

50¢

THURSDAY
NOVEMBER 11, 1992

Number of
Five Sections
50 Pages plus Supplements

the NOVI NEWS

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GIRLS BASKETBALL / 7B

City settles water line tiff for \$26,000

By JAN JEFFRES
Staff Writer

JCK & Associates President Joseph Kapelczak agreed Monday to a proposal from Council Member Nancy Cassis that the firm hand over to the city \$26,000, the estimated extra costs incurred for the rerouting of a Novi Road water main.

"The boss says pay and I will pay whatever the council so desires. . . I will make sure this cashier's check will be given to the (Novi) Director of Finances in the morning," Kapelczak said.

The council "in a spirit of compromise" unanimously backed Cassis's motion — which was described as a way to go forward from what has been a snarled scenario — but the motivations for the action varied.

"Either we settle for \$26,000 here and move on, or we go for the full audit and get all the numbers," Council Member Joseph Toth said.

An audit by an outside engineer of what has been called "Watermaingate" was suggested at earlier meetings, but the council dropped that plan Monday.

Council Member Robert Schmid said he thought the \$26,000 payment was "reasonable" but that he was not convinced that JCK had made any error of judgment or that "any wrongdoing was done."

The \$26,000 figure was summed up in a report just given to council by Director of Public Works Anthony Nowicki. The council directed that the money be spent towards reducing the payments on revenue bonds sold to pay for the water main. This means the savings will be passed on to property-owners

■ The City Council turned down a citizen committee's request for an ordinance that would require waste hauling firms to offer curbside recycling. Mayor Matthew Quinn said the recycling question will be put on hold for further study for 60 to 90 days. City Attorney David Fried was asked to investigate if the city can legally make such a demand upon the companies. The story is on page 3A.

who tap into the system, including the developers of Mystic Forest subdivision.

"The ironic twist is what happens tonight benefits the developer. We are reducing the debt service. I understand it's proper for the rest of the district. In fact, the way this is working the developer will again receive a benefit," Council Member Tim Pope said.

The investigation into the water main first became public in July, when Council Member Nancy Cassis pointed out the main veered into Mystic Forest instead of running straight along Novi Road, as originally approved by the council.

Mayor Pro Tem Hugh Crawford and Mayor Matthew Quinn supported asking JCK for the money, but not without blasting the way the investigation has been conducted.

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Photo by HAL GOULD

Left to right, firefighters Jeff Cheizensky, Capt. Dennis Tarrant, Jeff Leininger, Kathy Young and Lt. Wallace Bishop get ready to hawk newspapers for a good cause.

Extra! Extra! It's a Goodfellow sale

By RANDY COBLE
Staff Writer

'Tis the season to extend a helping hand. Folks in Novi will have a chance to do just that this Saturday.

"I was brought up that you were supposed to help people," said Dennis Tarrant. "And that's what I'm trying to do."

The Novi Goodfellows will hold their annual

newspaper sale this Saturday, Nov. 28. Volunteers will fan out, covering every major intersection in the city, asking motorists for donations in return for a copy of *The Novi News*. All monies collected will go towards a very special cause — helping the needy in Novi.

The Novi Goodfellows are part of the national Goodfellows organization, and its members include all of the Novi Fire Department — some 60 people in all.

"The papers are given for donations," said Tarrant, a Goodfellow and firefighter who has been involved in the annual event for the past 11 years. People decide for themselves how much they want to give, he added, but the average donation is \$1.

"We'll be at all the main intersections," he said. "You won't miss us — we turn out in our fire

Continued on 6

Officers get new streetwise training

By CRISTINA FERRIER
Staff Writer

For a police officer, firearms proficiency is a necessity.

Not only is it a part of regular training — in Novi, officers must demonstrate their proficiency every six months — it can also be a matter of life and death.

While most firearms training involves matters of accuracy, a more difficult part of an officer's training requires proper timing.

With that in mind, the Novi Police Department shares a high-tech training program with other area police departments that actually places officers in simulated, threatening situations and requires them to make those decisions without the real threat to anyone's life. It's real name is the Firearms Training System II, but it's dubbed FATS II for short.

"Unlike other programs," explained Novi Police Chief Doug Shaeffer, "this teaches officers when to shoot, which is really important." The decision must be made in a split second.

The program places the officer into different situations, each on a video screen filmed from the officer's point of view, and requires a decision on whether or not, and when, to shoot.

In addition, each decision must be made with the department's use of force policy in mind. And it all has to be done so quickly that it's automatic.

Firearms Training Sgt. Phil Schoen said officers go through monthly training sessions, including training using the FATS II sys-

Continued on 14



Photo by HAL GOULD

In one video simulation, the officer in training (silhouetted in foreground) happens across a criminal who has already shot his partner in an elevator.

FATS II teaches hard lesson

The Novi Police Department invited staff members of *The Novi News* last week to try out its Firearms Training System, used to train police officers' decision-making skills in the use of deadly force. What follows is a first-person account.

By MICHAEL MALOTT
Managing Editor

I was just walking my beat, your average street cop on routine pat-

rol, when I happened across an apparent armed robbery in progress. Two shots rang out. I raised my weapon. A second later, three suspects emerged from a storefront doorway to my left only a few yards away. They were backing out the door, their guns pointed inside. The two men carried pistols, one was wearing a ski mask.

The woman in between them had an M-16. . . oh, for Chrissake, that

thing's an M-16!

Now, I had the drop on 'em — an advantage I was quickly learning is not what it is cracked up to be — but they had firepower. The pistols looked to me to be semi-automatics, which would mean the two men could have up to 15 shots each compared to the six in my Smith & Wesson service revolver.

Continued on 14

Subdivision seeks roadway closure

By JAN JEFFRES
Staff Writer

A request from a group of Timber Ridge Estates homeowners to close Ironside Drive, which connects their subdivision with North Hills, was denied by the Novi City Council Monday.

However, a recommendation from Fire Chief Arthur Lenaghan for a series of signs, including restrictions on through and turning traffic, stop signs at intersections and a posted speed limit will be studied. A report is due back to the council in 30 days.

The majority of the Timber Ridge residents asked for Ironside Drive to be "restricted to the use of

emergency vehicles only because they said the 100-foot route, which runs between the Cumberland Drive in North Hills and connects with Serenity Drive in Timber Ridge, was being used as an access to Novi Road and that the increased traffic endangered the safety of pedestrians, particularly children. There are no sidewalks in the 79-home subdivision, located west of Novi Road between Nine Mile and Eight Mile roads.

Health and safety reasons were cited by some council members in denying the request. Timber Ridge would be left with no secondary access if Ironside Drive were closed

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In today's issue



A special section . . .

Gift Guide

Community Education board seeks new council members

By RANDY COBLE
Staff Writer

The Novi Community Education Advisory Council (CEAC) looking for a few good folks.

Novi Schools Director of Community Education Clara Porter told the Board of Education Nov. 19 that three council members' terms are about to expire, and CEAC is seeking replacements for at least one of them.

The board of education appoints council members for three-year terms. Members Cheryl Buss, Patty

Koneda and Helen Stabler have reached that mark, Porter said.

"Buss has other pressing commitments, and doesn't want to be reconsidered for appointment," Porter said. Stabler has asked for the board to reappoint her, and Koneda will soon decide if she is interested as well, she added.

CEAC members assess and identify the needs, interests, resources and problems of community/adult education in Novi, Porter said. They set objectives and priorities," she

continued, "and establish programs to meet those needs."

The council will accept names of those who would be interested in serving on the body. Contact Porter at 344-8330, Ext. 13. An interview process will take place, and the council will then forward its recommendations to the board at a future meeting.

"We encourage people to apply," said board President Raymond Byers. "It's one more way to be involved, to be part of the lifelong learning program we have here in Novi."

Library Notes

Adult Book Discussion: *Beloved*, the Pulitzer Prize-winning novel by Toni Morrison, will be discussed at the Adult Book Discussion Meeting at Novi Public Library on Monday, Dec. 7, at 7 p.m. Please have the book read and be prepared to discuss it with the group. To register, please call the library at 349-0720.



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Fuerst fate subject of of board discussion

By RANDY COBLE
Staff Writer

The Novi Board of Education pondered the fate of the Fuerst estate at its Nov. 19 meeting, held at Village Oaks Elementary.

Board members took a tour of the home of Iva and Ruby Fuerst, located on the corner of Tall and Ten Mile roads, on Nov. 14. The school district owns the property, decided to by the sisters in their wills, and is in the midst of deciding what to do with it and the house, barn and accompanying buildings on the land.

Trustee Robert Schram asked the board to consider appointing a committee to decide what should be done with the Fuerst estate.

"We should get a good cross-section (of views)," Schram said. "It's a community asset."

Schram suggested a committee of some 13-15 members. One representative should be delegated from each of the following bodies, he added: Planning Commission, City Council, Parks and Recreation, Historical Commission and the Novi Education Foundation.

Schram said he felt NHS Principal Arthur Miller should be on the committee, since the land sits next to the high school. The remaining members should be composed of Novi resi-

"We should get a good cross-section (of views)—it's a community asset."

Robert Schram
School board trustee

denis, he added.

Byers, with the board's concurrence, asked Schram to define an exact mission for the committee and report back to the board before its second meeting in December.

Japan society celebrates 20 years

The Japanese Society of Detroit celebrated its 20th anniversary at the Novi Hilton over the past weekend by establishing a foundation to provide \$300,000 in grants to cultural, educational, charitable, scientific and artistic organizations to be handed out over the next three years.

The announcement was made by Japanese Society President Mitau-

nobu "Tony" Takeuchi.

The Japanese Society is an organization which seeks to increase understanding between the American and Japanese communities. It has traditionally, through its corporate and individual members, provided volunteers and financial contributions to numerous educational, cultural, civic and societal organizations.

Of the grants, \$105,000 was set aside and awarded in the Saturday, Nov. 21, meeting of the society.

The Japanese Society was founded in 1973 and has since grown to a membership including 225 corporations and 1,300 individuals from around the Detroit metropolitan area.

The society was originally established to provide supplemental education for Japanese school children living in the Detroit area and to provide social and cultural support for Japanese adults. It has since evolved into an organization which supports the educational needs of the overall Detroit area.

Member companies of the society last year contributed \$1.5 million to various activities in the metro region.

Cholesterol & Diet

What you should know

If your blood cholesterol level is greater than 200, you have a greater risk for developing coronary artery disease than if it is below 200.

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Kate Maddox, R.N.C., M.S.
Adult Nurse Practitioner

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Opinions

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BOB NEEDHAM, Editor
JAN JEFFRIES, Staff Reporter
STEPHEN KELLMAN, Staff Reporter
MICHELE FERRER, Staff Reporter
SCOTT DANIEL, Staff Reporter

16A
THURSDAY
November 26,
1992

Keep in mind separation of groups

To the Editor:
In response to Mr. Beaubien's comments made at the city council meeting on Monday and reported in *The Novi News* Nov. 19:
... the (historical) commission is engaged in back-biting, and spends its time promoting the historical society instead of helping save the Methodist church from demolition.
Mr. Beaubien, we either dispute or don't understand some of your remarks regarding the relationship between the historical commission, the historical society and the historic district study committee and we feel they may give a negative impression of how these separate entities have failed to relate to each other. This is not the case at all. In fact, the interchange of ideas, comments and suggestions have benefitted the city.
Most members of these groups are cooperative, open-minded and sympathetic to the concerns of each of the other groups. We are amazed at your opinion, and concerned that your remarks could mislead the community to believe that there is some sort of dissension between them. These history-related groups will gladly support any individual or group that has a plan and the resources to preserve the Methodist church.
You also protested that the historical society has the "free use of the Town Hall Museum..." Does that mean that, if you are appointed to the commission, you would deny this "free" use to the historical society? Would you also deny such use to all of the other area non-profit organizations who can presently also use this as a meeting hall?
Might we point out that it was through the efforts of the Novi Historical Society that the plan for a historical museum in Novi was conceived? That group is responsible for raising thousands of dollars (not tax dollars), dedicating thousands of hours of work (much of it physical work), and attending meetings after meeting to accomplish its goal. And all of this happened before the commission was even formed.
Each of Novi's historical groups has their own task to perform. Each is well aware of their separate responsibilities. None of the members of any group are paid; they are all volunteers. All of them are dedicated to their tasks. We hope that the new appointees to the Novi Historical Commission will keep these facts in mind.
Charmaine Gladden
William D. Gladden

As We See It

Latest tax reform plan deserves a chance

Amidst all the hue and cry of the recent election, something was happening in the background.
While the governor's folks were touting the wonders ahead if Michigan passed his "Cut and Cap" tax plan; while the near-constant television commercials screamed the dire consequences of such a passage; while the experts pontificated about how Proposal A showed the Legislature's failure to deal with tax reform; while the primary architect of an "alternative" plan was getting bounced out of his seat on the Detroit Board of Education — a group of 12 legislators worked.



Government

Their product — it does not, so far, have a catchy name — is a proposal to dramatically change the entire tax structure of the State of Michigan. Its impetus is the perceived need for reforming the way we pay for public schools in this state — the same notion that spurred proposals A and C earlier this month, as well as the collection of concepts known as the Olmstead/Kearney Plan.
The basics of the latest effort: First, eliminate all property tax which goes to school operations (by far the largest share of your tax bill). Next, increase the state personal income tax and the single-business tax to make up the difference. Then, guarantee every school district in Michigan \$4,700 per student in revenue.
Note well: That's significantly less than Novi now spends.
A couple of other wrinkles would allow voters to decide in 1994 whether to substitute a 2-cent increase in the sales tax for some of the other taxes. And if local voters here or elsewhere wanted to rise above the state guarantee of funding, it would be done with a voter-approved residents' income tax, not property tax.
The legislators — both Republicans and Democrats, incidentally — behind this plan propose something much more far-reaching than the other plans receiving attention of late. Some apparent problems have already come to light. But let's give this thing a chance to fly before shooting it down for good.
Some early critics have identified two potential flaws: first, the tricky and ultimately wrong assumption that equal

A special prayer of thanks



Phil Power

"Dear Lord, thank You for our food, our friends and our family..."
This is the beginning of the grace my 10-year-old son Nathan says when it's his turn to give thanks at the beginning of a meal.
Nathan's grace keeps coming to mind this week as we celebrate that uniquely American holiday, Thanksgiving.
For our friends — Michigan is a friendly place, spread out enough to provide the spice of diversity. We're not as nutty and fashion-driven as the West.
In Washington, they used to joke about "Michigan chic" when Jerry Ford was president. But I'll bet most of the country wishes deep down it was the kind of Midwestern, down home, friendly place Michigan is.

For our family — The heaviest travel period of the year is Thanksgiving. More than any other time, Thanksgiving is when spread-out families gather together to share the bounty of our land and give thanks. For most people, family is the most deeply felt value, going far, far beyond the tarnished phrase "family values."
My own mother died exactly one year ago, and her fresh memory still brings a lump to my throat. I will say a special prayer of Thanksgiving this Thursday. I suspect I will not be alone.
Praise God, from whom all blessings flow. Praise Him, all creatures here below...
Phil Power is chairman of the company that owns this newspaper.

What clown came up with that idea

To the Editor:
Recall Toth, Cassis, Mason? What clown came up with that idea? Over the past year Toth, Cassis and Mason have put the citizens of Novi first. Displaying the courage to insist that our paid consultants clean up their act. The new Team Novi has been consistent in their effort to ask the necessary questions and to demand that they are given the information needed to represent the citizens of Novi. The purpose of serving on council is to serve the entire community and not to accommodate misguided special interest groups. Toth, Cassis and Mason deserve the support and respect of the citizens in Novi.
How ill-advised to want to get rid of the few good members of the city council who have enough courage to refuse to rubber stamp the executive branch of our local government, as councils have in the past.
Why must we go through a costly recall when these people have been duly elected by the majority of our citizens? We should not be disenfranchised by a few. The cowardly people who are desirous of this recall and won't reveal themselves must have a hidden agenda!
I would suggest to the citizens of Novi that they not sign this mean-spirited petition.
Richard Stopinski

Letters

Recall targets support citizens
To the Editor:
Our representative Nancy Cassis has pursued "Watermangate" due to the concerns of many Novi residents. Politics in Novi has been "business as usual" for too long. People need to realize there is abuse in government spending "within the boundaries of the law" on every level. Especially to the benefit of big business.
Our councilpersons should have the right to completely address any discrepancies without reprisal. It's our money being spent.
I urge Novi residents not to sign any recall petition against Councilpersons Cassis, Toth and Mason. They have supported Novi residents on many issues. Without this support we will lose our voice this city.
George Holmes

Don't recall over sourgrapes

To the Editor:
I am writing about the "Haggerty" road resident who is starting a recall of three Novi council members. He says he is against the infighting on the council. Who isn't? He says they will not work with other council members. He uses words like "obstructionist," "disruptive," and "power by intimidation." What is the want? A rubber stamp council?
I think he is mad that M-5 took so long. I am mad that it is being built. We both lost. M-5 is being built and some politician found money to widen Haggerty Road anyway.
I may not always be in favor with any given council member's action. I may have, or not have, voted for any of these council members. But

Appalled by the recall effort

To the Editor:
We are appalled by Art Cervi, Martha Hoyer and others for their activities to smear present council members.
We also take offense at the letter written to the editor by William S. Charles attacking Nancy Cassis and accusing her of "wasting money, time and good reputations."
For your information, all residents that we have had discussion with, who are aware and watch and/or attend the council meetings, are "sick and tired" of those members who seem to "yes" everything without any questions or in-

So they don't like way council runs

To the Editor:
So Art Cervi, Martha Hoyer, and the other members of their secret society do not like how council members act during the city council meetings? According to them we are not supposed to disagree, pick on the city administration, and just all vote together! In other words just throw out the democratic process and become mechanical puppets for special interest groups and the city administration.
Is it because we are insisting that the city administration provide the city council with better records, better information and written administrative procedures and policies (the lack of which the city attorney — in a written opinion, claims is one of the contributing factors for the Novi Road Watermangate fiasco)?
Is it because I have stated publicly — time after time — that property around the Haggerty Connector (M5/M9) is zoned residential — and that I will not support any rezoning of this property — so we can get a few shopping centers?
The City of Novi is in the black because this city council has been tough with the budget and the city administration. The results of the recent audit by Plante & Moran is written testimony to that fact. Yet we had cost overruns in seven expense areas — including \$253,609 in construction cost overruns alone! Nancy, Carol and I shall continue to ask tough questions, seek to have written administrative policies developed that will save the Novi taxpayers money, and we will do it at the city council table (on Channel 13), and in full view of the residents of Novi. Not as a secret group with a hidden agenda with perhaps some personal gains to be achieved.
Councilor Joseph G. Toth
City of Novi

Correction:

An editorial in this column, published Monday, Nov. 23, incorrectly stated that the Novi Fire Department assesses fines for false fire alarms. It does not.
According to Fire Chief Art Le-naghan, the fire department will respond to fire alarms with risk of a fine to the building.
The Red Timbers restaurant did not have a fire alarm, however, Le-

naghan said. And the fire there apparently somehow tripped the eatery's burglar alarm, which would be subject to a false alarm fine if reported to the police department.
So, the point of our editorial remains the same, that the new false alarms ordinance appears to have caused a delay in the reporting of the incident and, as a result, may have resulted in further damage to the building.

Moments

By Bryan Mitchell



Step Aerobics, a class taught at the Novi Civic Center, uses a real step.

Run nation like a business?

"They oughta run government like a business. Then we wouldn't have such a mess in the capital."
"We need business people in runnng government, not a bunch of politicians."
And so it goes — inexpensive advice to voters and administrators about how business is run so well and government so poorly.
Well, as Bill Clinton gets set to run the federal executive branch, as John Engler ponders improving his show in Lansing, and as Dennis Archer prepares to take over Detroit, they will have plenty of experienced business executives to pick from. Consider:
■ Ames Department Stores is shutting stores and dropping people right and left. And soon the bigwigs will fall. Ames catered to middle-American small towns like Howell and Chelsea. Its stock was going great guns until a couple of years ago when it absorbed Zayre's and a bunch of debt. It is now going through bankruptcy, and my information is that it will never emerge.
■ Cable TV companies have people experienced in raising revenues. Our school districts are always running tax-increase campaigns, and some natural resources devotees want to raise the sales tax a penny for Michigan state parks. Cable people have been jacking up their rates 10 to 15 percent a year for a decade — and getting away with it. They seem to do it in February, after a January campaign to sign up subscribers.
■ Amtech companies, such as Michigan Bell and Bell South, could teach Clinton how to get along with Congress. They had lobbyists swarming over Michigan's delegates to both the Democratic and Republican national conventions. I couldn't understand how Ma Bell could afford so many slick, blue-suited guys hanging around a mere convention delegates, or how Bell South could set up a

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LETTERS TO THE EDITOR
This newspaper welcomes letters to the editor. We ask, however, that they be issue-oriented, confined to 400 words and that they contain the signature, address, and telephone number of the writer. The writer's name may be withheld from publication if the writer fears bodily harm, severe persecution, or the loss of his or her job. The writer requesting anonymity must explain his or her circumstances. Submit letters for consideration by 4 pm Monday for that Thursday's paper. We reserve the right to edit letters for brevity, clarity, libel, and taste.
The week prior to an election, this newspaper will not accept letters to the editor that open up new issues. Only responses to already published issues will be accepted, with this newspaper being the final arbiter. This policy is an attempt to be fair to all concerned.
Submit letters to: Editor, The Novi News, 104 W. Main, Northville, MI 48167.

N'ville schools union gets a raise with new contract

By SHARON CONDRON
Staff Writer

The 62 members of Northville schools' union of paraprofessionals have settled on a two-year contract with a 3.5-percent raise for the first year.

The settlement, which won the School Board's approval Monday, concludes the last round of the district's negotiation talks. The wage increase reflected in this contract settlement mirrors the raise most employee groups received this year.

R. Roy Danley, director of personnel, said the paraprofessionals join the teaching assistants, bus drivers,

custodians, food service and maintenance employees and the district's one occupational therapist in agreeing on a 3.5-percent raise. Base salaries for the paraprofessionals are \$17,400-\$22,328. Paraprofessionals work at Bryant and Old Village schools as part of the Center program are reimbursed to the district by Wayne County.

The district's secretarial and clerical staff (which is a non-bargaining unit) is the only group that settled for less with a 3-percent raise. In lieu of the one-half-percent difference in salary improvements, Danley said the secretaries bargained for a \$200 stipend to be awarded to those on

staff with an associate's degree or better.

The remaining employee groups either opted for flexible benefit packages or forfeited pay increases this year.

The three district nurses, which provide services for the special education program and are funded by the county, were moved from an hourly rate to the district's teacher salary schedule. The move, administrators said, is to recognize them for their bachelor's degrees.

Prior to the switch, the district was one of few left in the state that didn't have its nurses earning comparable wages to employees with equal edu-

ational credentials.

"It's basically righting a wrong," said David Bolitho, assistant superintendent for administrative services. "We were one of the last districts to do it."

The district's 211 teachers took the highest pay increase this year. Their 5.875-percent salary increase ends the last year of a previously negotiated three-year contract. The pay increase raised eyebrows earlier this year when union leaders representing the teachers refused to take concessions even after district officials had to cut \$2.6 million from their program.

Building principals, who are represented by the National Association of School Administrators, opted for a benefit option over a salary increase for the 1992-93 year. Principals were granted a benefit option of \$2,350 that allows them to spend that money on tuition reimbursement, physical expenses or conference allotments. Assistant principals were given the same option with \$2,100. Any excess monies not expended during the year can be converted into cash and tacked onto their base salary. That option, Danley said is good only for this year.

In contrast the seven central office administrators and three program supervisors took pay freezes for the

1992-93 year. Their contracts remain identical to the ones they held the year before.

Overall, Danley said he thought the employee groups were responsive to the district's financial position during bargaining sessions. Even though most asked the district to match the teachers' pay raise, they were content with the lower increase.

"I think they were understanding to the position of the district," he said. "Their salary increases are somewhat under what other districts are paying. The 3.5-percent is also somewhat lower than what other districts were paying."

Northville updates its school job statements

By SHARON CONDRON
Staff Writer

A newly elected Northville school board member's request to see job descriptions for district administrators has spurred an overhaul of personnel files and an annual review of job responsibilities.

It wasn't until Board Member Patricia Custer requested job descriptions for district administrators that the personnel department realized job listings were outdated.

Since she made her request last summer, the administrative services department has been working to update its records.

"Some of our job descriptions aren't up-to-date. It is something we are reacting to, and we are going to assure you that they will now be reviewed on an annual basis," said David Bolitho, assistant superintendent for administrative services.

Bolitho said he wasn't aware some of the job descriptions had lapsed. But said he has begun to update the records with the help of the district's director of personnel, Roy Danley. By the end of this week Bolitho and Danley hope to have gathered all the pertinent information needed to write new descriptions.

"We found out when Mrs. Custer requested the job descriptions that they were outdated," he said. "So now we are building a process or mechanism to make sure they are accurate and do reflect the job the person is doing."

Descriptions Bolitho found lacking were those for the business manager, the assistant superintendent for instructional services, the director of instructional services and the assistant high school principals.

"It wasn't a complete disaster, but some needed to be improved and there were procedural things that needed to be cleaned up," he said.

Bolitho said he believed the central office administrators' job descriptions had grown old because so many of those staffers have been with the district in the same position for several years. In cases like those, he said, the district has historically reviewed job descriptions only when a position becomes vacant. But now that policy has been changed.

"They hadn't been done because we haven't had to replace anybody," he said. "In the past unless a position is posted the job description won't be reviewed, but now we've implemented an annual review of those descriptions," he said.

All three of the central office administrators' job descriptions that have lapsed have been occupied by the same three people for years. Business manager John Street has been with the district for 11 years while Dolly McMaster, the assistant superintendent for instructional services, has held her office for nine years. Likewise, Director of Instruction William Hamilton has been employed in his current position for the last four years.

Bolitho said descriptions of most central office administrative positions are current because there has been some turnover in front offices. Bolitho himself is only one year in his current job, as is Superintendent Leonard Reznierski.

Bolitho intends to have the revised descriptions to central office cabinet members before Christmas. They will then get a reading at the personnel subcommittee before they go to the School Board for approval.

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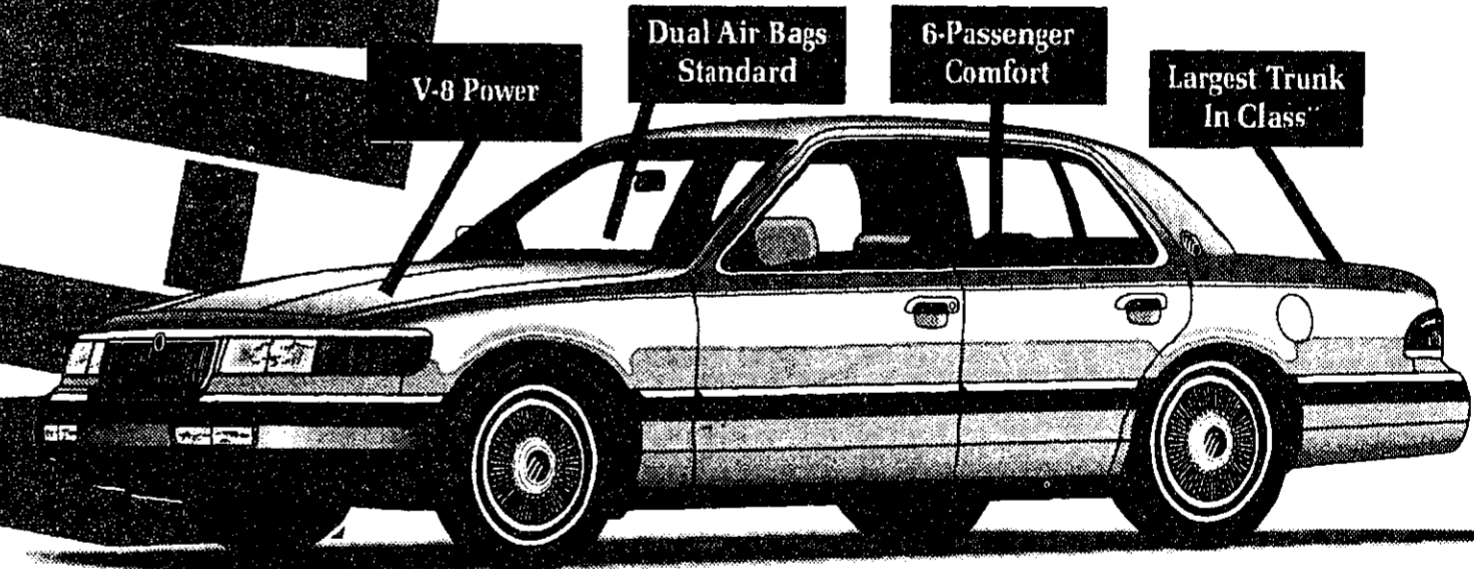
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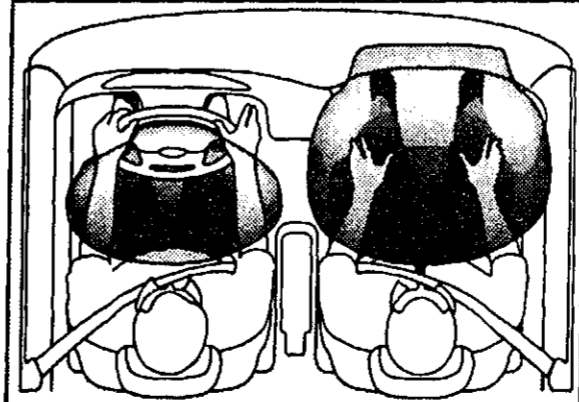
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NOVI HIGHLIGHTS:
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NORTH POLE MAIL:
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HONOR ROLL:
Is your kid listed among Novi Middle School's top achievers?/4B

GOLDEN MEMORIES

The most vivid memories people have of the holidays are sharing them with friends and family. It's the laughter and the love that echoes from those memories that warms the heart of the lonely and the aging around the holiday season.

By SHARON CONDRON
Staff Writer

Just ask any one of the residents at Northville's Star Manor nursing home. They'll tell you their most cherished memories of the holidays: those that bring smiles to their faces, warm fuzzies to their hearts, and comfort to their souls.

Northville's 90-year-old Eunice Campbell has fond memories of past Thanksgivings when her family gathered around the table for the festive feast.

"We didn't have turkey then," she said. "Never heard of it. We always had chicken — I don't like chicken — but we always had it, and a big crock of beans. The beans were good though; I liked those."

Campbell, a resident of Star Manor, says she doesn't celebrate the holidays much any more like she used to with lavish dinners and crowds of relatives. Instead, she's content with her health and holiday visits from her daughter.

"I won't be going home. I have a daughter here, but I don't want to go there. They are having a big crowd, and I don't want to be there with my wheelchair in the way," she said.

Campbell has two daughters, but only one lives nearby. She says Virginia comes to visit and she's grateful for that.

"I'm thankful for my family, especially on the holidays because you get to see them," she said. "I'm also thankful for my friends, because you just don't have as many when you get old."

Being healthy and having a sharp mind are now what she most thankful for.

"I'm thankful that I'm just living and that I have my health and a good strong mind and memory. I'm also thankful that I've lived so long and had a good life."

With aging, Campbell said, ideals change. Before she had taken some things for granted that she doesn't anymore.

"Thanksgiving means a lot to me because there's a lot to be thankful for. I'm thankful for food and clothes and to have a home because I don't have mine anymore."

Charlotte Petrosky knows that her desires for material possessions have gone by the wayside. Nowadays her health is more important.

"I'm just thankful that I can see and hear," she said. "And everything else; I just can't walk, that's



ing and everything."

That wasn't the case at Velma Freydl's childhood home. At her house, the family all got together for guinea hen.

"Oh, it was a sweet meat. My family all got together at my mother's house, she cooked the dinner, and we always ate at noon."

Bea Graham is also thankful for her childhood memories and for what she has today.

For 66-year-old Graham, family holidays have always been important, and they've all been good ones. This year will be no different, even though she'll be spending them with friends at the nursing home.

"It's hard to specify any certain one because they were all good," she recalled.

One of 11 children, Graham has especially fond memories of a full house in the country as a child. There she and her eight sisters and two brothers grew up.

"We always had turkey. But in my childhood we had roasted goose. We didn't always all live there, but we always got together for dinner... We lived in the country. I loved it then and I still do now."

"I'm thankful for my friends and my family and having a good place to stay," Graham said. "I'm thankful for everything I have, I guess."

Petrosky has found memories of Thanksgivings past that comfort her today.

"When I was a kid it meant a holiday from school and a special meal at noon."

She said there was no particular Thanksgiving that stuck out among the others.

"They were all the same," she said. "We had the day off from school and we a special dinner. We always had turkey roasting in the oven with stuff-

Volunteer



GERRY STIPP

Blood drive thrives thanks to volunteers

By DOROTHY NASH
Special Writer

"We take walk-ins," said Gerry Stipp, Novi City Clerk, when talking about donors during the semiannual (March and September) blood drives which she volunteer-coordinates with Red Cross at the Novi Civic Center.

Red Cross supplies the workers, 10 or 12, however many are needed, depending on whether it's a six- or 12-hour session — and Stipp arranges lunch or dinner for them.

The important thing for Stipp, however, is "to line up people to give blood," she said. "I have a list of former donors, and I sent letters to them, following up with a phone call." Also she notifies all of the churches, "so they can put it in their bulletins." She notifies business places in town, too.

Fifty percent of the donors come without making an appointment. They might have been in before, "but

they just didn't make an appointment."

Gerry Stipp writes the notifying letters herself and has them printed at the City Hall. She admits she gets "help stuffing the letters — whoever I can latch onto."

How did she get into this volunteering? About 10 years ago, she said, before she learned how to say no, Red Cross contacted the city manager about it, and "he came in to see me."

And she's been with it ever since because, she says, "I think giving blood is important." And she gives, too.

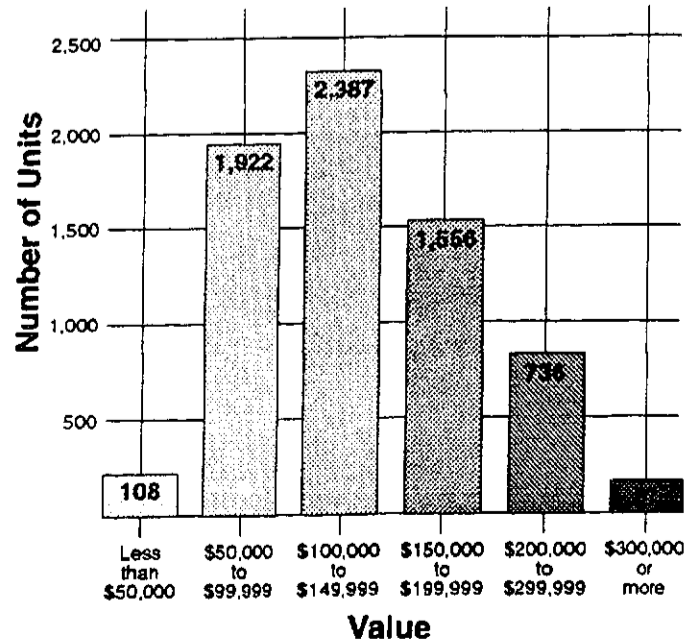
As to how the blood business is, Stipp said, in the last two drives the Red Cross drew 195 pints. The amount is down, she added.

"At first we had twice as many give blood. Now people are sometimes afraid of the AIDS scare — but there's no way you can get AIDS from giving blood."

Its A Fact

Home Value

There are 6,796 owner-occupied housing units in Novi. The median housing value is \$127,900.



Recreation

the NOVI
NEWS

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THURSDAY
November 26,
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FILE PHOTO

Many wood crafts will be on hand for residents to admire.

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Holiday arts and crafts show on tap

By CINDY STEWART
Special Writer

This is the season for Holiday Arts and Crafts. Come join us at the Novi Civic Center on Nov. 28 and Nov. 29 for the second annual Holiday Arts and Crafts show sponsored by the Novi Arts Council and the Novi Jaycees. Fifty-five area crafters will be bringing a wide variety of handmade items for everyone. Shop now for holiday gifts or a special something for yourself.

Items at this juried show include stained glass, oil and acrylic paintings, pottery (vases and bowls with a southwestern motif), jewelry, gingerbread houses, wood crafts, clothing and stationary items. There are also many crafts with a holiday flavor that would make great Christmas gifts, including hide-a-quilts, baskets filled with non-perishable gourmet

food items, and handmade music boxes.

The Novi Arts Council and the Novi Jaycees joined forces last year for their first Holiday Arts and Crafts Show. It was a fun way for the two groups to make money for their special community projects. Novi Jaycees representative Becky Staab said, "It's a fun event for our community and the Jaycees puts its profits into the community development fund. This is used for our needy family Christmas program, Safety Town and our summer reading program at the Novi Library."

Paula Joyner-Clinard, president of the Novi Arts Council agrees that the Arts and Crafts show benefits our community.

"The Arts Council uses their share of the profits to support the arts in Novi," she said. "This varies from grants to bringing artists into the

community, a youth theatre to go into the Novi elementary schools next fall, or poetry readings at the schools."

There is something for everyone at the Holiday Arts and Crafts Show. Prices for the items range from \$1 to \$100 with the average prices around \$15-\$20. The Novi Jaycees will provide the food concessions with pizza from Maria's Bakery, chips, candy, pop and coffee.

"We will also feature the world famous 'Jaycees Super Chili,'" said Staab. "Don't miss it!"

Both groups have shared the responsibility for planning publicity, jury committee, set-up, collecting admission, handling the hourly raffle, food concessions and clean-up. It's a joint effort bringing a quality arts and crafts show to the community.

The crafters have donated items for the hourly raffle and each person

attending the show has a chance to win some of the beautiful hand-made crafts. Admission is only \$1 and this money is divided between the Arts Council and the Novi Jaycees. The Novi High School choir will have its Christmas tape available for sale and the Band Boosters will be holding a bake sale. Come buy those special deserts for your family that you don't have time to bake!

Come early, the show opens Saturday, Nov. 28, at 10 a.m. and noon on Sunday, Nov. 29. It runs until 4 p.m. both days.

While you're there, don't forget to check out the Novi Gate VI Gallery in the Civic Center Atrium. This month features photographs from *Novi News* photojournalist Bryan Mitchell.

Cindy Stewart is the Director of Public Information for the City of Novi.

Kathryn A. Hoppe, D.D.S./Health

Bonding improves on nature's work



Dr. Kathryn Hoppe, D.D.S.

Today, almost anyone can have straighter, whiter, more appealing teeth, thanks to a relatively simple cosmetic dental procedure known as bonding.

Bonding may be used to correct: fractured or chipped teeth, stained or discolored teeth, large spaces or gaps between teeth, rotated or crooked teeth, stained fillings in front of teeth, silver fillings in certain cases, malformed teeth, or tetracycline-stained teeth.

Bonding is a process in which tooth-colored materials are added to the enamel of a tooth. These materials come in many different shades to match the tooth color. This material, called composite resin, combines the elasticity and durability of plastic with the strength and ap-

Health Tips

pearance of ceramics used in dentistry.

The bonding procedure involves the fusion of the composite resin to natural tooth structure. To produce a strong bond, the tooth is prepared with a solution that slightly roughens its surface. Next, tooth conditioners or primers and a bonding sealant prepare the tooth for bonding material. When first applied, the composite resin is soft and putty-like. This soft material is shaped to match the contour of the tooth, then hardened by a beam of high-intensity light (bonding light). Now it is ready for final contouring and polishing.

It's nearly impossible to distinguish the bonding material from the natural tooth. Teeth look as though they have always been perfect and whole. The subtle changes made possible with bonding can result in dramatic improve-

ments in overall facial appearance.

After bonding, little special care is needed. Regular brushing and flossing are still a must. You should avoid chewing ice or hard candies. Today's bonding materials are durable but may need periodic repairs. No one can estimate how long a particular bonding will last, but most experts now feel that bonding can be expected to last five to 10 years depending on its location and size. The newer bonding materials will even last longer.

Bonding usually costs approximately one-third of what caps or crowns cost. But bonding's major advantage is that it conserves the natural tooth structure. In addition, the procedure is painless, relatively quick and usually completed in one or two appointments.

Dr. Kathryn Hoppe, D.D.S., is a dentist in private practice in Northville. This series is coordinated by Peg Campbell of the University of Michigan Health Centers.

Hoop tryouts slated for next month

AAU Girls Basketball Tryouts: The West Oakland Chargers girls basketball club will be holding tryouts on Sunday, Dec. 6, at Northville High School (corner of Eight Mile and Sheldon roads) from 1-3 p.m. for age divisions 11 through 14. The Chargers focus on building player skills and have been very successful with their program winning six state championships in the past three years. For further information, you may contact Larry Cupp, 420-0681, for age divisions 11 and 13; Bill Kobus, 363-0014, for 12-year-olds; and Jim Wickett, 645-1913, for 14-year-olds. The age division is determined by the player's age on Jan. 1. A tryout fee of \$15 will be assessed and will cover the purchase of the AAU card.

Basketball Camp: Novi High basketball coach Bob Shoemaker will instruct boys ages 6-17 at the Orchard Lake St. Mary's basketball camp Dec. 26-30. The cost of the camp is \$225 per day and \$275 with boarding. For further information call Sylvia at 682-1885 Monday through Friday.

Grand Slam USA: An all-night sports camp will be held for children at Grand Slam on Nov. 27. The camp features unlimited use of batting cages, baseball training areas, basketball courts, along with special guest instruction. Cost of the camp is \$35 and registration

Rec Briefs

deadline is Nov. 20. For more information call 348-8338.

Baseball hitting leagues start Nov. 21. Four-person teams compete in the leagues where teams are divided by age. Cost is \$20 per player. Registration deadline is Nov. 20.

Light Up the Holiday: The 10th annual tree-lighting ceremony will be held on Monday, Dec. 7 at 7 p.m. at the Novi Civic Center. Dress warm for an old fashioned, outside evening of fun. Hayrides through Power Park and hot chocolate will follow the official ceremony. Christmas carols, holiday address from Mayor Matt Quinn and a visit by Santa are all on the agenda.

Volunteers Needed: Novi Youth Baseball needs volunteers for the 1993 baseball season (the last year at Bosco Field). The league needs an Activities Director. The Activities Director is in charge of awards, team pictures, team picnic, etc. If you would like to be a part of Novi Youth Baseball for the upcoming season, call 349-2543 or 348-5637.

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

More information about membership in the Trackers is available by calling the Novi Parks and Recreation at 347-0400 or new President Hub Copp at 348-7779.

Pool Schedule: Open swimming at Novi High will be held 7 p.m. to 8:30 p.m. Mondays and Thursdays. The pool may also be rented on Friday nights from 7 p.m. to 9 p.m. Swimming lessons, swimnastics and scuba diving programs will also be held. Call 344-8330 ext. 71 for more information.

Novi Bike Club: For information on bike club group rides call Gordy Gray at 349-4235 or Novi Parks and Recreation at 347-0400.

Senior Spotlight: Novi seniors host a feature-oriented half-hour show on cable Channel 12 Mondays at 6:30 p.m. Topics featured on the show have included health issues, Novi sports leagues and many others.

Early Morning Jog & Swim: Class meets at the Novi High School gym each day of the week. For more information, call Novi Community Education at 344-8330.

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- Advances in Research
- New Treatments
- Headaches & Children
- Hormones & Headaches
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REAL ESTATE

Home loans are now easier to finance

By James M. Woodard
Copley News Service

Recent changes in major home financing loans is making it easier for families to purchase and finance a home of their own.

For starters, a family financing a home purchase with a mortgage loan insured by the Federal Housing Administration can now include all closing costs in the loan amount. Previously, a buyer could only finance up to 57 percent of all closing costs.

This makes it possible for many families that qualify for an FHA loan but lack the needed down payment and cash for closing costs to go ahead with their home purchase.

Also, under the new law the maximum FHA loan limit has increased from \$124,875 in high-cost areas to 95 percent of an area's median home price or 75 percent of the maximum loan amount allowed by Fannie Mae

and Freddie Mac (major secondary buyers of mortgage loans), whichever is lower.

A new home loan, recently announced, will allow families nationwide to obtain financing with cash down payments as low as 3 percent of the purchase price and reduced closing costs. The special loan, called Fannie Neighbors, has been structured by Fannie Mae.

This mortgage plan will increase homeownership and promote revitalization in minority and low- and moderate-income urban areas, according to Fannie Mae. It is primarily designed to help families and neighborhoods that are now least likely to have access to mortgage credit.

"The lack of available mortgage credit in areas of the country that need it most is a situation that must change," said Larry Dale, Fannie Mae's executive director. "This new loan provides these

Continued on 3

HOME DESIGNS



Two-story Northside offers plenty of room for expansion

By James McAlexander
Copley News Service

An unfinished attic over the garage offers room for expansion in the compact, two-story Northview.

Its high-peaked roof and lofty chimney, along with the oval window in the front door, lend a nostalgic Victorian air to the home, as does the parlor just inside the entryway.

But the rest of the Northview is by no means old-fashioned. Apart from the parlor, the family living spaces downstairs are spacious and comfortably informal.

The large country kitchen has a built-in dishwasher and centers around a work island. Counter and cupboard space is plentiful, and a small triangle-shape pantry provides still more storage for food and equipment. Washer and dryer are but a few steps away in the two-car garage.

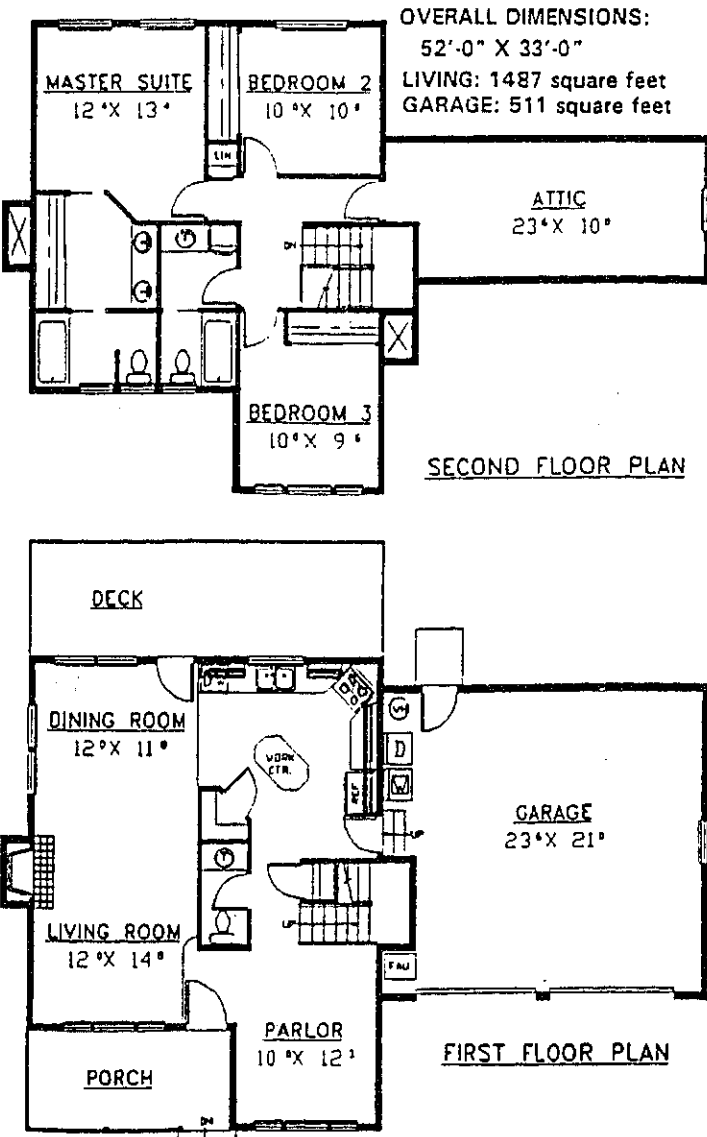
A fireplace adds charm and warmth to the richly windowed great room. This area could be fur-

nished as a dining room and living room. Other families might prefer to use it as one large family room with an informal eating nook, rather than a formal dining area, next to the kitchen.

All of the bedrooms are upstairs. The master suite is divided into three sections: sleeping area, a dressing room with closet and double vanity and a water closet. Separation is provided by pocket doors.

The other two bedrooms share a bathroom that also includes a compartmentalized vanity and towel storage. Windows in the front bedroom are capped by a contemporary half-round window, giving this room a dash of class all its own.

For a study plan of the Northview (401-09), send \$5 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.)



Photos by Scott Piper

The spiral staircase leads to the upper levels of Pat and Dianne Monks' dome home.

NO PLACE LIKE DOME

BY LAURA BAILEY
STAFF WRITER

It's more energy efficient, makes better use of space and is stronger than a comparably sized "traditional home."

Called a geodesic dome home, it was perfected by inventor Buckminster Fuller Jr. in 1947. Its spherical design yields energy efficiency and strength, and allows for unique, contemporary interior design options.

At least that's what owner Dianne Monks said regarding her and her husband Pat's dome home, located off Pine Bluff Road in Hamburg.

From the outside, the shape of the house is similar to an elongated igloo, but that's about as far as the resemblance goes. Upon entering, just off to the right is a cedar-walled spa room; the five skylights make it a great greenhouse, Monks said. Visitors will be most struck, however, with the great room. Thirty-eight feet at its



The rear view of the Monks' geodesic dome in Hamburg.

highest point, it utilizes the entire height of the dome. Monks said the open spaciousness of the 2,800 square-foot home was one of the main reasons for having it built.

"This is a great place for entertaining," Monks said. "I hate being stuck in the kitchen by myself. Here you're not. I really

like the open look."

The look is enhanced by two sets of atrium doors leading to a three-quarter wrap-around balcony. One set is in the great room, the other in the dining room area.

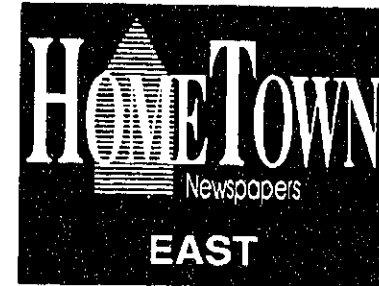
The room's centerpiece, a working driftstone fireplace, helps keep the dome warm in the winter, aided by ceiling fans that continuously push down warm air.

A European-designed kitchen, equipped with a dumbwaiter and dominated by a center island, overlooks the great room. The master bedroom is also on the first floor.

In here, Monk points out another unique feature—a door leading to a small privacy deck off the bathroom.

Two spiral oak staircases lead to second and third floor open lofts which hug the side of the dome. The first holds an office, the kids' bedrooms and adjoining bath.

Continued on 3



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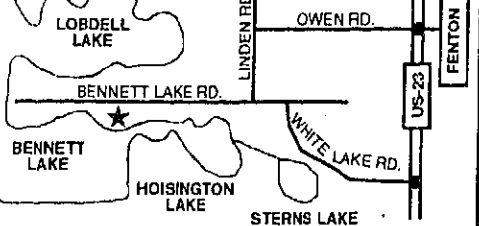
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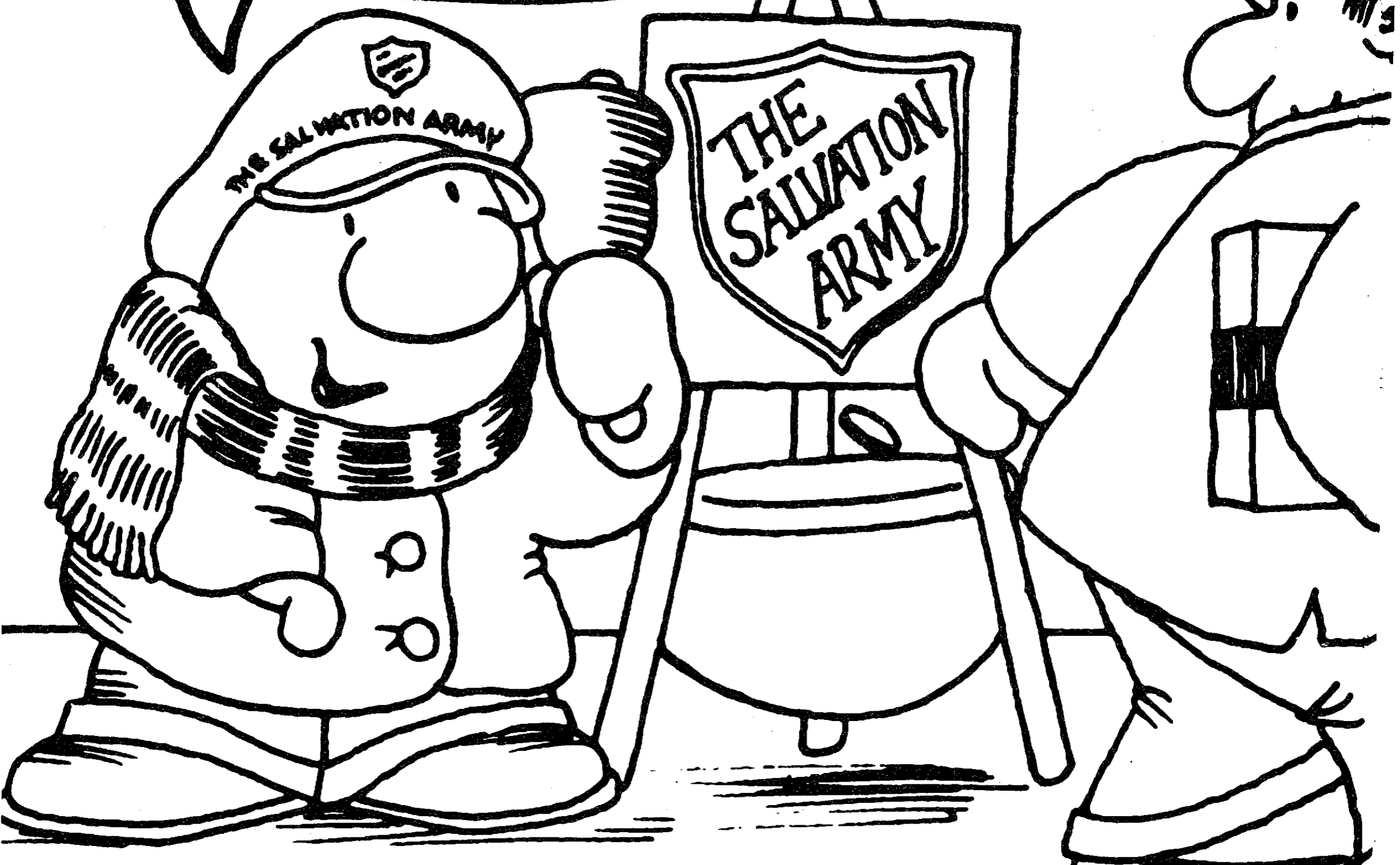
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Firm hand

Secretarial Solutions keeps companies afloat

By RICK BYRNE
Copy Editor

If you've been drowning in a sea of paperwork, there's a company in Novi that could throw you a life preserver.

The name is Secretarial Solutions, and as the name implies, it offers business support services for small- to medium-sized companies and independent business people.

Kay Crouse founded Secretarial Solutions in 1988 with the idea of spreading her business wiles.

"I worked as a secretary for almost 30 years," says Crouse. "I have my degree in business management. I would go in and set up offices and get them running smoothly. It was mostly in the role of office manager, administrative assistant, that sort of thing. I decided that since I can do it for everybody else, why not do it for myself?"

Secretarial Solutions provides word processing, reports, presentations, photocopies, faxing, mail handling, package shipping, bookkeeping, billing, and professional, personalized telephone answering with a unique telephone answering/voice mail system.

"My employees are wonderful because they're good to our clients," Crouse says. "They take a personal interest in their business. In fact, the average employee stays here about three years."

"That gets them to know our clients and their clients. Most of the people who call our clients don't even know we're an answering service. We don't tell them unless it's absolutely necessary."

"And then when we do finally tell them, sometimes they're so shocked that they sign on."

Many of her customers, Crouse says, are independent sales representatives, private consultants, home-based businesses and other small companies.

"We become their office," Crouse says, "and we have everything they need."

Frank Hadash, owner of Residential Roofing Co. in Novi, is typical of Crouse's happy customers.

"We're a small business here in Novi," Hadash says. "Secretarial Solutions allows us to carry that professional image that I feel is so important in business today. I don't know what I'd do without Secretarial Solutions."

"I tell people that my hammer and Secretarial Solutions are two most important assets I have in my company. They're a really great service."

Recently, however, bigger clients like Walling Tool and Die in Farmington Hills have been coming to Secretarial Solutions as well.

"So many companies are downsizing; companies are getting lean and mean," says Crouse. "For a job that would overwhelm their secretarial staff, they outsource the work."

"If you have three hours of transcription, what can you do? You have to bring in a temporary for a minimum of four hours, because that's the going rate. You have to have a workspace for them, a computer for them, and you lose time training them."

"And if you're a home-based business, temporary agencies won't even send a temp into a home."



Continued on 2 Kay Crouse puts her experience to work for clients of Secretarial Solutions.

Photo by HAL GOULD

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FREE 7 Point Safety Inspection

- ✓ All Fluids
- ✓ Belts & Hoses
- ✓ Test Anti-Freeze
- ✓ Test Battery
- ✓ Check Filters
- ✓ Check Brakes
- ✓ Check Tires

Cooper Premium Metric

145SR13	29.99
155SR12	33.99
175/70R13	39.99
185/70R13	40.99
185/70R14	45.99
195/70R14	46.99
185/60R14	54.99
195/60R14	57.99
195/60R15	59.99
205/60R15	62.99

General Tire A/S Whitewalls

155/80R13	29.99
165/80R13	32.99
175/80R13	33.99
185/80R13	36.99
185/75R14	36.99
195/75R14	39.99
205/75R14	41.99
215/75R15	44.99
225/75R15	47.99
235/75R15	49.99

Cooper Performance

175/70R13	41.99
195/70R13	54.99
195/75R14	55.99
225/70R15	63.99
235/70R15	66.99
195/60R14	69.99
215/60R14	69.99
235/60R15	64.99
215/65R15	79.99
215/60R16	73.99
225/60R16	83.99

Dunlop Axiom

155/80R13	40.99
165/80R13	43.99
175/80R14	45.99
180/80R14	46.99
185/75R14	49.99
195/75R14	51.99
205/75R14	52.99
215/75R15	58.99
205/75R15	57.99
215/75R15	58.99
225/75R15	60.00
235/75R15	62.99

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Bendix Lifetime Warranty Front or Rear Brakes **30% OFF**

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MONROE Gas-Matic Shocks \$19.88 each Most U.S. Cars Installation Available

STRUTS
MONROE Prices Start at \$42.99 each Installed

TUNE-UP
• Install Plugs
• Adj. Timing
• Check Belts
• Inspect Emissions
4cyl. \$39.00 6cyl. \$49.00 8cyl. \$59.00

ALIGNMENTS
Most Cars Thrust Alignment \$29.95 Total 4-W Alignment \$39.95

OIL, LUBE & FILTER
• New Oil Filter
• Lubricate Chassis
• Up to 5 qts. 10w30 Multi-Weight oil \$16.95

FLUSH & FILL
Includes up to 2 gallons Antifreeze and Safety Inspection \$29.90

BATTERIES
50 Month Warranty Starting at \$35.90 with exchange

* With purchase of 4 tires or shocks. \$10.00 off alignment with 4 economis.
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Steel Belted Tire Offers A Unique Tread Face And State-Of-The-Art Construction For Improved Safety • Comfort • Performance

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31x10.50R15 Bk. MAJOR NAME

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	P215/70R14	\$62.99	P255/70R15	\$75.99
	P205/70R15	\$61.99	P205/65R15	\$59.99
	P215/70R15	\$64.99	P215/65R15	\$63.99

ALL SEASON RADIAL WHITEWALLS \$18.99

P165/80R13	\$22.99
P185/80R13	\$26.99
P195/75R14	\$28.99
P205/75R14	\$31.99
P225/75R15	\$33.99
P235/75R15	\$34.99

ARIZONIAN ALL SEASON \$33.99

P165/80R13	\$34.99
P185/80R13	\$37.99
P195/75R14	\$41.99
P205/75R14	\$44.99
P225/75R15	\$46.99
P235/75R15	\$48.99

STEE RADIAL SNOW TIRES \$43.99

P195/75R14	\$52.99
P205/75R14	\$57.99
P205/75R15	\$58.99
P215/75R15	\$60.99
P225/75R15	\$63.99
P235/75R15	\$67.99

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NEW 1993 CAVALIER 2-DR.

Stk. #3026F. AUTO., AIR, STEREO.



Factory Price	\$9,729
Discount Savings	-326
GM Employee/Family Disc	-462
1st Time Buyers Disc	-400
Your Net Trade In or Cash Red	-1000

Compare At S \$1457 A L E \$7541

CARS

NEW 1993 BERETTA

Stk. #3022F. AUTO., AIR.



Factory Price	\$13,913
Pref. Equip. Group Savings	-500
Discount Savings	-1074
Consumer Cash Back	-750
GM Employee/Family Disc	-646
Your Net Trade In or Cash Red	-1000

Compare At S \$1834 A L E \$9943

NEW 1993 LUMINA

Stk. #3062F. 6 CYL.



Factory Price	\$15,705
Pref. Equip. Group Savings	-500
Discount Savings	-1217
Consumer Cash Back	-750
GM Employee/Family Disc	-735
Your Net Trade In or Cash Red	-1000

Compare At S \$2274 A L E \$11,503

NEW 1993 CAPRICE CLASSIC

Stk. #3016F. LOADED.



Factory Price	\$20,220
Pref. Equip. Group Savings	-500
Discount Savings	-2018
Consumer Cash Back	-1000
GM Employee/Family Disc	-958
Your Net Trade In or Cash Red	-1000

Compare At S \$2823 A L E \$14,684

NEW 1993 S-10 4x4

Stk. #T1507J. TAHOE, LOADED.



Factory Price	\$19,767
Pref. Equip. Group Savings	-1489
Discount Savings	-1489
Consumer Cash Back	-500
GM Employee/Family Disc	-590
1st Time Buyer Discount	-400
Your Net Trade In or Cash Red	-1000

Compare At S \$2677 A L E \$14,999

TRUCKS

NEW 1992 FULL SIZE CONVERSION

Stk. #T464J. LOADED.



Factory Price	\$23,895
Pref. Equip. Group Savings	-1278
Discount Savings	-4485
Consumer Cash Back	-1000
GM Employee/Family Disc	-804
Your Net Trade In or Cash Red	-1000

Compare At S \$2981 A L E \$15,328

NEW 1993 S10 BLAZER 4-DR.

Stk. #T6064F. LOADED.



Factory Price	\$21,466
Pref. Equip. Group Savings	-1614
Discount Savings	-1627
Consumer Cash Back	-1000
GM Employee/Family Disc	-976
Your Net Trade In or Cash Red	-1000

Compare At S \$2357 A L E \$15,349

NEW 1993 ASTRO PASSENGER VAN

Stk. #T6001F.



Factory Price	\$20,666
Pref. Equip. Group Savings	-950
Discount Savings	-1577
Consumer Cash Back	-500
GM Employee/Family Disc	-958
Your Net Trade In or Cash Red	-1000

Compare At S \$2511 A L E \$15,681

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at MARTY'S

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NEW 1992 METRO XFI

St. 6199J



Factory Price	\$7471
Discount Savings	-341
GM Employee/Family Disc	-359
1st Time Buyer's Disc	-400
Your Net Trade In or Cash Red	-1000

Compare At S \$5371 A L E OR LESS

NEW 1992 GEO STORM 2+2 COUPE

St. 2260J



Factory Price	\$11,895
Discount Savings	-143
Consumer Cash Back	-150
GM Employee/Family Disc	-57
1st Time Buyer's Disc	-400
Your Net Trade In or Cash Red	-1000

Compare At S \$6981 A L E OR LESS

NEW 1992 GEO TRACKER CONVERTIBLE

St. 19423F



Factory Price	\$10,742
Discount Savings	-317
Consumer Cash Back	-750
GM Employee/Family Disc	-522
1st Time Buyer's Disc	-400
Your Net Trade In or Cash Red	-1000

Compare At S \$7753 A L E OR LESS

NEW 1992 PRIZM

St. 2189J



Factory Price	\$11,850
Discount Savings	-792
Consumer Cash Back	-1500
GM Employee/Family Disc	-574
Your Net Trade In or Cash Red	-1000

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1992 METRO 4-DR.



Stk. B1480J
• Air conditioning • AM/FM stereo
• Automatic • Much more

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• Automatic • Much more

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St. #B2003J
• Air Conditioning • AM/FM stereo
• V-6 • Power locks • Much More

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1992 LUMINA EURO SPORT 4-DR.



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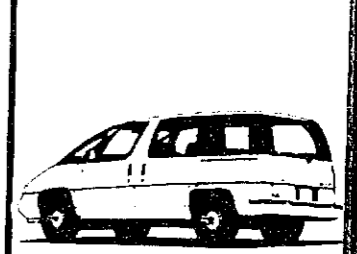
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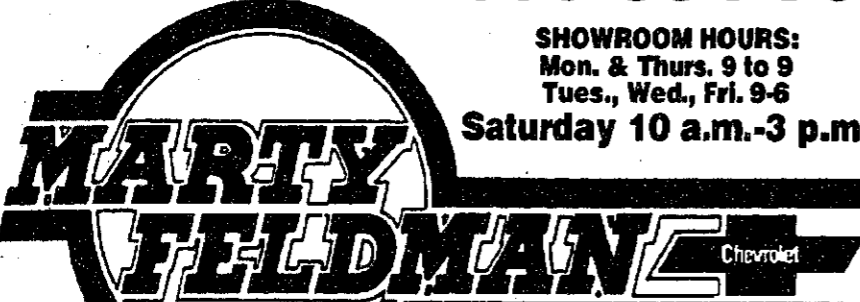


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• Air Conditioning • 7 Passenger
• Power Locks • AM/FM stereo
• Power Windows • Much More

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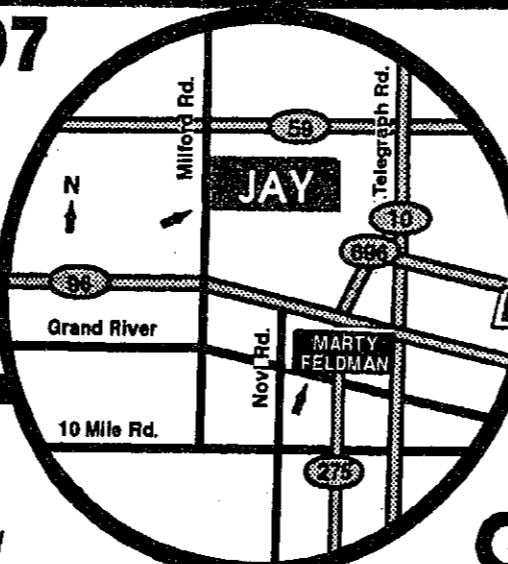
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