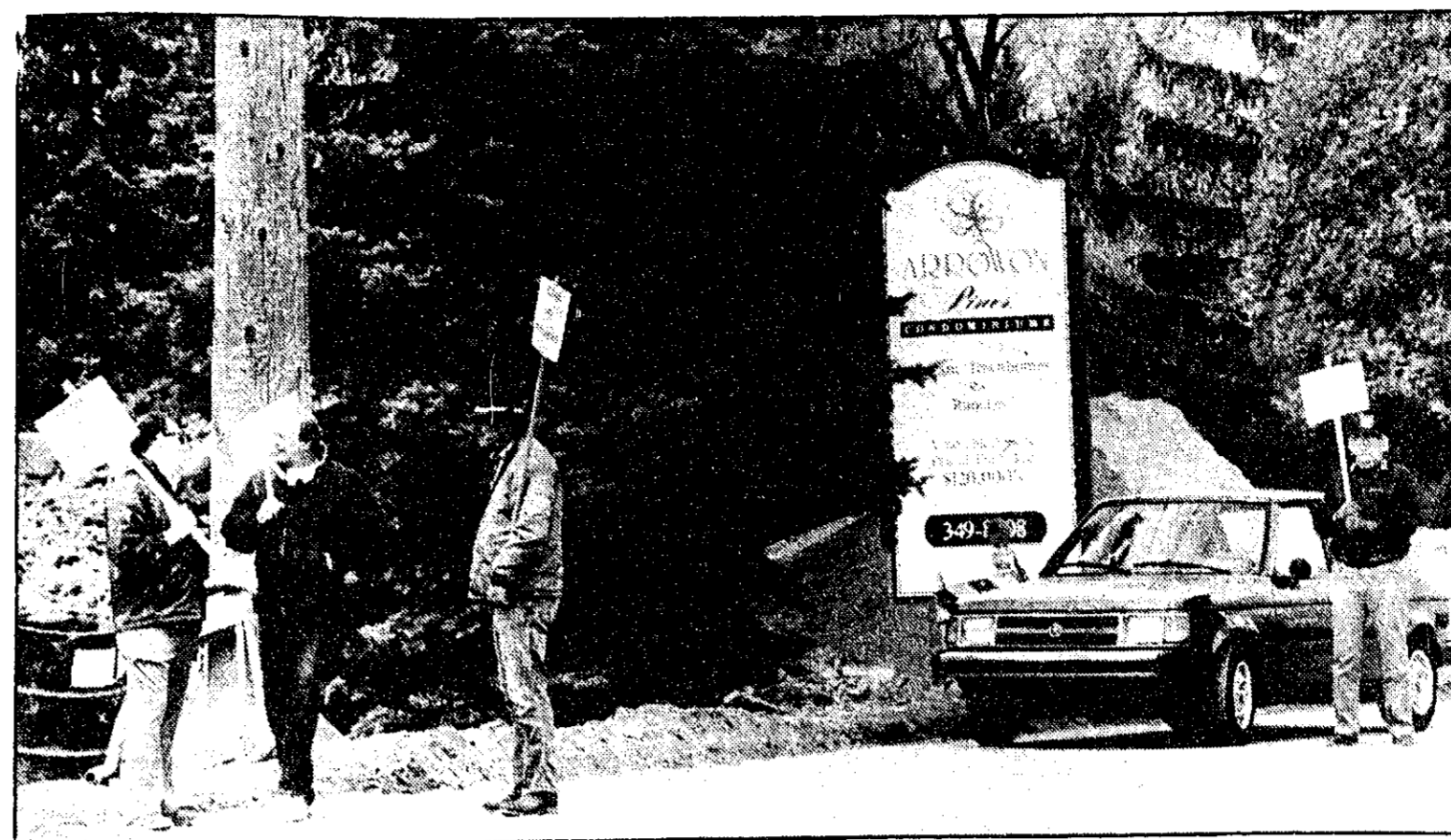


Photo by SUZANNE HOLLIVER

## Secret strikers

Four men picketed Tuesday outside the future site of Arrowon Pines Condominiums, carrying signs that read "scabs are bummers." Only the men pictured to the far left and second the left would identify themselves. The man on the far left said he was "Dave," and the man next to Dave said he was "Bill." They said they are picketing to encourage the developers to choose union

workers, later adding that much of the work has not yet been contracted to anyone—union or otherwise. The group said they were picketing for "multiple trades" and not representing any specific union. The condominium complex is on Novi Road south of Ten Mile Road.

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- Cheese Blintzes with Strawberry Sauce
- Assorted Cold Salads
- Fresh Vegetables
- Cheese & Fruit Display
- Giant Viennese Table
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All Mom's love our special menu—take her out to lunch today!
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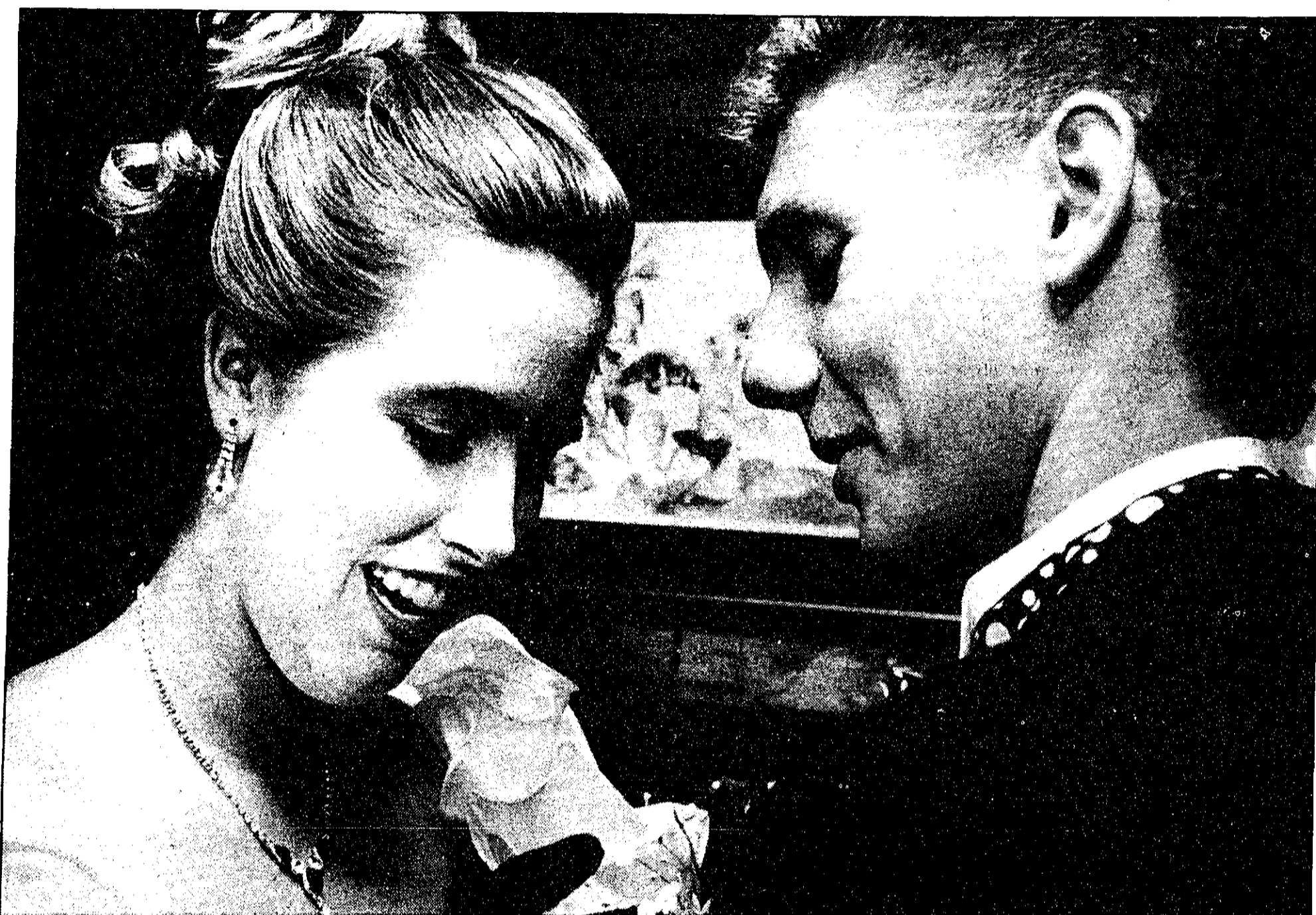
**Grand River • Halsted Plaza Farmington**

# PROM NIGHT

## for Novi High



Laura Willard's getting nervous. She's still at the hair salon and her date, Brian Molloy, is to arrive in an hour to take her to the Novi High School prom at the Novi Hilton Saturday evening. But she made it.



Laura pins a boutonniere on Brian when he comes to pick her up for the prom. The two have dated steadily for the past year, off and on for the past three, and they've been buddies since first grade.



Brian and Laura are content to slow dance at the prom during that evening.



Brian and Laura rode to the prom in style, in a limo rented along with three other couples. Above, Brian helps Laura into the limo, holding her dress while she climbs in.

Photography by  
Bryan Mitchell



Laura puts on her make-up.



Laura puts on some final touches before heading to the prom.

# Ordinance alarms Chamber of Commerce

By SUZANNE HOLLYER  
and MICHAEL MALOTT  
Staff Writer, Managing Editor

The Novi Chamber of Commerce will likely ask City Council to reconsider its new false alarms ordinance and reduce the top fine levied for errant calls to the Police Department.

Kevin Crain, the chamber's legislative liaison, asked the chamber board of directors in April to draft a letter to council asking for the reconsideration. Although the chamber board did not take a position on the resolution, Crain said he believed the board had given it a warm reception. He said he expects the chamber will vote to go ahead with the request in a meeting set for late this month.

"The problem is that the top limit is excessive. Other communities — Farmington, Farmington Hills — have top fines of \$100. Anything over that would appear to be prohibitive," Crain explained. "If I had a false alarm and got billed for \$100, I would think that would be enough for me to say it is time to call a repairman."

Novi's false alarms ordinance, instituted in February, established an escalating fine system for businesses and residences which have alarm systems. For the first false alarm, no fee would be assessed. But the city would charge the home or business owner \$50 for the second, \$150 for the third and \$500 for the fourth false alarm turned in within the following 12 months.

Novi police respond to any alarm, whether it be a system that automatically dials the department, a system that goes through a private alarm agency, or a system that simply makes loud noise until someone shuts it off, Police Chief Doug Shaeffer said.

Novi City Council instituted the ordinance at the request of the chief, who said false alarms constituted 11 percent of the calls the police department received in 1991.

The department was spending about \$80,000 a year responding to false alarms, Shaeffer said.

In the first 30 days the ordinance has been in place, the department received a little over 200 false alarm calls. They levied \$5,500 in fines during that time, more than covering the cost of police services, Shaeffer said.

At the rate established in the first month, the department would bring in \$66,000 a year in fines, but Shaeffer expects the number of false alarm calls to drop dramatically as businesses and residents become aware of the ordinance.

Crain said he agreed with the need for an ordinance, explaining there should be some way to spur building owners to fix their alarm systems when they are malfunctioning, but he simply believed \$500 was too much.

Shaeffer said the \$500 fine was selected after a study of what Shaeffer called "classical issues in policing." A Minneapolis noise ordinance was not successful in curbing repeat offenders until the fine was raised high for second offenses, Shaeffer said.

Crain explained some industries and businesses are more susceptible to false alarms than others. Those with a high turnover of employees, such as fast food businesses, might be more susceptible because new employees would be working with the alarm system frequently.

Shaeffer agreed that businesses could have problems with employees un-

"If I had a false alarm and got billed for \$100, I would think that would be enough for me to say it is time to call a repairman."

Kevin Crain  
Legislative liaison  
Novi Chamber

trained in using alarm systems. But he said the fine acts as an incentive for business owners to bring their employees up to speed.

Shaeffer said abuses were found in the system when no fine was in place for false alarm calls. He said one business had a maintenance crew that frequently tripped the night alarm. Others would purposely set off the alarm to test the department's response time, Shaeffer said.

A local business owner wrote Shaeffer supporting the new ordinance. The man said his system was so sensitive the building's fan motors set it off.

The man said he would fix his system thanks to the new ordinance, Shaeffer said.

Crain pointed out that businesses which sell high ticket items might also experience more false alarms. A burglary attempt might occur, but if the alarm is sounded and the perpetrator is scared away, police might find no evidence of a break-in attempt. They would therefore incorrectly conclude it was a false alarm.

Crain further argued that many new homes are being built with alarm systems. And since children are frequently present in those homes, they might produce more false alarms. He said he believed \$500 would be prohibitive to families with alarm systems as well as businesses.

"I'd like to see the ordinance revised so that \$150 was as high as it goes. That's still kind of high, since other communities are at \$100. But if the council felt it should be \$150, I wouldn't have a problem with that."

Shaeffer said a fee waiver provision is in place for violators of the ordinance. One man was on vacation when the ordinance took effect. The man, a Novi homeowner, racked up \$1,500 in fines by the time he returned from vacation because his housekeeper tripped the alarm several times, Shaeffer said.

Shaeffer waived the man's fines.

"Of course, the waiver has to be used very judiciously," Shaeffer said.

Mother's Day Is Sunday, May 10

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## Resident prompts wetland review

By JAN JEFFRES  
Staff Writer

At the request of resident Laura Lorenzo, the state Department of Natural Resources will hold a public hearing this afternoon on a wetlands permit for Novi Business Center.

Novi City Council granted an appeal in October to developer Michael Horowitz, who earlier had been granted a permit by the Planning Commission if he built conservation easements around the wetlands. The council ruled that they couldn't require the easements.

"It's good that it's not just the City of Novi but the DNR that has jurisdiction over the wetlands. I see it as a checks-and-balance system," Lorenzo said.

"I'm very disappointed with the council that they decided to grant the appeal. I decided to object so we wouldn't lose these wetlands by a

council decision."

The developers' attorney submitted the application to the DNR in January, noting that "numerous" alternate subdivisions and layouts for the land at the southeast corner of Grand River and Wixom Road were considered. The goal is to begin filling in the two acres of wetlands this summer and finish the work by summer 1993. No mitigation is planned.

Lorenzo — "as an active conservationist and citizen of Novi" — asked for the public hearing in February, writing to the DNR that she is "deeply concerned about the loss, pollution and impairment of our valuable natural resources and the adverse impact on the wildlife and plant species they support and sustain."

She is asking for the conservation easements at the wetlands near the future building lots so potential buyers will know about the wetlands "up front" when viewing the plats, which

will "restrict what can and cannot be done on the site," Lorenzo said. She is also requesting that mitigation take place, to eliminate a net loss of wetlands.

After an application is filed with the DNR, local governments have 45 days to comment and all other parties are given 20 days. Lorenzo's letter was the only one submitted.

Horowitz has requested to fill the two acres to build access roads to the 32-lot light industrial subdivision. The 57-acre parcel is owned by Bloomfield Hills developer Arnold Aronoff.

Horowitz says that this is the first time he's had a resident request a DNR hearing on a development.

"People wanted to look at it as a residential subdivision. It's much different being an industrial subdivision. We don't see that we should put in conservation easements. They have a right to ask," he said.

"Nobody's talking about the big, large, quality wetlands. The quality wetlands are being left alone completely. We're talking about a modest area."

Only 5 acres of wetlands on the site are regulated by the DNR, which is expected to make a decision by May 17.

Mayor Matthew Quinn said the city will likely have representatives at the afternoon hearing in the Novi Civic Center.

Horowitz, who has been working on Novi Business Center for five years, said most potential purchasers may choose two or three lots for their buildings. They will need city approval before they fill any wetlands on the individual projects, he added.

"It seemed to me they wanted to have a clean slate. They wanted to let potential buyers look at the site with no restrictions," Lorenzo says.

## On the campaign trail

**Schmid files:** Novi's in a new county commission district and resident Kay Schmid hopes to continue to represent the area to the Oakland County Board of Commissioners in Pontiac. The Republican Schmid filed Monday for to run for the seat. No one else has filed yet to run in that race.

**Honigman endorsed:** Oakland County prosecutor Dick Thompson announced last week he will support State Sen. David Honigman in the campaign for the new 11th District Congressional seat. Thompson cited Honigman's involvement in a number of law enforcement bills, most recent his effort to draft legislation with State Sen. Michael Bouchard to allow for background checks of people who work with small children. Honigman also has the endorsement of former prosecutor L. Brooks Patterson, who is running for the position of county executive. Former Oakland County GOP chairman Joe Knollenburg will likely be Honigman's competition for the seat in the August primary.

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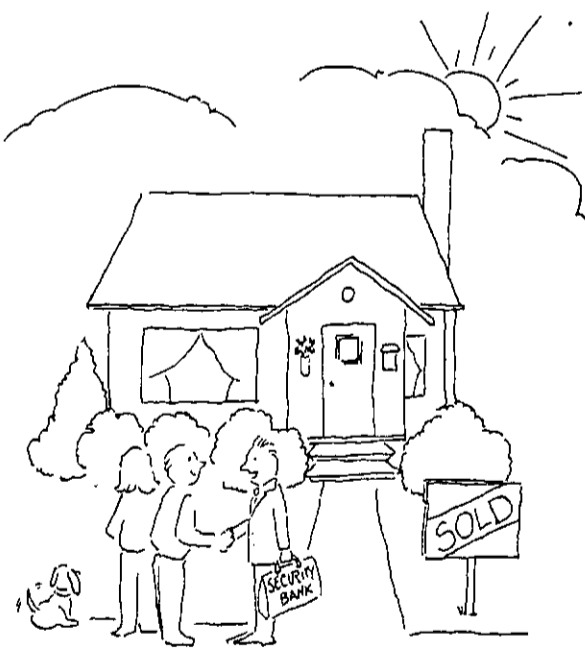
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**NOVI HIGHLIGHTS:**  
Meadowbrook congregation looks forward to opening/2B

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Henderson's congregation celebrates his 20th year/3B

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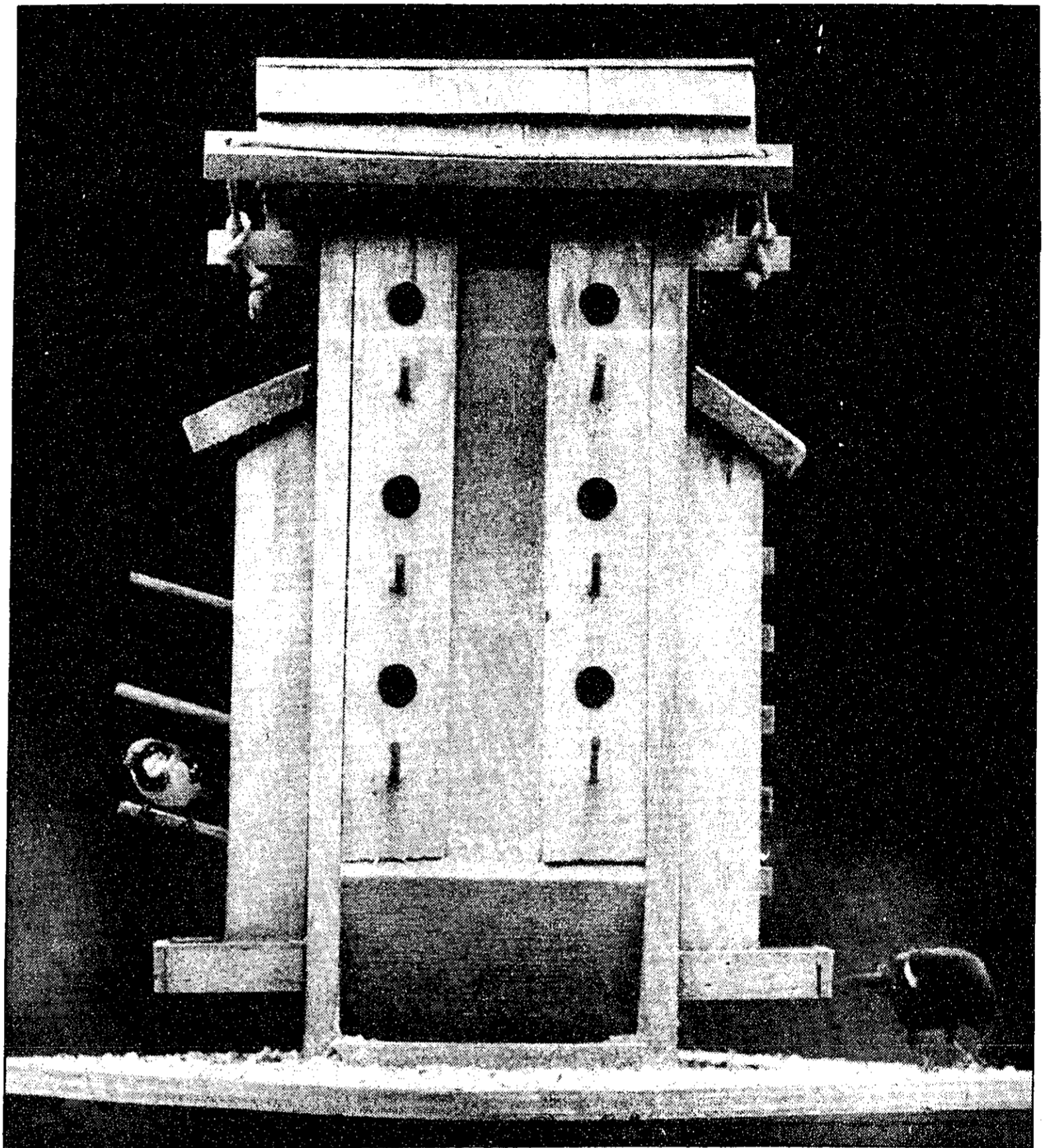
THURSDAY  
May 7,  
1992

## FOR the BIRDS

Attract them to your yard by providing them a buffet



This owl requires a habitat that provides nesting space and escape cover.



These birds have found a home at the Novi Library's wildlife habitat.

Photo by BRYAN MITCHELL

By CRISTINA FERRIER  
Staff Writer

**T**his is the time — right now — that bird watchers love. The warming weather brings in all kinds of feathered friends migrating from the south, creating a wide variety of color and song. At the same time, the leaves have not fully returned to the trees so it's easier to see them perched on branches or building nests.

Local wildlife aficionado and veteran bird watcher Margaret Schmidt, who developed the wildlife habitat at the Novi Library, said she has seen a wide variety in her own back yard over the past few weeks.

"Right now is just a great time to get out and watch the birds," she said. "Myself, I've seen rose-breasted grosbeaks, bluebirds, Myrtle's warblers and yellow warblers and what I think is a wood thrush."

At the library, she said, there has been an influx of more common birds, such as robins, blue jays, cardinals and sparrows, as well as ducks and geese. The wildlife habitat, which has been in place for about a year and a half, will need more time before it develops into one of the level she has at home.

Michigan Department of Natural Resources Wildlife Biologist Mark Sargent said there are three basic necessities for attracting and retaining wild birds in your yard. Those are having food and water available, providing a habitat, and correctly spacing the food and the habitat so they are in the same area.

Further, he said, there are two ways of providing food: with feeders, or planting trees and shrubs that provide good bird food.

If you want to attract birds with a bird feeder, Sargent suggests using a diverse selection of foods.

"It's like taking a large family out to dinner," he said. "You go to a buffet and everyone's happy."

To develop a backyard bird habitat with lots of happy birds, he said, you "give the birds a buffet."

To attract many different birds, put out black sunflowers, thistle seed for finch, and a mixed birdseed that contains millet, corn and sunflower seeds. Provide some bread crumbs and suet for woodpeckers and some citrus — maybe half of an orange — for the orioles.

Schmidt said she has been attracting birds to her backyard habitat by providing food that is "heavy on the sunflower seeds and thistle." In the winter she puts bacon grease out for insect-eating birds.

Not only is diversity important when it comes to bird food, it's important for bird feeders, too.

"Some birds, like doves, quails and pheasants, like to eat off the ground," Sargent said. You can put the food on the ground or, he said, some people like to build low-level feeders for these birds.

Other birds — most of them, in fact — like to eat a little higher up. "A lot of the ones we're used to seeing around here like to eat up in the trees," he said. For these birds, any structure that can be hung from or mounted to a tree is fine.

Schmidt has a platform feeder for high-eating birds, and allows the feed to fall to the ground for ground-eating birds. She also has a round ball-type feeder filled with sunflowers and a tubular-shaped one for thistle, as well as

Continued on 6

### Volunteer



PEGGY CALANDRO

### Advisory Council keeps Novi full of activity

By DOROTHY NASH  
Special Writer

You don't have to go far in Novi to get into a new learning or recreation activity, according to Peggy Calandro, who is a member of the Novi Community Education Advisory Council.

Why not? Because activities are held in school buildings with evening classes mostly in the high school.

The Advisory Council is a group of 10 men and women of various ages, including one senior citizen, who meet monthly with the director of Novi Community Education to help her put together a continually interesting program for the whole community.

"We're resource people," Calandro said. "We're of a variety of backgrounds, and we're in different phases in our lives."

What sorts of programs are offered to the public? The list runs from com-

puter skills and investment counseling to crafts.

"Classes I've taken," she said, "are stained glass, cake decorating and Japanese culture. Some classes are geared to the season, like Christmas and Easter."

Then there is one class for 4-, 5- and 6-year-olds, offered for half days two weeks in the summer.

"It's a fun opportunity," Calandro said, "for children to learn safety rules at the same time."

"Sometimes we think a course sounds great, but the community isn't interested."

The Council is always looking for new ideas. And the public is welcome to make suggestions.

If you want to attend a Council meeting to find out what it's all about, perhaps with a view to applying to fill a vacancy, there is a meeting the second Monday of every month at 7 p.m. at the Novi Community Education Department — 25345 Taft Road.

### Pet of the Week



**Domestic cats**  
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751-2570

On Campus

Freshman SHELLY WASKO of Novi is among eight Alma College students participating in the London Theatre Spring Term course taught by Dr. Phillip Griffin...

Everyone in the community is invited to come to the Meadowbrook Congregational Church, located on Meadowbrook Road near Eight Mile...

Church addition in final stages

Novi Highlights

The Whitehall staff were served lunch by Kathy Israel and Arnie Grundy for all the volunteer time they gave to help the activities department.

During the first week in May there will be a special lunch for all the nurses with additional plans being made for Nursing Home Week May 10-16.

On April 22 the group went on a tour of the new Novi Expo Center and last month a report was given regarding Novi Natural Resources.

In June a new member treasure hunt will be held with more information at the next meeting.

Novi Optimist Club

The Optimist Club, which has the motto "Friend of Youth," has recently been working on organizing a club for young people in the area...

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JUDITH L. MOORE of Novi is among three students named winners in the second annual Oakland Community College Essay Competition on April 17.

The theme of this year's contest was "Developing Global Awareness: A World Without Walls." Moore took first place with "Words of the Mind..."

All entries were judged by English department faculty members Kathleen Crill, Ed Haras and the Subbarao of the Highland Lakes, Orchard Ridge and Auburn Hills Campuses.

A Novi woman has been initiated into the prestigious Mortar Board Honor Society at Adrian College, Rachel Smanek, a junior majoring in environmental science at Adrian College, was among 24 members accepted into the national honor society that promotes leadership, service and high academic achievement.

Initiation was March 29 at Adrian College's Spencer Hall. Smanek, a 1989 graduate of Novi High School, is the daughter of Jay and Marianne Smanek of Appleton Drive in Novi.

Adrian College, she is a member of Alpha Chi, Chi Alpha, Phi Eta Sigma freshman honoraries, A-Care and BACCUS. She is also a member of the Biology Club.

Adrian College is a highly ranked, private liberal arts institution located in southeast Michigan.

JE WON HWANG has already begun making a mark at Albion College by receiving the Presidential Recognition Award Scholarship.

The Presidential Award Recognition Award is a scholarship given to students who are in the top 5 percent of their high school graduating class, have a high school grade point average of a 3.9-4.0, and a composite ACT score of 29 or above or a composite SAT score of 1200 or above.

Preference is given to National Merit Scholarship semi-finalists who meet these guidelines. Hwang, a senior at Novi High School, is the daughter of Mr. and Mrs. Myung K. Hwang of Novi.

Albion College is a private, coeducational, liberal arts college located in the south central Michigan town of the same name.

SHEILA ANN COTE of Novi received her bachelor of science degree in applied biology from Ferris State University during the winter quarter.

CHRISTOPHER N. BRAUCE, JOSHUA CHARLES CASCADE, MARK LEONARD CHIRWING, LISA ANN McALEER, HEIDI D. ROBINS, EDWARD P. ZALENSKI, CHATHERINE M. BEST, AMY LYNN JOHNSON, LAURA ELIZABETH KLEBAN, MATTHEW J. LATHAM, STEPHANIE R. LYLE and ANGELA VITALIE were among 1,800 University of Michigan students on the Ann Arbor campus to be recognized at the University's annual Honors Convocation on March 22.

All were named Class Honors, or had at least half As and half Bs for two terms during 1991.

AMY LYNN JOHNSON and LISA ANN McALEER were named James B. Angell Scholars. Students receiving this honor must maintain an all-A record for two or more consecutive terms as undergraduates.

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Local pastor's service marked with a surprise

They told him he was going to attend a variety show. But when the Rev. Dr. Richard Henderson arrived at Faith Community United Presbyterian Church last Saturday night, he discovered approximately 230 people there to wish him well and celebrate the 20th anniversary of his ordination into the ministry.

Friends and relatives from across the United States gathered at Faith Community last Saturday to honor their pastor at a surprise party that began with a two-plus-hour "This Is Your Life, Dick Henderson" program and concluded with a lasagna dinner.

"I was looking forward to a nice quiet evening, sitting in the back row and watching a variety show," admitted Henderson at the conclusion of the program.

"I am grateful and aware of how blessed I am. You are wonderful, wonderful people."

A graduate of Muskingum (Ohio) College and Pittsburgh Theological Seminary, Henderson was ordained in 1972. He served as assistant pastor at the First United Presbyterian Church of Northville before leaving to begin a new church in Novi which is now Faith Community United Presbyterian.

The first service for Novi's First Presbyterian Church was held Nov. 21, 1976, at Village Oaks Elementary School.

In addition to current and former members of the Faith Community congregation, the surprise party last Saturday was attended by a large contingent from the Northville Presbyterian Church, including the Rev. Lloyd Blumire, pastor emeritus at Northville Presbyterian and the man who hired Henderson to replace Timothy Johnson as assistant pastor at the Northville church.

During the "This Is Your Life" portion of the program, those in attendance learned that Henderson, 41, was on his high school and college wrestling teams and joined a fraternity nicknamed the "Athletic

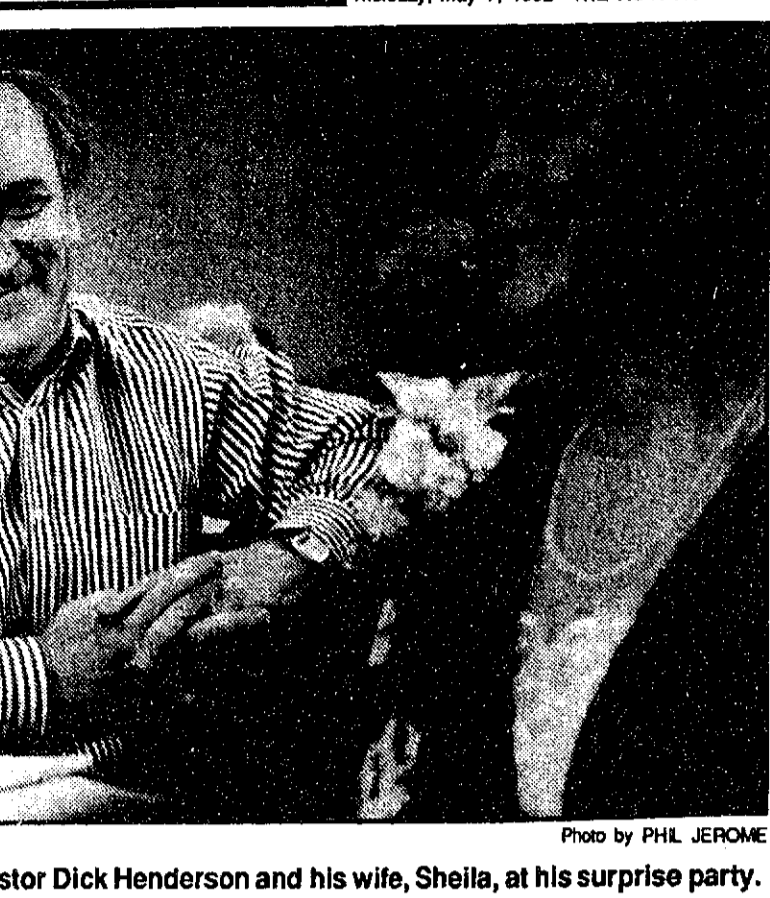
Animals" during his days at Muskingum College. He used to cheat at Monopoly; had numerous girlfriends before meeting a young lady at Muskingum College named Sheila White, who is now Sheila Henderson and the mother of their two children: Jennifer, a student at Michigan State University, and Jonathan, a senior at Novi High School.

Special guests at the surprise party included his mother and stepfather, Eleanor and Ralph Herrick of Florida; brothers Bob from Ohio and Tom from Washington, D.C.; and his sister, Marjorie Johnston from Pittsburgh.

Gifts included a "This Is Your Life" book filled with letters from friends and well-wishers, four clerical vestments handmade by a group of women from the church an original set of signed cartoon cards and a check for \$2,000.

Noteworthy among the letters were messages from U.S. Senator John Glenn, a Muskingum College graduate and a distant cousin of the Henderson family, and President and Mrs. Jimmy and Rosalyn Carter.

The occasion was coordinated by Lucy Kazakos, Peggy Hoffman, Dale Prael, Mike and Suzanne Everett and comprised of Linda Frutloff and Susan McVey.



Faith Community Presbyterian Pastor Dick Henderson and his wife, Sheila, at his surprise party.

Step-parenting workshop set to be offered at Novi school

The Consortium for Human Development, Inc., a non-profit outpatient mental, health and substance abuse agency, is sponsoring two upcoming workshops in May which address common situations and issues faced by parents.

The second workshop deals exclusively with the unique situations which step-parents face in trying to integrate and manage two sets of children — and often four families.

"Step-Parenting: Techniques for Creating a New, Happy Family Portrait" is an evening seminar scheduled for 7-9 p.m. Monday, May 18 at the Novi Meadows school cafeteria.

The seminar is expected to provide insight, understanding and guidance for step-parents facing such common issues as unresolved issues from former marriages; dealing with and accepting step-children; dealing with children's attempts to undermine a new marriage;

visitation, vacations and other common variables; and which step-parent a child obeys.

The seminar will be presented by Richard Brooks, a staff therapist at the Consortium for Human Development in Novi. He has special expertise and years of experience with counseling individuals and families on step parenting, divorce, divorce mediation, adult children of alcoholic issues and more. He also teaches psychology at Oakland Community College and is a step-parent himself.

Cost for the session is \$10 for couples or \$7 for single parents. To register, call (313) 478-2446.

Also scheduled is a seminar titled "Things Your Mother Never Told You about Parenting" on Thursday, May 21 from 7 to 9 p.m. in the West Bloomfield Library multipurpose room at 4600 Walnut Lake Road in West Bloomfield. For more information about this seminar contact the Consortium's Novi office at (313) 478-2446.

CHURCH DIRECTORY For information regarding rates for church listings call The Northville Record or Novi News 349-1700

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Photo by HAL GOULD  
Margie Ryan as Helene Butler and Steve Barker as George Butler in a scene from the Novi Players production of "Alone Together," which runs through this weekend at the Novi Expo Center.

## Novi Players examine the foibles of family life

By CRISTINA FERRIER  
Staff Writer

George and Helene Butler have waited for the day all three of their children would be out of the house so they could be alone together. Finally, that day comes.

But not for long. Soon, one of the children moves back in. Then another. Then another.

Lawrence Roman's "Alone Together," directed by Jonathan Gillespie of Lansing's Boar's Head Theatre, is the second production of the 1992 Novi Players season. The full-length comedy provides the audience with the details of what happens at the Butler home after the parents are finally alone together—or not.

The show stars Steve Barker as George Butler; Mark Boettcher as Michael Butler; York Griffith as Elliott Butler; Jeremy Koski as Keith Butler; Margie Ryan as Helene Butler; and Kathleen Ternes as Janie Johnson. "Alone Together" is professional director Gillespie's first experience with the Novi Players. He directed the Michigan premiere of "The Voice of the Turtle," for which he received the Director of the Year award from Lansing area newspapers. Gillespie has also directed children's plays at the Boar's Head Theatre and was artistic director of the Dillard School of Performing Arts in Florida.

All of the actors except Ryan are also new to the Novi Players stage. Novi resident Barker is a trial attorney. Boettcher is a communications student at Wayne State University who writes screenplays; Griffith is a student at Farmington High School; Koski wants to be an architectural engineer; and Ternes is art director for Tri-State Hospital Supply.

This is Ryan's fourth appearance with the Novi Players. She also appeared in the group's most recent production, "Shay." The show is produced by Genevieve Terry, who directed "Shay."

Upcoming performance dates for "Alone Together" are May 8 and 9 at 8 p.m. and May 10 at 2 p.m. Tickets are \$5 in advance or \$6 at the door and available at the Novi Civic Center (347-0400) or the Novi Chamber of Commerce (349-3743). The Novi Theatre is located at the Novi Expo Center.

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HOMEARAMA

## Tuning up for Saturday night

By CRISTINA FERRIER  
Staff Writer

After months of rehearsing, the Novi Choralaires are putting the finishing touches on their spring concert, scheduled for this Saturday, May 9, at 7:30 p.m.

Choralaires President Marla Stevens said the group is excited about this year's concert, which includes a hilarious spoof on opera called "Oedipus Tex."

Composed and arranged by PDQ Bach, "Oedipus Tex" is a 20-minute segment that Stevens guarantees will make the audience laugh.

The details of "Oedipus Tex" are a secret that Stevens doesn't want to reveal ahead of time.

"There are so many things we're going to do, we want the audience to get the full impact of it," she said. "It's a spoof on opera, and although it's supposed to be performed in a very straight, formal way, we're putting our own twist on it."

To give an idea of what "Oedipus Tex" is like, Stevens said the theme song of the segment is titled "Tragedy."

"But it just repeats the word," she said, and sang "Tragedy . . . Tragedy . . ." in a classic operatic style.

The song goes on to spell out "T-R-A-G-E-D-Y" and repeat endless variations of the word instead of the verses, possibly in Latin or Italian, that an opera-goer would expect.

Starring in "Oedipus Tex" are George Glese as the narrator, Noel Brown as Oedipus Tex, Nancy Parks as Billie Jo Casia and Ruth Lorenz as Madame Peep. The rest of the Choralaires are the chorus.

The entire Spring Concert is titled "The Music is Always There with You" and includes another segment titled "Little-Known Songs from Well-Known Shows."

Included in that segment are songs like "Sun and Moon" from Miss Saigon; "Count Your Blessings" from White Christmas; and "Skimbleshanks" from Cats.

Other songs included in the concert will be some of America's best-loved, such as "Alexander's Ragtime Band," "Danny Boy," and "When the Saints Go Marching In."

Tickets for the concert, which will be in Novi High School's Fuert Auditorium, are \$5 for adults, \$4 for seniors and students, or \$15 for the entire family. They are available in advance from the Novi Department of Parks and Recreation or at the door concert night.



Photo by BRYAN MITCHELL  
The Novi Choralaires' spring concert features (left to right) "Oedipus Tex," a comic spoof of classical opera. George Glese, Noel Brown, Nancy Park and Ruth Lorenz in

## Sobol takes top honors

Greg Sobol, a Novi High School freshman and jazz band drummer, won two first-place awards at the 15th annual Great Lakes Regional Contest of the American Guild of Music held at the Novi Hilton April 10-12, with more than 1,300 students competing.

Greg was awarded the two first place scores in the Drum Set Competition. A score of 99 out of 100 took the 15-year-old category, while a perfect 100 took the length-of-study category. Greg also was second runner-up in the National North American Invitation Championship Qualification with a score of 98.

On top of all this, Greg also qualified for the North American Age Championship (NAAC) to be held at Niagara Falls, N.Y., in July.

Greg is the son of Dr. Dennis R. Sobol of Novi.



GREG SOBOL

## Exchange program seeks families

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# Recreation

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Novi's Memorial Day parade will be May 25.

## Memorial Day Parade scheduled

Everyone loves a parade. Marching bands, floats, clowns, animals, fire engines, police cars and marchers. Well Novi, get ready for the 1992 Memorial Day Parade. We still need involvement from our residents, community groups and local business to make this parade a success. You can enter in one of four categories:

Floats, Marching Unit, Specialty Vehicle and Bands. The parade date is Monday, May 25 at 10 a.m. The parade leaves the Novi Town Center and proceeds down Novi Road to west Ten Mile and ends at the Novi Civic Center. There is a Memorial Service in front of the Civic Center immediately following the parade.

Last year parade participants included the Amvets, American Legion, Novi High School Marching Band, Oakland County Sheriff Department Mounted Division, Novi Special race car, Cub Scouts, Girl Scouts and Boy Scouts and many more Novi community groups.

We already have several new entries for our 1992 parade, and are anxious for more positive response. Please call Novi Parks & Recreation at 347-0400 for a 1992 Memorial Day Parade Entry Form. Entry deadline is Friday, May 8.

See you at the parade.

## Boat launch dates announced for park

**Boat Access:** Launch dates for Lakeshore Park have been announced. Residents may launch their water vehicles on May 9 and May 16 from 10 a.m. to 2 p.m. Removal dates are Sept. 19 and Sept. 26, also from 10 a.m. to 2 p.m. A \$10 fee will be charged for both launch and removal.

Launch is limited to residents only and they must have Walled Lake property frontage. Advanced registration is required and residents will be given a 15 minute launch time. Owners will be required to sign a hold harmless document as well.

**Karate:** Spring-summer session for ages and older begins Tuesday, May 12 and runs through June 30. Beginners' class runs from 6-7:30 p.m. and the advanced class meets from 7:30-9 p.m. The fee for the course is \$28 for residents and \$33.60 for non-residents. Learn the "Tang Soo Do" style of Korean karate under the direction of fifth-degree black belt, Master Bob Gordon. A qualified staff of black belts assist with instruction.

**Adult Tennis:** Sign up now for adult tennis leagues: singles, mens and womens; doubles, mens and womens; mens and womens over 40; and mixed doubles. Call Novi Parks and Recreation for more information at 347-0400.

## Rec Briefs

**Novi Bike Club:** Cyclists who are good with people, organized and who are willing to coordinate the organization for the club are being sought. The club was formed last year to support safe cycling. Primarily a recreational club, they intend to provide rides throughout the season to accommodate all levels and ages of riders. Call Marilyn at 347-0400.

**T-Ball Clinic:** Saturday, May 9 from 10 a.m. to 12 p.m. at Novi Power Park Field for 5-7 year olds (coed). The clinic is limited to 50 participants. Cost of the program is \$6 for residents, \$7.20 for non-residents. You must bring your own mitt. Registration deadline in May 8 at 5 p.m. or at limit.

**Softball Clinic:** This clinic will be held May 16 from 10 a.m. to noon at Novi Power Park Field for 7- to 15-year-olds (coed) and noon-1 p.m. for scrimmage. Limited to 100 participants, the cost is \$12 for residents and \$14.40 for non-residents. Bring your mitt. Registration deadline is Friday May 15th at 5 p.m. or at limit.

**Parade:** The Novi Memorial Day parade and related activities are being finalized for Monday, May 25 at 10 a.m. If you are interested in submitting a float entry or participating, please contact Dan Davis at 347-0400.

**Tournament:** Competitors from most of the Detroit Metro Korean Karate Clubs will vie for first, second and third place trophies in weapons, forms and sparring. Several hundred trophies will be awarded at the event on May 9 from 9 a.m. to noon. Demonstrations by masters in various martial arts disciplines are planned.

**Senior Golf:** Novi's golden retrievers golf league will begin play on the week of May 11 at Pebble Creek Golf Course. Choose from either the Monday or Thursday leagues. Novi residents can register now at Novi Parks and Recreation.

**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. A \$1 charge per person is asked and you must present identification. For more information call Novi Community Education at 344-8330.

## Causes of diabetes discussed



Raymond Hobbs, M.D.

An ancient Greek described diabetes mellitus as a disease where the body was slowly consumed and converted into urine. Although wrong, the idea describes what appears to happen in uncontrolled diabetes — the patient eats and drinks large amounts without gaining weight, while constantly urinating large amounts of fluid.

In the early 20th century, it was discovered that the pancreas produces a hormone called insulin to lower blood sugar. This was a unique finding since all hormones previously studied caused the blood sugar to rise. Insulin was found lacking in deceased people with diabetes mellitus.

At last many problems faced by diabetics could be explained. The blood sugar was high and there was not enough insulin to lower it. The patient's blood contained too much acid during a bad diabetic episode because the body could not correctly utilize its stored energy without insulin. Diabetics urinated large amounts because huge amounts of water were consumed to handle the high sugar load that reached the kidneys. With these discoveries and the mass production of insulin, many people thought diabetics had been cured. They were wrong.

## Health tips

Although insulin corrects diabetic problems, physicians have not been able to give it to an individual with anywhere near the control the human pancreas does. In a normal person the pancreas continuously changes its insulin output based on the patient's need at that moment. A diabetic cannot monitor his blood sugar every second and therefore does not receive the precisely correct dose of insulin from moment to moment.

The degree to which a diabetic's blood sugar varies from normal is referred to as how well the diabetic is in control. If the blood sugar is in a normal range most of the time, it is well-controlled. If the blood sugar fluctuates widely or is consistently elevated, the patient is poorly controlled.

The major problem facing diabetics today is how to keep the blood sugar under control while avoiding complications. Fortunately, many developments have made a profound impact on treatment. A proper combination of long- and short acting insulin makes it possible to achieve better control than with a single insulin type. Some diabetics produce insulin but not in sufficient quantities. For these people, new oral medications are effective.

Diabetic control is important because the chance of developing other problems increases as the control worsens. Blindness, cataracts,

heart attacks, kidney failure, infections, nerve damage, gangrene and impotence are more likely to occur in poorly controlled diabetics.

In the past 20 years there have been many developments that have improved both our knowledge and treatment of diabetes mellitus. First has been our improved understanding of genetics in diabetes and the role heredity plays in how diabetes develops. For instance in certain populations, such as some Indian tribes, about 35 to 50 percent of adults develop a certain type of diabetes. Among Japanese the prevalence is only about 1 percent.

Second has been our understanding of the two types of diabetes mellitus — one that requires insulin for therapy and is more difficult to control and one that can be managed with oral medications. Also there is a greater appreciation of the role of obesity, aging and factors such as ongoing drug therapy for other conditions.

Treatment of diabetes has changed drastically. We can now give genetically engineered human insulin to diabetics when we could once give only beef or pork insulin. In addition, there has been the development of new oral medications for diabetic control. We also have technology that allows diabetics to measure their own blood sugar any time using inexpensive machines that can be carried in a handbag.

On the horizon are further developments such as immunotherapy, pancreas transplants and new drug delivery systems that indicate this very common but devastating disease may be conquered.

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REAL ESTATE

## Real estate firms going high-tech

By James M. Woodard  
Copley News Service

Real estate brokerage firms are becoming larger and better equipped with sophisticated high-tech marketing capabilities. That's good and bad news for consumers.

The increasing use of computers in real estate offices is greatly enhancing the broker's efforts to find a particular type of home for a prospective buyer and establish a realistic market price for a property. And that strategic data can be accessed in seconds.

Most real estate offices are now equipped with computers, according to a recent survey by the National Association of Realtors. The use of these high-tech marketing tools has tripled during the past decade.

Another current trend that impacts the quality of service received by property buyers and sellers is the increasing size of brokerage firms.

There are still many small firms out there. In fact, more than half of the firms throughout the country have a sales force of five or fewer associates.

But overall, just 8 percent of all associates are now affiliated with small firms. The rest are "hanging their license" with large, multi-office organizations.

At the same time, there has been a drop in training and education programs offered by firms for their associates, the NAR survey said. The small single-office firms tend to rely on informal training—individual counseling with new associates.

Recent years have been tough on brokerage firm owners. Sales have been sluggish or, at best, sporadic. Overhead costs have been rising.

Commission rates have been edging down in some areas. And sales associates are demanding a larger piece of the commission pie.

To survive, some firms are rapidly expanding, adding offices and sales associates. And, where possible, they are cutting expenses, such as costs related to in-house educational programs.

"Real estate firm management has undergone a tremendous change in the last 10 years," said Bobbi Courselle, a longtime Realtor and executive with the multi-office firm of R.R. Gable, Inc. in Southern California.

"Tomorrow's company owners and managers must draw on the history of yesterday for answers. An environment of creativity must take over from the way 'we've always done it.' The answer lies in better service to the client, including the use of such high-tech aids as computerized time planners, client follow-up and client match programs."

**Q. Does the law require sellers to disclose the condition of their home in writing to prospective buyers?**

**A. It depends on the state.** An increasing number of states have passed laws requiring a written home condition disclosure from sellers.

The most recent states to enact such legislation are Wisconsin and Virginia. A seller disclosure law was first passed by California and Maine in the late 1980s.

**Q. What's the most popular type of home mortgage financing—a fixed-rate or adjustable-rate loan?**

Continued on 2

Fairy tale comes true in Milford Township

## The Wright Stuff



Photos by CHARLIE CORTEZ

Virgene Wright's delightful two-story cedar construction was built in 1984.

By Pamela Dear  
Special Writer

Mirror, mirror, on the wall,  
Who's home is the fairest of them all?  
Snow White's or Cinderella's?  
No. It is Virgene Wright's, of course!

Once upon a time in the not so far away Milford Township, Virgene Wright had a dream of designing and building a classic storybook home complete with a loft, overhead beams, and an open floor plan.

Her delightful two-story cedar construction, built in 1984 by Dick Hamill Homes of Grand Ledge, is reminiscent of a Hansel and Gretel house made out of gingerbread and covered with cookies.

The exterior of Wright's unusual home is half timbered on the upper portion and rough-sawn board and batten on the lower section. The thick wavy shaker shingles and the heavy gable overhangs contribute to its striking fairy-tale like appearance.

"A friend of mine knew what I was looking for and suggested a designer-builder, Dick Hamill," Wright said. "I knew I wanted a loft. We got together and he looked at the furniture I had. He had some ideas and I had some ideas and this is what we put together," she explained.

The 2,600-square-foot home, tucked away on a quiet road on a five-acre treed parcel, contains a great room, two bedrooms, two baths, roomy kitchen with an adjoining dining room, second floor seating area with a balcony, large screened summer porch with skylights, partial basement, and an attached two and one-half car garage. A charming lopsided barn also is on the property.

Wright, a Milford resident since 1970, has five children, Bill, Kathy, Doug, Dorothy, and Bruce, and has eight grandchildren. She is a volunteer in the pharmacy department at Huron Valley Hospital in Commerce Township.

Her other pastimes include cathedral window quilting, dollmaking, assembling a doll house for a grandchild, decorating wreaths, and wallpapering.

Entering her comfortable home, visitors may be surprised to see the uncommon solid cedar doors with primitive latelisting hardware. The doors, built by Hamill, remind one of those archaic doors found in a prince's castle or a

Continued on 2

HOME DESIGNS



## Justine has custom contemporary look

By James McAlexander  
Copley News Service

An arched, half-round window, capping three huge multi-paned windows, gives a custom look to the contemporary-style Justine.

Designed as a starter home, the Justine is well-suited to meeting the needs of a young family. The master suite is located within earshot of the other two bedrooms, while the sound separation provided by two bathrooms and closets, offers an element of privacy.

No need to fight over closet space in the master suite. The huge walk-in closet has enough to go around and then some.

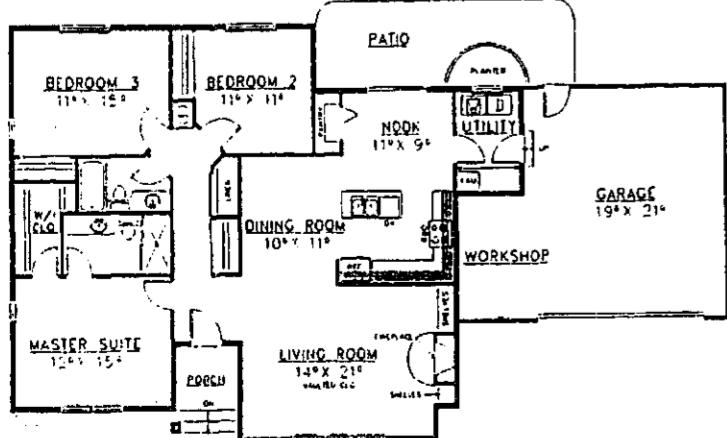
Family living areas are centrally located. Shelves flank the wide, open fireplace in the window-rich living room. An open-style kitchen is separated from the nook and dining areas by nothing more than a work island.

Placement of the sink in the work island eliminates the isolation often experienced by cleanup crews when the work area faces a wall.

Light beaming in through the sliding-glass doors brightens the spacious nook, and a pantry offers additional storage space for food. The glass doors open onto a patio while another door, off to the right, opens into a utility room.

Some families will use the space to the left of the kitchen as a dining room. Those who prefer relaxed living space over formality may want to outfit it as a family room.

For a study plan of the Justine (400-41), 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.) Designers, Architects and readers with plans they would like to see featured are also invited to contact Landmark.



OVERALL DIMENSIONS: 40'-0" X 70'-0"  
LIVING: 1584 square feet  
GARAGE: 512 square feet

## Fragrant houseplants

By C Z. Guest  
Copley News Service

**Q. I have several south- and west-facing windows and would like you to suggest some flowering houseplants that are also fragrant. Please, only easy ones!**

**A. There are lots of flowering houseplants to choose from that will give fragrance to a room. The only requirement is several hours of full sun in a south, east or unobstructed west window.**

Here's my beginner's list: orange jasmine, citrus trees, such as Calamondin orange or Meyer lemon, and sweet olive (most fragrant). All have white flowers that will fill a room with their intoxicating scent and, best of all, they are easy to tend to under average indoor conditions.

### GERMINATING TIPS

Once you know the germination requirements for the seeds you wish to plant, all you have to do is find a good location around your home for germinating almost any type of seed.

Many tiny seeds like steady warmth, so for the best outcome I suggest the top of a refrigerator. It has given me great results.

Another ideal spot is under a grow lamp, though a counter

### GARDENING

top in your bathroom or kitchen also works well if these rooms are kept warm. The use of a heating cable, one strand under each tray, can provide bottom heat for speeding the germination of warmth-loving seeds. These cables come in various lengths, with or without thermostats.

Other seeds like a cool spot. A cold frame or raised, protected bed outdoors during cool weather, an attic in winter, a closed room (during cold weather), a basement or a north windowsill all have worked marvelously well for me.

These locations also can be used to satisfy any initial chilling or freezing that is required by a specific type (this fact appears on the seed packet). Of course, your freezer or refrigerator can do the same.

Once seeds have been sown, check the moisture of your planting medium daily. If it feels dry, sprinkle the top gently or, better still, water from the bottom with water at room temperature. Allow the surface to soak up until the water becomes moist for a constant moderate degree of moisture.

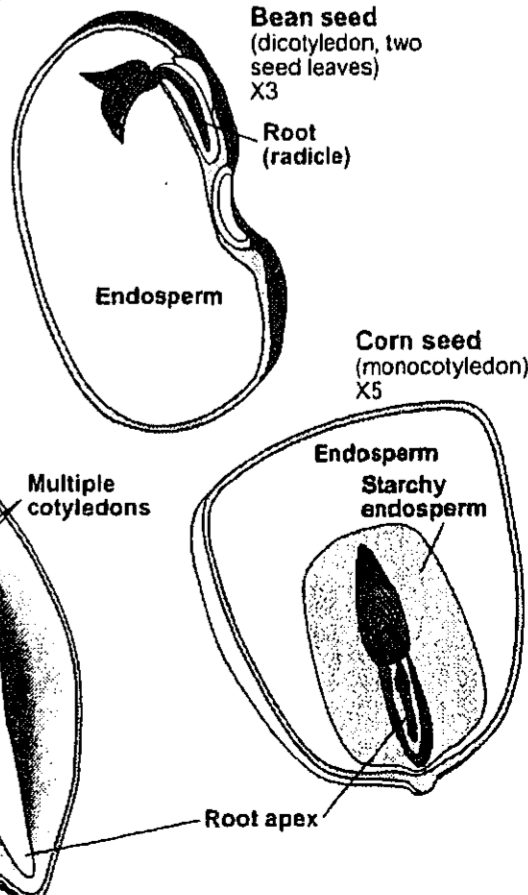
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## Germinating seeds

- Germinate seeds that like warm conditions on top of a refrigerator, under grow lamps or with heating cables under each tray.
- For cool-germinating seeds, try a raised, protected bed outdoors or in a cool attic or basement.
- Keep seeds out of direct sunlight.
- Check moisture of the planting medium daily. If it feels dry, sprinkle with room-temperature water, allowing water to soak until the surface feels moist.

### Seed types

A seed consists of an embryo plant and some, or no, stored food for it (endosperm). Most seeds fall into three seed types:



Copley News Service/Dan Clifford





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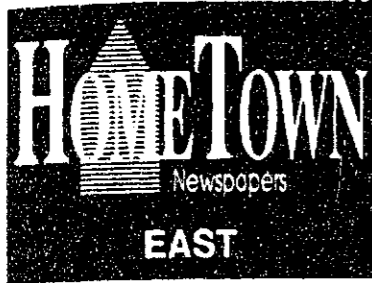
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# CLASSIFIED GREEN SHEET



## Money Management

### Couples must talk finances

When it comes to money management issues, love cannot afford to be blind. The Michigan Association of Certified Public Accountants recommends that newlyweds discuss their financial goals and consider how those goals may affect their current and future lifestyles.

#### SHARE DREAMS AND GOALS

Most couples enter marriage with dreams about their future. However, none of these dreams can be comfortably realized unless you and your spouse set specific goals. Make a list of some short-term and long-term financial goals that you each would like to achieve. Then take a look at your spending and saving habits. Ask yourself if your habits will have to change in light of the new goals you have set.

You should discuss if and when you plan to have children and how this may affect your finances. Don't blithely assume that one of you will be able to stop working or that you can maintain the same lifestyle when children come along.

#### THE IMPORTANCE OF A BUDGET

The best way to control your spending and plan for the future is by developing a budget. Begin by tracking your monthly expenditures. Identify your fixed expenses such as mortgage or rent payments, commuting costs and car payments. Then determine how much you are spending on nonessential items such as clothing, vacations and gifts. If you discover that these nonessentials are claiming a large percentage of your take-home pay, make it a priority to put money in your savings account each month before you make any purchase.

Excluding your home mortgage, don't commit more than 15 percent of your after-tax income to monthly payments, such as school loans, car loans or other consumer debt.

#### HOW MUCH TOGETHERNESS?

As newlyweds, it's important to focus on how you will pay your bills and save for your future. Will you both deposit most of your paychecks into a joint account? If you currently have separate savings and checking accounts, will you be retaining these accounts? What about credit cards?

Continued on 2



Carolyn Arlen works on floral arrangements in her basement

## Flowery firm branches out

By RICK BYRNE  
Copy Editor

It's fair to say that people think of flower arranging as a "soft science," if they even think of it as a science at all.

But for Carolyn Arlen of Northville, flowers are better therapy than any medicine. Her flower arranging business, Carolyn's Creations, brings joy to people through custom designed silk and fresh flowers. She can do custom arrangements in silk to match wallpaper and decor in homes and offices, and provide fresh flowers for weddings, parties and funerals.

"It started just as a hobby when I was a kid," Arlen said. "Later on people used to tease me and say I should make it into a business. I used to be a secretary, and I was in a job where it was just driving me over the edge. So I said 'That's it, I'm going to floral school.'"

She completed her training from the DePatis Floral School and earned her accreditation from Schoolcraft College.

Now that she's in the business, and operating from a shop in the basement of her Northville home, the most difficult aspect of Arlen's job is maintaining credibility.

"My biggest fear was that this wasn't an acceptable business; you know, 'a real job,'" she said. "I had the idea that you couldn't enjoy doing something and make money at it, too."

"But I feel I conduct myself professionally. With the brides, I send them cards — which people have told me nobody does — and I think they're impressed with the time I spend with them. This is not just a hobby."

Corporate clients have been impressed with Arlen's work as well. She has created indoor floral arrangements for area businesses and office buildings.

"Silk flowers are great for low light areas, and they're ideal for offices where the temperature fluctuates and no one pays attention to watering," Arlen said.

Indeed, Arlen has gotten her greatest satisfaction and stretched her creative tendrils to their limits on commercial jobs.

"When I did Fair Lane (the Henry Ford estate) that was my single highest achievement, because I did it all myself," she said.

And Arlen truly was by herself at Fair Lane. Each floral artist decorated one room of the mansion with flowers. While other decorators brought in staffs and helpers, Carolyn's Creations had a staff of Arlen and her husband.

Despite exercises in large jobs, her favorite part of the job is the personal contact she maintains with bridal clients. To her, it's more important to listen to the bride than to try to sell her something.

"It's a part of somebody's special day," said Arlen. "I enjoy consulting with the bride, trying to reflect her personality and capturing the mood of the day."

Arlen gives back to her profession, too, by teaching classes in floral arranging at local community centers. Students are often amazed at how creative they can be.

"Most people feel they're not that talented," Arlen said. "Everybody leaves with a finished product, and they feel like they've accomplished something."

For more information on Carolyn's Creations, call 474-4241.



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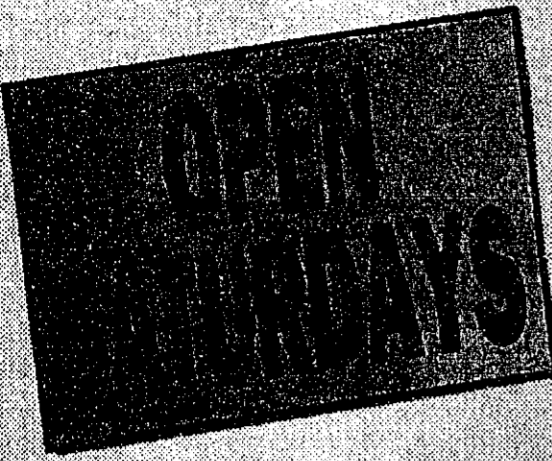




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| <p><b>NEW 1992 CAVALIER 2 DOOR</b><br/>Stock No. 2083J</p> <table border="0"> <tr><td>Factory Price</td><td>9869</td></tr> <tr><td>Discount Savings</td><td>-517</td></tr> <tr><td>Consumer Cash Back</td><td>-500</td></tr> <tr><td>GM Employee/Family Discount</td><td>-433</td></tr> <tr><td>1st Time Buyer's Discount</td><td>-400</td></tr> <tr><td>Your Net Trade In or Cash Reduction</td><td>-1000</td></tr> </table> <p>MONTHLY PAYMENT \$145 FINANCING \$6999 OR LESS</p> | Factory Price                     | 9869  | Discount Savings | -517 | Consumer Cash Back | -500 | GM Employee/Family Discount | -433 | 1st Time Buyer's Discount           | -400  | Your Net Trade In or Cash Reduction  | -1000         | <p><b>NEW 1992 METRO XFI</b><br/>Stock No. 2104J</p> <table border="0"> <tr><td>Factory Price</td><td>7630</td></tr> <tr><td>Discount Savings</td><td>-328</td></tr> <tr><td>Consumer Cash Back</td><td>-500</td></tr> <tr><td>GM Employee/Family Discount</td><td>-377</td></tr> <tr><td>1st Time Buyer's Discount</td><td>-400</td></tr> <tr><td>Your Net Trade In or Cash Reduction</td><td>-1000</td></tr> </table> <p>MONTHLY PAYMENT \$121 FINANCING \$5225 OR LESS</p> | Factory Price    | 7630 | Discount Savings   | -328 | Consumer Cash Back          | -500 | GM Employee/Family Discount | -377 | 1st Time Buyer's Discount           | -400  | Your Net Trade In or Cash Reduction   | -1000         | <p><b>NEW 1992 1/2 TON PICKUP</b><br/>Stock No. XT328J</p> <table border="0"> <tr><td>Factory Price</td><td>11485</td></tr> <tr><td>Discount Savings</td><td>-482</td></tr> <tr><td>Consumer Cash Back</td><td>-500</td></tr> <tr><td>GM Employee/Family Discount</td><td>-544</td></tr> <tr><td>Your Net Trade In or Cash Reduction</td><td>-1000</td></tr> </table> <p>MONTHLY PAYMENT \$169 FINANCING \$8579 OR LESS</p> | Factory Price                     | 11485 | Discount Savings | -482  | Consumer Cash Back | -500  | GM Employee/Family Discount | -544  | Your Net Trade In or Cash Reduction | -1000 |
| Factory Price   | 9869                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Discount Savings  | -517                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Consumer Cash Back  | -500                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| GM Employee/Family Discount   | -433                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| 1st Time Buyer's Discount   | -400                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Your Net Trade In or Cash Reduction   | -1000                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Factory Price   | 7630                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Discount Savings  | -328                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Consumer Cash Back  | -500                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| GM Employee/Family Discount   | -377                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| 1st Time Buyer's Discount   | -400                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Your Net Trade In or Cash Reduction   | -1000                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Factory Price   | 11485                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Discount Savings  | -482                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Consumer Cash Back  | -500                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| GM Employee/Family Discount   | -544                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Your Net Trade In or Cash Reduction   | -1000                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| <p><b>NEW 1992 CAPRICE</b><br/>Stock No. 2015J</p> <table border="0"> <tr><td>Factory Price</td><td>13,186</td></tr> <tr><td>Discount Savings</td><td>-295</td></tr> <tr><td>Consumer Cash Back</td><td>-500</td></tr> <tr><td>GM Employee/Family Discount</td><td>-91</td></tr> <tr><td>Your Net Trade In or Cash Reduction</td><td>-1000</td></tr> </table> <p>MONTHLY PAYMENT \$272 FINANCING \$13,898 OR LESS</p>   | Factory Price                     | 13,186  | Discount Savings | -295 | Consumer Cash Back | -500 | GM Employee/Family Discount | -91  | Your Net Trade In or Cash Reduction | -1000 | <p><b>NEW 1992 STORM 2+2</b><br/>Automatic, air, cassette<br/>Stock No. 2093J</p> <table border="0"> <tr><td>Factory Price</td><td>11,106</td></tr> <tr><td>Discount Savings</td><td>-600</td></tr> <tr><td>Consumer Cash Back</td><td>-750</td></tr> <tr><td>GM Employee/Family Discount</td><td>-638</td></tr> <tr><td>1st Time Buyer's Discount</td><td>-400</td></tr> <tr><td>Your Net Trade In or Cash Reduction</td><td>-1000</td></tr> </table> <p>MONTHLY PAYMENT \$198 FINANCING \$9517 OR LESS</p> | Factory Price | 11,106  | Discount Savings | -600 | Consumer Cash Back | -750 | GM Employee/Family Discount | -638 | 1st Time Buyer's Discount   | -400 | Your Net Trade In or Cash Reduction | -1000 | <p><b>NEW 1992 S-10 BLAZER</b><br/>Stock No. 1265J</p> <table border="0"> <tr><td>Factory Price</td><td>22,668</td></tr> <tr><td>Preferred Equipment Group Savings</td><td>-1200</td></tr> <tr><td>Discount Savings</td><td>-1735</td></tr> <tr><td>Consumer Cash Back</td><td>-1000</td></tr> <tr><td>GM Employee/Family Discount</td><td>-1049</td></tr> <tr><td>Your Net Trade In or Cash Reduction</td><td>-1000</td></tr> </table> <p>MONTHLY PAYMENT \$299 FINANCING \$16,679 OR LESS</p> | Factory Price | 22,668  | Preferred Equipment Group Savings | -1200 | Discount Savings | -1735 | Consumer Cash Back | -1000 | GM Employee/Family Discount | -1049 | Your Net Trade In or Cash Reduction | -1000 |
| Factory Price   | 13,186                            |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Discount Savings  | -295                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Consumer Cash Back  | -500                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| GM Employee/Family Discount   | -91                               |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Your Net Trade In or Cash Reduction   | -1000                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Factory Price   | 11,106                            |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Discount Savings  | -600                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Consumer Cash Back  | -750                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| GM Employee/Family Discount   | -638                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| 1st Time Buyer's Discount   | -400                              |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Your Net Trade In or Cash Reduction   | -1000                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Factory Price   | 22,668                            |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Preferred Equipment Group Savings   | -1200                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Discount Savings  | -1735                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Consumer Cash Back  | -1000                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| GM Employee/Family Discount   | -1049                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |
| Your Net Trade In or Cash Reduction   | -1000                             |   |                  |      |                    |      |                             |      |                                     |       |  |               |   |                  |      |                    |      |                             |      |                             |      |                                     |       |   |               |   |                                   |       |                  |       |                    |       |                             |       |                                     |       |

## SPECIAL FACTORY PURCHASES

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| <p><b>1991 CORSIKA</b><br/>Stock No. B1272J</p> <ul style="list-style-type: none"> <li>• Air conditioning</li> <li>• Auto transmission</li> <li>• Tilt wheel</li> <li>• AM/FM stereo</li> <li>• Power locks</li> <li>• And much more</li> </ul> <p>Compare At \$12,370 SALE \$8495</p> | <p><b>1991 BERETTA</b></p> <ul style="list-style-type: none"> <li>• Power locks</li> <li>• Automatic</li> <li>• V6 - Much more</li> </ul> <p>Compare At \$9,595 SALE \$7,995</p> | <p><b>1992 LUMINA 4-DOOR</b><br/>Stock #B1291J</p> <ul style="list-style-type: none"> <li>• Air conditioning</li> <li>• AM/FM stereo</li> <li>• Tilt/cruise control</li> <li>• Power lock windows</li> <li>• V-6</li> <li>• And much more</li> </ul> <p>Compare At \$17,299 SALE \$12,995</p> |
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\*First Time Buyer's Discount (F.T.B.) applies only to GMAC financing and subject to their approval. Cash buyers must add 400 to net purchase price. You must be a GM Employee or a qualified family member to be eligible for Option I out of stock price. Employee or qualified family member further agrees to assign Option I discount to dealer in consideration of Option I pricing. K-Blazer, Suburban, Non-Conversion Astro Van are not eligible for Option I pricing out of stock. Lease payments based on approved credit on 48 month closed end lease, 60,000 mile limitation. Lessee is responsible for excessive wear and tear. 1st payment plus security deposit. Lease payment based on all applicable listed rebates and discounts. 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 formulated to be negotiated with dealer. 1st TIME BUYER DISCOUNT DOES NOT APPLY TO LEASE. Vehicles may not be exactly as pictured. Ad expires May 12, 1992. \*\*Excludes all specially priced promotions.

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| <p>1-800-354-7007<br/>348-7000</p> <p>SHOWROOM HOURS:<br/>Mon. &amp; Thurs. 9 to 9<br/>Tues., Wed., Fri., 9-6<br/>Saturday 10 a.m.-3 p.m.</p> <p><b>MARTY FELDMAN</b> Chevrolet</p> <p>42355 GRAND RIVER • NOVI<br/>JUST EAST OF NOVI ROAD, NOVI</p> |  | <p>385-2080<br/>684-1025</p> <p>SHOWROOM HOURS:<br/>Mon. &amp; Thurs. 9 to 9<br/>Tues., Wed., Fri., 9-6<br/>Saturday 10 a.m.-3 p.m.</p> <p><b>JAY</b> Chevrolet</p> <p>2675 S. MILFORD RD. • HIGHLAND<br/>JUST 1 MILE SOUTH OF M-59</p> |
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