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**INSIDE**  
**Wixom Ford plant closing?**  
The workers at the Wixom Ford plant are waiting on pins and needles for official word about the future of their plant. After once being considered a leading plant for the company, Wixom's assembly line faces an uncertain future.  
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**Fall sports**  
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— Next Week

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## Police Chief Shaeffer dead

**Heart attack is suspected cause; friends remember 'true statesman'**

By Pam Fleming  
STAFF WRITER

Novi Chief of Police Doug Shaeffer suffered an untimely death late Monday afternoon at age 60 — a sudden reminder that life is so fleeting. Those who knew him and worked with him reminisced about "The Chief" this week. They talked about his professionalism, his intelligence and his positive attitude.

Former Police Chief Lee BeGole, who served as the first head of the department from 1954 until Shaeffer came to Novi in 1991, helped select Shaeffer for the job of deputy chief of police that year.



D. Shaeffer

More coverage, pages 2 and 3

able to get along with all three." BeGole said Shaeffer was a good public speaker who accomplished a great deal for the department and the city of Novi. "He was the second chief, and he will be long remembered as one who continued the traditions of the Novi department."

**Career began in Oklahoma**  
Deputy Chief David Shupe of the Oklahoma City Police Department, where Shaeffer served for 23 years, knew the Chief well.

"I worked for Doug when I was a lieutenant and he was the commander of the Planning and Research Unit. Doug was a very progressive person. He had a lot of really good ideas and encouraged

the chief to move the department forward with some pretty progressive ideas. He was very smart and deeply involved in conducting research.

"I always looked at Doug as a positive change agent with our police department," he said. Shaeffer served the Oklahoma City force from Nov. 1, 1969, through July 21, 1991. He was an officer from 1969-1974, a detective from May 21, 1974, and was promoted to sergeant on April 14, 1978. He was assigned to headquarters as a supervisor in Central Records.

He rose to the rank of lieutenant on April 9, 1982, and remained with Central Records until he was transferred to the Special Services Division as an assistant training director on May 1, 1985.

**Final Farewell**  
Visitation will be from 1 to 4 p.m. and 6 to 9 p.m. today at O'Brien Sullivan Funeral Home, 41555 Grand River Avenue. Funeral Services will be at 10 a.m. on Friday, Aug. 19, at Brightmoor Christian Church, 40800 W. 13 Mile Road.

M. Sgt. Charles Phillips, now the department's Public Information Officer, was a wide-eyed rookie when he first met Shaeffer in 1985.

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Photo by JOHN HEIDER

Michelle Myers, a city resident and recent graduate of Novi's 52-1 District Court Sobriety Court, is looking forward to reclaiming her driving privileges and getting off probation.

## You drink, you drive, you lose

**Novi police plan to be on the hunt for drunk drivers**

By Pam Fleming  
STAFF WRITER

Michelle Myers didn't mean to drink and drive. But, after paying the price, the Novi resident is proud to be a graduate of the 52-District Court's Sobriety Court. She urges others to learn from her mis-

takes and not get behind the wheel after indulging in alcohol.

Starting tomorrow through Sept. 5, Novi police will join nearly 500 Michigan law enforcement agencies during a statewide "You Drink, You Drive, You Lose" campaign against drunk driving.

Myers, 36, has another eight months of the 18 months probation, stemming from her second drunk driving offense.

She received her first conviction on June 29, 2003, and was placed on probation for a year after making an illegal left turn at the intersection of 12 Mile and Novi roads after leaving the Lakeview Inn.

"I didn't drink for a while after that,"

she said. "And, I wasn't going to drink and drive again. But, then a friend agreed to follow me after leaving a bar one night."

After Novi police pulled her over because she had items hanging from her vehicle's rear view mirror, Myers received a second drunk driving charge on May 30, 2004.

She wishes she had started attending Alcoholics Anonymous after the first drunk driving offense.

"I didn't really know what an alcoholic was at that time," she said.

"I'm really blessed today, however, and

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## Life in the pits isn't always a bad thing

By Ramez Khuri  
STAFF WRITER

As Bill Ballinger stood in pit row of the Indianapolis Motorspeedway race on Aug. 7, he couldn't help but remember his father.

In the last 12 years before the elder Ballinger passed away, the father/son team started a tradition of attending races together in order to spend quality time. "Wherever he was in the country, whenever I was in the country, we were in Dayton and

Ballinger said. "In 1994, with the inaugural NASCAR race at Indy, my father and I watched the entire race together and about 18 months later he passed away."

Earlier this month marked the first time Ballinger had gone back to Indianapolis Motorspeedway since, but this time he was representing his company, Allstate. He was able to do things he wished his father could have done, as well, like having the chance to stand next to the car changers in the pit, he had the

continued on 6



Courtesy Photo

Bill Ballinger cheers on the pit crew of Everham Motorsports' Kasey Kahne during the Allstate 400 at the Brickyard. Kahne finished second.

continued on 5

## Bomb threat

**City hall evacuated; California man faces charges**

By Pam Fleming  
STAFF WRITER

Johnathan Michael Pendo created quite a stir at Novi city hall Aug. 4.

Last Thursday afternoon, the Novi Police Department evacuated the station and the Novi Civic Center because of a bomb threat, allegedly initiated by Pendo.

It all started about 3:30 p.m. when Pendo, who had sent several fax messages of a threatening nature to the police department, suddenly appeared in the lobby.

He asked to speak to the investigator involved in the case, with people inside the lobby indicating that Pendo had left a couple of duffel bags behind some bushes directly outside the front door to the station, according to police.

At that time, Pendo was taken into custody, with police deciding to evacuate the area, using police caution tape to block off the east side of the parking lot by the police station.

The department evacuated that portion of the police department, including the front lobby, the second floor and city hall. Next, police set up a perimeter around the duffel bags and contacted the Michigan State Police Bomb Squad.

After the squad's robot X-rayed the duffel bags and found nothing that looked like explosive material, the emergency situation ended.

Pendo was arraigned Aug. 12 in 52-1 District Court in Novi and charged with the following offenses:

- count one: interference with conduct of business (police department), a misdemeanor punishable by 90-days in jail.
- count two: malicious use of a communication/common carrier device — also a misdemeanor punishable by 90-days in jail.

Both charges were issued under Novi local ordinance. Pendo's bond was set at \$1,000 for each charge.

Pendo appeared in front of 52-1 District Court Judge Robert Bondy Aug. 15. Bondy ordered a forensic examination for Pendo, anticipated to be performed in November. Pendo is being held in the Oakland County Jail.

continued on 5

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## Time in NASCAR pits enjoyed by Novi resident Bill Ballinger

continued from front

opportunity to be in victory lane with Tony Stewart and he was even able to do interviews on the radio.

"I had access to the garage area," Ballinger said. "It was fun to go back and have the memories of those days here with him, which was the last race he and I got to see together after about 20 years of going to races for me."

Ballinger, a Novi resident, explained that Allstate, the largest publicly held insurance company in America, signed a multi-year sponsorship with NASCAR three months ago to become its official auto, home, life insurance and retirement sponsor. The company also created a relationship with Indianapolis Motorspeedway to sponsor the race, now called the Allstate 400 at the Brickyard. In addition, Allstate became an associate sponsor for Everham Motorsports, which driver Kasey Kahne is signed with.

For the race, Allstate had a promotion where it randomly picked one person and a guest to attend the speedway with all expenses paid, and if Kahne won, that person would win \$400,000.

"I got a chance to meet Mr. Arnold, from St. Louis," Ballinger said. "He was staying in Kasey Kahne's pit along the edge of the track with me while Kasey leading with just 15 laps to go, but we watched Tony Stewart ultimately win the race by eight tenths of a second. It was the first time in my life that I sat with somebody that came within eight tenths of a second of winning \$400,000."

Ballinger said that Arnold had a tremendous attitude about it, as he hugged and thanked him for having the opportunity to come to the race and spend time in the pit.

"He was a nice compliment to my team," Ballinger said. "We also did a number of events through the week, including a fund raiser for a children's hospital there, a large fund raiser for Junior Achievement in central Indiana, and we took two car hoods off of NASCAR cars, had them painted by the kids at Junior Achievement and had drivers sign them."

### About Bill Ballinger

- Age: 44
- Occupation: Assistant Field Vice President for Allstate Insurance Company

- Family: His wife's name Linda and they have two children, Cyle 9 and Kelsey 13.

- School: Attended DeMatha High School in Maryland and Stetson University in Deland, Fla.

- Years in business: 20 years in October. He started working for Allstate in 1985. Took the job to find out what he really wanted and 20 years later, still enjoys it.

- Hobbies and/or interests: Relocated to Novi a year ago last weekend from Hudson, Ohio. Prior to that, he spent 27 years as a volunteer fireman.

- Grew up: In the Washington DC area, Maryland.

- Memorable experiences: Over the course of 27 years as a fire fighter, Ballinger has delivered a baby by the name of Cathleen, who's about 6 years old now. He has also pulled somebody out of a burning apartment building. He stresses the importance of not drinking and driving and taking care of your health.

"There is good and bad that comes with the fire service, but I was fortunate to learn a lot in it," he said.

Those bonds are now up for auction on www.ebay.com. The proceeds will go to Junior Achievement, which is an organization that works with young folks on developing skills around banking and insurance.

"It's a perfect relationship for us because we believe in developing strong and safer communities," Ballinger said. "It allows us to put the pieces together throughout the week."

Name: Khuri is a staff writer for the Novi News. He can be reached at (248) 349-1700, ext. 110 or by e-mail at khuri@ht.homecomm.net.



Photo by JOHN HEIDER

### Sunday driving

Bill Springer works on his golf game last week at Novi Community Sports Park on Eight Mile Road. Springer, from Plymouth, said that he used to do some iron work along Hines Parkway, but was told to stop after lawncare personnel there chewed up one too many golf balls with their mowers.

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# COMMUNITY

Pam Fleming, staff writer (248) 349-1700, ext. 105 pfleming@ht.homecomm.net

## 'Battle of the Badges'

**■ Blood drive slated Tuesday at Civic Center**

By Pam Fleming  
STAFF WRITER

Joann Lindquist knows why people don't give blood in the summer.

The American Red Cross Donor Resources Regional Representative said several factors besides travel keep even regular blood donors from giving during the summer months.

Often, the heat or simply the good weather deters donors from taking the time to donate. And, in southeast Michigan, the Red Cross depends heavily on mobile donation sites sponsored by high schools and automotive factories, which are closed for either all or a portion of the summer.

But those who do want to give the "gift of life" can do so at the annual Novi Civic Center Summer Blood Drive from 10 a.m. to 4 p.m. on Tuesday, Aug. 23.

The drive will once again take place in the Conference Rooms A and B on the first floor of the Civic Center on 10 Mile Road east of Taft Road. To make an appointment, call Karen Amolsch in the city manager's office at (248) 347-0416.

Lindquist noted that during this year's blood drives, the Red Cross staff is also trying a new promotion called "Battle of the Badges" where donors can donate blood in honor of a specific police or fire department. The goal is to host a friendly competition between firefight-

**"It's a countywide contest to see whether more people will come out and donate blood in recognition of the efforts of their local police or the fire departments."**

Joann Lindquist  
American Red Cross

ers and police to see who bring in more blood donors.

The Red Cross has issued the challenge to Oakland, Macomb, Wayne and Washtenaw county police officers and firefighters. The two groups recruit donors from community leaders, city workers, civic groups, auxiliaries, libraries, residents, family members and friends.

Each donor will be given a chip — red for fire or blue for police — and will cast their vote when they come in to donate. The group that brings in the most donors will win bragging rights for a year and a trophy that will be kept in the county.

"It's a countywide contest to see whether more people will come out and donate blood in recognition of the efforts of their local police or the fire departments," she said.

The Southeastern Michigan Blood Services Region of the American Red Cross continues to face a blood shortage. Critical blood types O and B continue to hover at less than a three-day supply. For adequate patient care, the inventory should be at least a three-day

supply. Fortunately, blood was available to help treat a 17-year-old patient with a congenital heart problem at University of Michigan Health Systems during the blood shortage this summer.

Because enough individuals gave blood, U of M doctors were able to begin the process of transfusing 94 units of type O-positive blood to this young man within a 48-hour period.

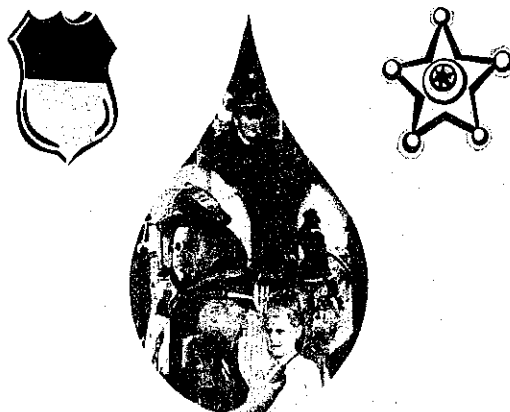
However, accident victims, patients receiving organ transplants, cancer patients and those who must have emergency surgeries cannot wait for blood to be donated, tested and processed. A single unit of blood takes 24 to 36 hours before it can be used.

To donate blood you must be in general good health, weigh at least 110 pounds and be at least 17 years old. To make a blood donation appointment today, call 1-800-GIVE LIFE.

Pam Fleming is a staff writer for the Novi News. She can be reached at (248) 349-1700, ext. 105, or by e-mail at pfleming@ht.homecomm.net.



## "Battle of the Badges"



The American Red Cross has issued a challenge to Oakland, Macomb, Wayne, and Washtenaw county police officers and fire fighters to participate in our first ever "Battle of the Badges." The goal is to host a friendly competition between the fire fighters and police to see who can bring in more blood donors.

The fire fighters and police officers recruit donors from community leaders, city workers, civic groups, auxiliaries, libraries, residents, family members and friends.

Each donor will be given a chip - red for fire or blue for police - and will cast their vote when they come in to donate. The one that brings in the most donors will win the bragging rights for a year and be presented with a trophy that will be kept in the County.

Wear your Badge of Honor, help save a life this Summer Season!

For more information call 1-800-GIVE-LIFE or visit us online at [www.givelife.org](http://www.givelife.org)

Courtesy Photo

The American Red Cross is doing its best to increase blood donations. This summer they've managed to get local police and fire departments involved too.

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# Students pack halls at Catholic Central

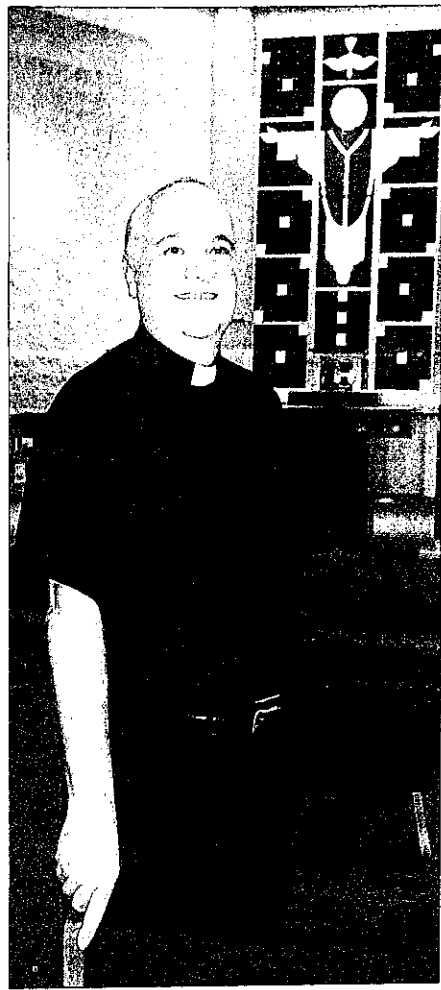


Photo by JOHN HEIDER

Detroit Catholic Central principal Father Richard Ranalletti pauses in the school's chapel in its new Novi campus. The stained glass window, seen in back, traveled to the new school from one of its previous campuses on Outer Drive in Dearborn.

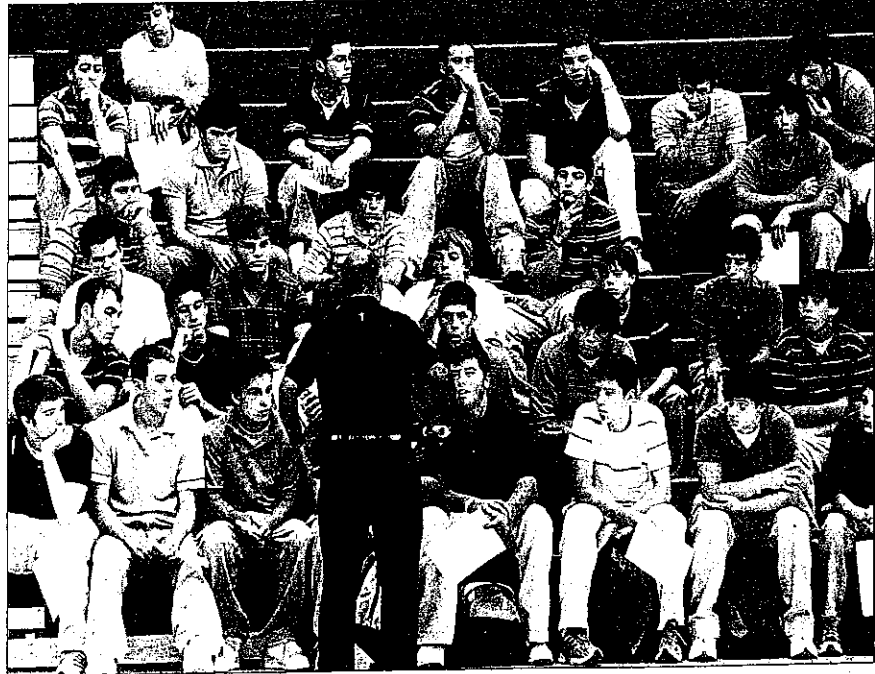


Photo by JOHN HEIDER

A group of Catholic Central students is given an introduction to the school's gymnasium on their first day of classes.

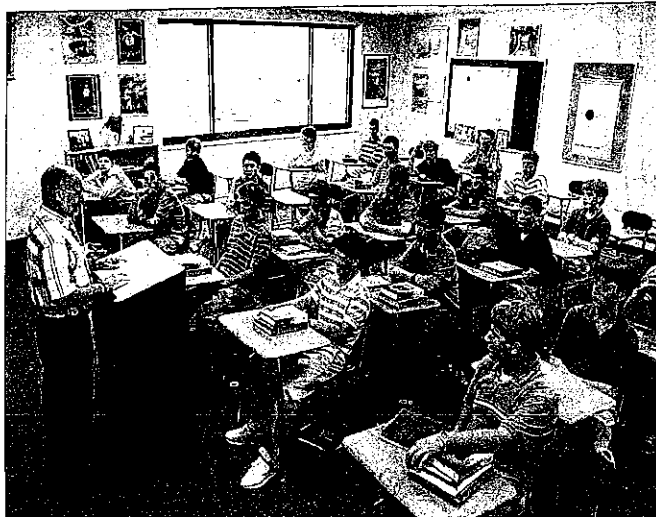


Photo by JOHN HEIDER

Catholic Central English teacher Gene Grewe introduces himself and the Fall's curriculum to his 9th grade class.



Photo by JOHN HEIDER

A little after 1 p.m. on Tuesday afternoon the halls of Detroit Catholic Central fill with some of its 900 young men attending their first day of class in the new Novi campus building.

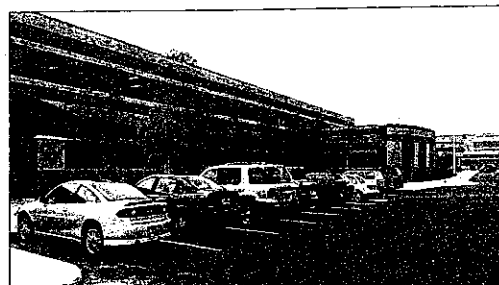


Photo by JOHN HEIDER

The Detroit Catholic Central school building in Novi. It is located off Wixom Road south of Grand River Ave.



Photo by JOHN HEIDER

Passing by the school's crest, Father Marvin LaBute, far right, leads a tour of Detroit Catholic Central's new Novi campus on Tuesday afternoon.

## Shamrocks invade Novi

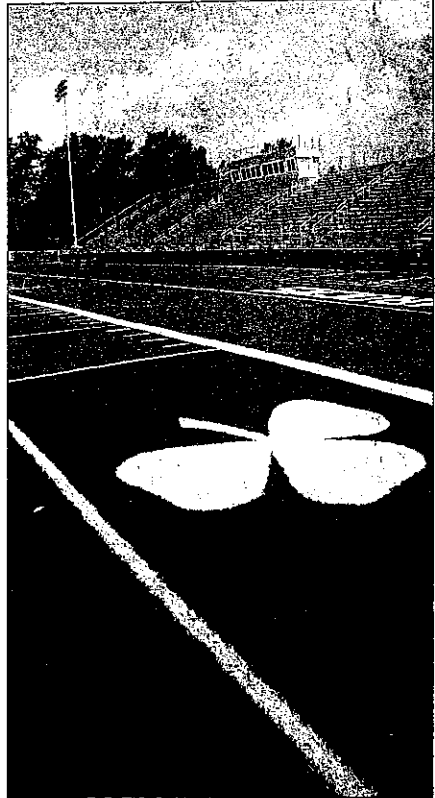


Photo by JOHN HEIDER

With a blue shamrock painted in its endzone, the Detroit Catholic Central's football stadium awaits its first game of the year on Friday Aug. 26.

# EDUCATION

Ramez Khuri, school reporter (248) 349-1700, ext. 110 rkhuri@nl.homecomm.net

## TACC has new leadership, but same goal

■ Students have ambitions of expanding outside school

By Courtney Ratkowiak  
SPECIAL WRITER

Kristin Thomas remembers giving a backpack filled with toys to a 4-year-old hospital patient, watching him pull each present out of the bag with excitement. Jennifer Barlage remembers volunteering at an event where a child said that coming to the party helped him forget that his brother had a brain tumor.

For members of Teens Aiding the Cancer Community, moments like these are worth all the hard work.

TACC is a non-profit, teenage organization which delivers toy-filled backpacks to children who have been directly affected by cancer. Backpack expenses are covered by fundraising events and donations. In its fourth year, TACC has delivered a total of 1,453 backpacks to 17 Michigan hospitals and support groups.

"We buy things for different age groups and genders so that we'll be able to make backpacks specific for the kids," Thomas, TACC president, said. "It's our goal to put ourselves in the patient's mindset and put things in (the backpacks) that would entertain people who may have to be alone and in a hospital bed. We try to make the gifts educational and uplifting, a positive diversion for people who are having a difficult time in their lives."

In addition to stuffing backpacks, TACC members volunteer

at their partner hospitals. In mid-July, students worked with patients at Providence Hospital to create "cancer folders," binders that help the patient chart his or her disease. On August 2, students and patients will work on crafts at Lansing's Sparrow Hospital.

The main summer fundraising event is scheduled for September 10 at Rebecca's Ice Cream Parlor in Northville. Local bands will provide entertainment, and in addition to receiving part of the proceeds from ice cream sales, TACC will run a raffle supported by community business donations.

### Looking ahead

Although TACC members are still participating in summer volunteer and fundraising events, the season has been a time for transition. After graduating all of its previous executive board members,

the organization has had to adjust to new leadership.

During weekly meetings, the new executive board has discussed improvements and goals for the organization over the next year. Ultimately, TACC would like to open branches in other southeast Michigan cities, but the new board members plan to solidify the Novi program before expanding their horizons.

"For this year, our major goal is to get the local community and students at our school more involved," Thomas said. "We're trying to see if we can become more involved in local events because we'd like to widen our volunteer base. We want to get people from other areas involved, but before we can expand, we need to build a stronger foundation."

TACC advisor Andrew Krupansky, original board member and two-year president, says that the ambitious goals continue to reflect the organization's roots.

"They're really starting to think 'now,'" he said. "But the one thing that hasn't changed is that even while TACC has expanded, they're still true to our goal of students helping students."

Krupansky added that the transition in the executive board has been smoother than in past years due to the personalities of the members.

"After (observing) the first meeting, I knew that the organization was in good hands. They have the most energy that I've seen from any of our previous boards. They want to be there and they're passionate!"

Barlage, TACC volunteer coordinator, said that the enthusiasm and high work ethic of her fellow students will help the organization succeed during the upcoming school year.

"Being in TACC is so different than being in any other club," she said. "In TACC, there are hospitals that are counting on us, children who are counting on us. It's a lot more responsibility and very time consuming, but there's no other club that you can join that has anything like this. Talking to the boy (at the party) was so touching that I was hooked. I wanted to get involved so I could help more kids like him."

Courtney Ratkowiak will be a Novi High School senior this fall.

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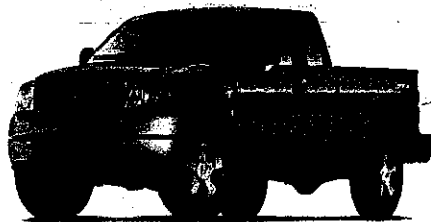
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(1) For special Ford Credit Bonus Cash on selected 2005 models, take new vehicle retail delivery from dealer stock by 9/6/05. Restrictions apply. See dealer for complete details. \*Some payments higher, some lower. Not all Lessees will qualify for lowest payment. For special lease terms, RCL Cash, FMCC bonus cash take new retail delivery from dealer stock by 9/6/2005. RCL Cash may be taken in cash, but is used towards down payment in examples shown. Lessees may only be available to customers terminating their Ford Division Red Carpet Lease and re-lease for 24 months by 9/6/2005. Supplies are limited, not all dealers will have all featured models. Residency restrictions apply. See dealer for complete details. All payment examples are for Current Ford Employee and eligible family member Lessees. Customers must finance through Ford Credit. Subvented lease factors on F-150 and Explorer good only at FMCC Detroit West and Detroit North Branches, residency restriction apply.

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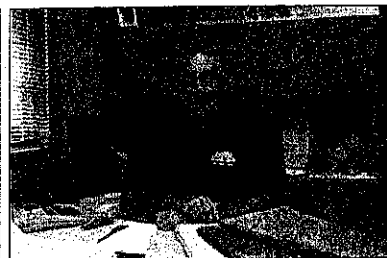


**Ready for fall?**

So are we. Check back next week for the preview edition of the sports section with football, basketball and the rest of the gang being showcased.

— Next week's edition

# SPORTS



**Regional Marketplace**

When it comes to carpeting, Tom Male, owner of The Carpet Change in South Lyon likes to think of himself as "old school."  
— Page 4B

Thursday, August 18, 2005

www.novinews.com

51 Novi News

## A sport or not?

In an age where words and ideas are constantly redefined, what makes a sport a "sport"?

When we think of sports, popular games and professional leagues come to mind. Though it is easy to list activities that we consider sports, the task becomes more difficult if we think about the qualities that an activity should have to be named a sport.

Must it have constant media headlines, star athletes and a large fan base?

Or must it simply be physically taxing, involve competition and promote teamwork?

In the midst of our high school athletic programs, one activity fully personifies the latter. In this group, every student participates equally, regardless of grade level and ability. Students support up to 60 extra pounds during nine-hour summer practices while relying on hand-eye coordination and quick reflexes. The group travels across Michigan for competitions, consistently placing in the top 10 at state finals.

Why, then, is marching band not fully accepted as a sport?

The answer is clear while watching the stands empty at halftime of a Novi football game: people are uninformed. For spectators who might only catch a glimpse of the marching band while in line for a hot dog, the notion that the group has the characteristics of a sport is strongly debatable; yet, how many people have had enough true marching band exposure to make this distinction?

"I think it's easy for people who are not knowledgeable about marching band to separate it from sport because people who have not participated in this activity don't understand the amount of work and effort that goes into it," said Mark Hourigan, the director of bands at Novi High School. "We all understand the games that we put into the category of sport, but most don't understand what goes into being in a competitive marching band — the hours of practice, the physical exertion."

Being a two-sport varsity athlete, in addition to a marching band member, has proved to me that there is no debate. I am just as physically drained after an evening band rehearsal as I am after an after-school volleyball practice. During the fall, my time commitment to the swim team and marching band are equal. In comparison to these teams, marching band equals or surpasses both in terms of teamwork, discipline and intensity of competition.

However, according to athletic director Curt Ellis, the nature of certain performances is what potentially separates band from most athletics.

"When you talk about sports, there is competition... an objective, playing against an opponent," Ellis said. "When you go to the competitive band festivals, there is certainly an element of sport in it, but when you're at halftime of a game, it's more of a performance."

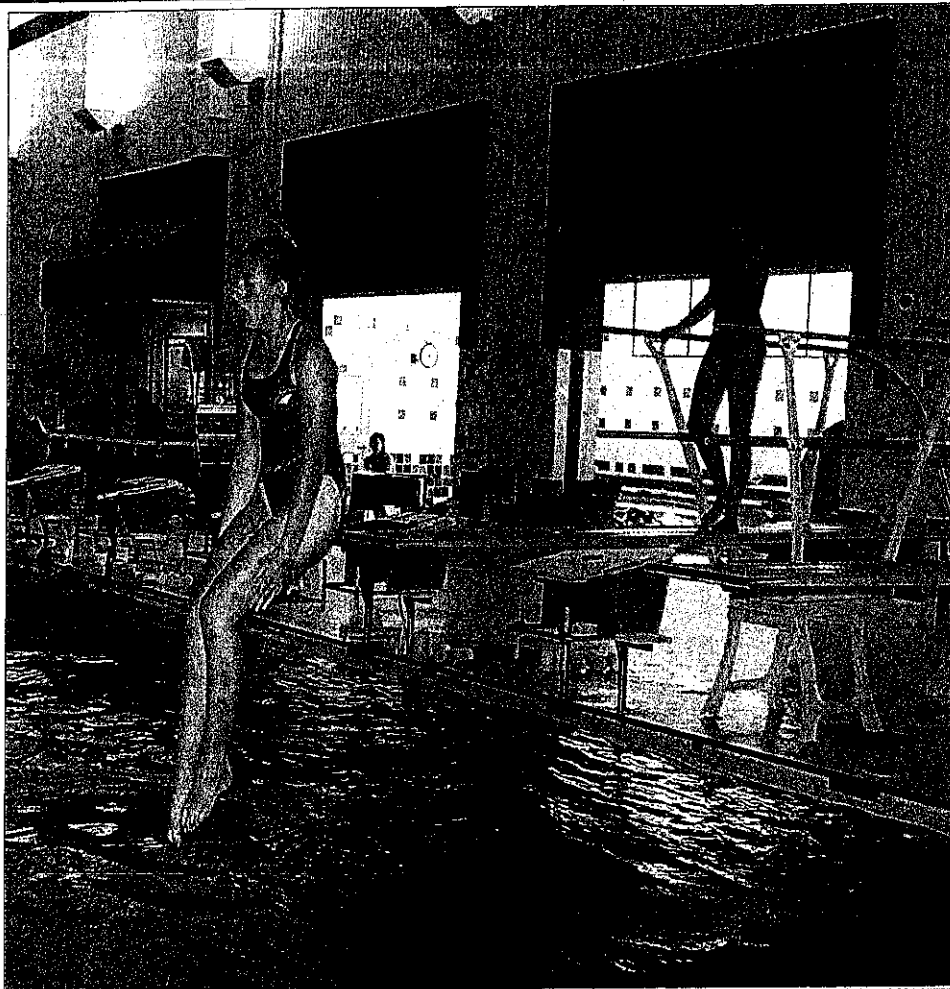
Ellis stated that his opinion was the same regarding cheerleading and pom-pom, two varsity sports teams that perform during football and basketball games.

Yet, if being a "sport" solely depends on the presence of competition, athletes who attend practices but never have the opportunity to play in contests are not playing sports. Is that a fair conclusion?

But in an era where pool and poker are shown on ESPN, is the classification of sport a nonfactor? Who knows?

Maybe all that is needed, instead of a concrete definition, is a greater appreciation for the work ethic and physical stamina displayed by the 176 students in the Novi marching band — which is, whether it is a sport or not, the largest "team" in the high school.

Courtney Ratkowiak is a sports intern for the Novi News.



Photos by SAM EGGLESTON

ABOVE: A Novi diver is about to make a splash on the first day of practice Monday. BELOW RIGHT: Novi senior Amanda Brandemuhl fires a serve during practice at Novi High School.

## First day is full of fun for 'Cats

By Sam Eggleston  
SPORTS WRITER

It was once bounce, a jump, summersault and splash for Novi diver Amy Glubzinski.

In other words, it was a normal day at the office for the junior.

"Let's see how coach Chelsea has done," dive coach Larry Tehan said to a first-time diver who had been working with

another member of the swimming and diving team staff on her performance. After the girl awkwardly left the diving board and splashed into the water Tehan smiled. "Looks like coach Chelsea has some more work to do."

Glubzinski wasn't nearly as unsure of herself, knifing through the air and the water with a smooth dive to showcase

her hardwork over the summer.

There was plenty of first-day work that needed to be done. Basketball players were drenched in sweat, one tennis standout couldn't practice because of a messed-up physical and football players were shaking their head as their coach went over calls.

"What am I doing?" Novi football coach Tab Kellepourey said, hugging his arms to his body.

"Trying to stay warm?" one player asked.

Kellepourey was quiet for a moment, glancing from one player to another.

"It's a huddle," he said. "When you see this you need to huddle."

Novi's sports teams were raring and ready to go. Soccer was practicing at their familiar spot at 11 Mile Road and Taft Road and the swimming team worked with coach Bill McCord on the ins and outs of swimming.

McCord had to direct traffic on one occasion to keep swimmers from crashing into each other while doing a cool-down swim.

"It's swimming lessons the first couple of days," he said with a smile.

The expected varsity basketball team ran laps in the field house before moving on to the performance gym where they started tryouts. No one complained, instead calling out their lap numbers as they passed by an assistant coach with a stopwatch.

Other teams, like tennis, sweated the day away as they worked on serves and returns. Doubles girls smacked the ball back and forth and expected singles players jockeyed for flight positions.

"I think Ayano (Nakamura) will get first," senior Diana Ticu said of the top flight that she held last year. "I'd like her to get it.



She deserves it."

Though the season just stated, Novi was already working hard. A few faces were different — such as the lack of Dave Hartman on the football field now that he's coaching at the Novi Middle School so he can see his son play football in Brighton — but most were the same.

And even some of the same faces had different names. Novi athletic secretary Kristy Wills is now Kristy Check and even cheerleading coach Emily Parker married this summer.

The Wildcats weren't deterred by the changes, either big or

small. The performance gym suddenly — and unexplainably — has air conditioning this year and the field house looks like a herd of elephants cruised across the wax and marked it up with careless tromping.

Yet the players kept practicing and learning.

"Athletics are an extension of the classroom," said Kellepourey. "It's our job to teach these kids, both in the classroom and out. That's our job."

Sam Eggleston can be reached at (248) 349-1700, ext. 104 or at seggleston@at.homecomm.net.



Novi hoops player Taylor Graybiel runs laps.

SPORTS SHORTS

Walk for a cure

The Crohn's & Colitis Foundation of America, Michigan Chapter (CCFA) will host its Second Annual Heel to Heal walk on Saturday, September 10 at Maybury State Park in Northville. Proceeds will go towards research and programming to help find a cure and care for Crohn's Disease and ulcerative colitis.

begins at 9:30 a.m. with the one-mile walk, and the 5K-walk begins at 10:30 a.m. The picnic luncheon, sponsored by Outhack Steakhouse of Novi, begins at 11:30 a.m.

Two players needed

The Michigan Wolves U14 travel baseball team will be holding tryouts the last weekend in August. Needed are two solid players. The Michigan Wolves U13 team finished 43-6 for the 2005 season winning several tournaments, including a fifth place overall out of 40 teams in the AAYDA World Series in St. Louis.

Baseball tryouts

The U18 Michigan Indians baseball club will be holding player evaluations Aug. 19-20 at Hillside Field on Eight Mile Road, just west of Center Street in Northville. The evaluations will take place 5:30-7:30 p.m. the first day and from 10 a.m.-1

Ready for a showdown?

Much like the title of the high school football opening day event says, Aug. 27 is going to be a big day for Northville and Novi.

Adult hockey leagues

The Novi Ice Arena will hold summer adult hockey leagues for adult teams, including 18 & Over "D" on Sunday nights, 18 & Over "C" on Wednesday nights, 18 & Over "B" on Tuesday nights and 30 & Over "A" on Thursday nights.

haven't even stepped foot onto a field with the capabilities of the Division I college stadium.

"They have brand-new field turf, a way to shoot plays up on the screen and they estimate quite a few fans," Kellepoorey said. "It's a pretty exciting environment."

Tickets are available at all of the participating schools with advance prices at \$9 for adults, \$7 for students and free to children under age six. Tickets on the day of the event are \$10 at the gate.

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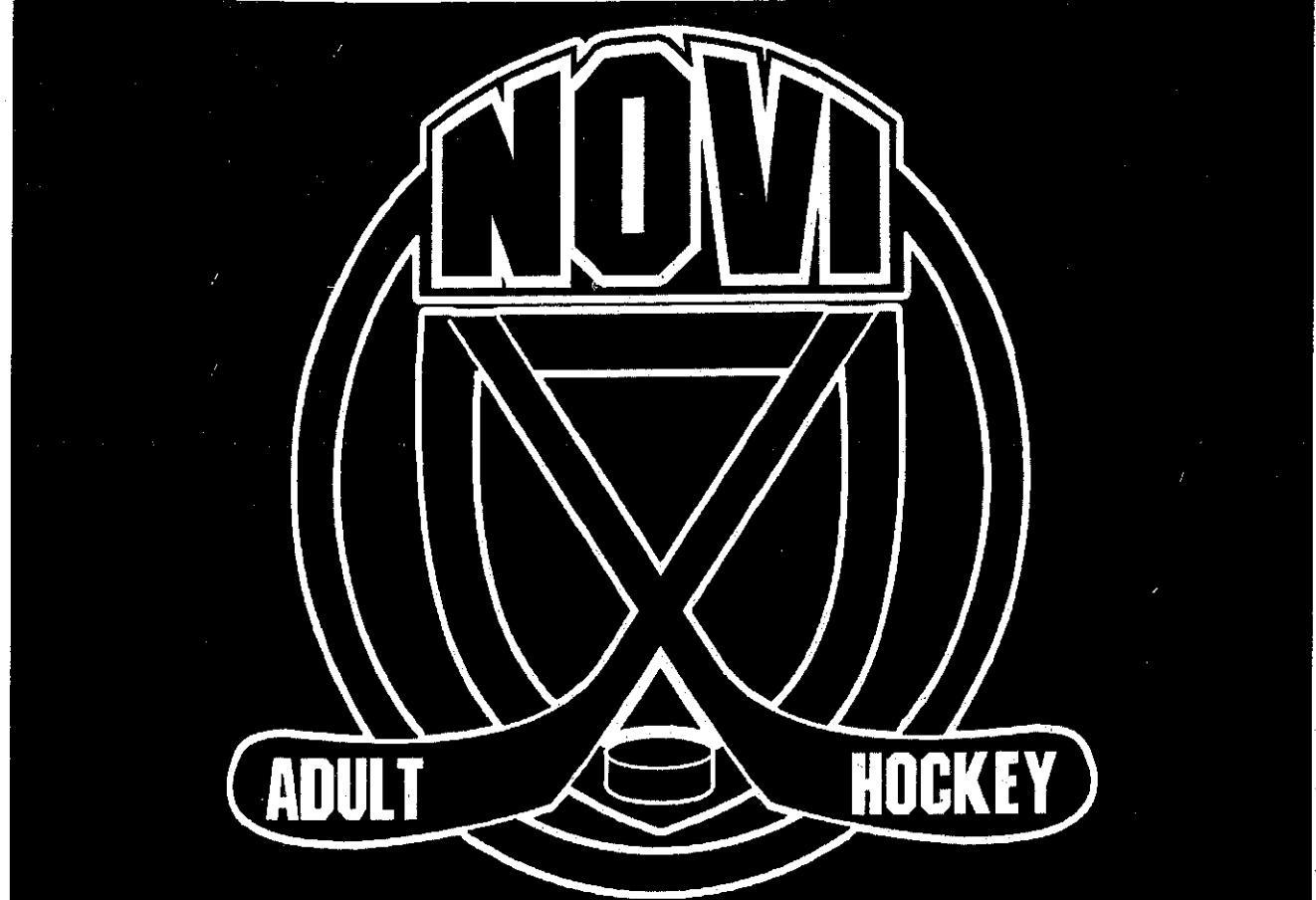
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# REGIONAL MARKETPLACE

Page 4B

Thursday, August 18, 2005

## NFIB UPDATE

### The Day the death tax died

September 6. If you're an American small-business owner, draw a red circle around this date on your calendar. It could be one of the most important dates of your life, the lives of your family and the future existence of your business.

In less than 30 days, on September 6, the United States Senate will convene in legislative session and is scheduled to take action on the Death Tax. Which means that between now and then, those elected lawmakers who can determine the survival of small businesses are not in Washington, D.C., but are back home in their states. Small-business owners need to take this unique opportunity to meet with their senators face-to-face to tell them to vote to repeal one of the most dangerous tax measures ever to see the light of day - the Death Tax.

Known by some as the estate tax, the Death Tax can literally mean the death of a family business. These enterprises are particularly vulnerable to the unfair tax because those who create small firms typically have the entire value of their business in their estate. If the owner dies, the heirs, who in a majority of cases have also contributed much of their time, energy and other resources to the building of the family business, are forced to stand back while the federal government rakes off between 45 percent and

55 percent of the estate.

Even as the family mourns the death of a loved one, the pain grows greater as they watch helplessly as the survivability of the business he or she



Jack Faris

built is threatened.

The Death Tax does benefit some - mainly the accountants, lawyers or financial planners that small-business owners have to hire for help in translating confusing and complex tax regulations, instead of using those funds to expand and strengthen their businesses and hire more employees.

Congress almost killed the Death Tax once, but didn't quite put small-business owners out of their misery. It expires in 2010. But unless permanently repealed, this monstrous measure is scheduled to revive itself and come back in 2011 to haunt those who drive the nation's economy and worse, hang around to hover like the Grim Reaper over future generations of owners, their heirs and employees.

The House of Representatives, in April, voted to end the tax forever. President Bush has said he supports permanent repeal. Now it's up to the Senate, where S. 420, officially titled the Death Tax Repeal Permanency Act of 2005, is awaiting action. It already has 21 co-sponsors, so the task for small-business owners before September 6 is to talk to senators who have not yet committed to repeal and tell them why it is vital that they vote to kill the Death Tax.

Chasing after a senator might mean postponing a summer vacation, but by making repeal of this small-business-destroying tax a priority, American entrepreneurs will give their families something much more important and lasting. And when their hard work pays off, they can look forward to celebrating a true small-business holiday in September, the Day the Death Tax Died.

Jack Faris is the president of NFIB (the National Federation of Independent Business), the nation's largest small-business advocacy group. A non-profit, non-partisan organization founded in 1943, NFIB represents the consensus views of its 600,000 members in Washington, D.C., and all 50 state capitals. More information is available on-line at [www.NFIB.org](http://www.NFIB.org).

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Photos by Michael Shuster

Tom Male, owner of The Carpet Change in South Lyon, believes in old-fashioned service. With over 25 years in the carpet business, his expertise is dealing one on one with the customer.

# The Carpet Change

When it comes to carpeting, Tom Male, owner of The Carpet Change in South Lyon likes to think of himself as "old school."

When helping customers select their new flooring, the South Lyon resident believes in old-fashioned service. With over 25 years in the carpet business, his expertise is dealing one on one with the customer. It's his way of making sure they'll love their carpet.

"I'm the old school style; it's more personal that way ... They're dealing with me just about all the way through the installation. A lot of people like

that," he pointed out.

The personal touch is often missing when dealing with larger companies, but Tom Male feels it's essential. Dealing one on one is a big reason he prefers to operate a small business. Part of the process is getting to know the customer.

"I find out about their lifestyle... If they have kids, pets, even where they work, because people can bring in a lot on their shoes," he added.

The Carpet Change offers top-of-the-line carpeting by two of the country's largest manufacturers of carpet, Mohawk and

Shaw. You'll find every color, every style including the popular Berber, trackless, plushes, commercial grades as well as indoor/outdoor.

Since they're a smaller business, with lower overhead, they're able to offer very competitive pricing, according to Male. Commercial carpeting is also an important part of their trade. No job is too large, he explained. In fact, they've installed carpet in many of the local South Lyon schools.

In addition to carpeting, they offer easy to clean linoleum or resilient flooring, laminate and hardwood floors - a favorite being oak.

For those who aren't looking for new flooring, The Carpet Change also offers repair service. He takes as much care in repairs as he would in helping a customer select new carpet. Many customers are so pleased they often call back when they're ready to purchase.

Repairs include bumps in the carpet, which can be taken care of by "re-stretching." Getting the "bumps" out will help the carpet last longer, he explains. They also repair seams that come apart. In addition, The Carpet Change also performs a lot of custom border work, binding edges and area rugs...all the services that require a little extra care.

As an expert in installation, Male realizes that doing the job right makes all the difference in the finished product.

### FINDING THE PERFECT CARPET

- 1.) Lifestyle determines many factors in selection. For high traffic areas, or people with children and pets, consider a Dupont Stainmaster or Wear Dated carpet. They'll make cleaning easier, he pointed out.
- 2.) Consider how long you plan to be in your home. Invest more money if you plan to stay for a longer period, less if it's short term. "It should help them (the customer) determine a price point."
- 3.) Padding is a big thing, he adds. "I highly recommend going with the best pad period. It makes a big difference. It helps carpet last longer and feel better."
- 4.) Carpet with flecks is a great choice, its not only popular; it helps to hide dirt, wear and stains.

### HANDY ADVICE FROM THE PRO

- 1.) Vacuum often and do a thorough job cleaning. "I always tell people when you get the vacuum out, you might as well just take the time to go over it twice."
- 2.) Use a quality vacuum and make sure the beater is working properly.
- 3.) Keep the garage clean. It's your first line of defense to prevent dirt from tracking inside.
- 4.) Move the furniture around to promote even wear. "Even if it's every six months, every three months is better."

"It's basically why I get a lot of return calls. Quality installation is so important," he added.

Customer loyalty is a big reason for his success in the carpet industry. He appreciates and thanks all of his faithful customers for the 19 years in business.

Contact The Carpet Change at (248) 437-3229 to schedule an

appointment in their showroom. In home appointments are available upon request for customer's convenience.

The Carpet Change is a member of the South Lyon Chamber of Commerce. Find them at 10080 Colonial Industrial Drive in South Lyon. Serving Oakland, Livingston, Washtenaw and Wayne counties.



The Carpet Change offers top-of-the-line carpeting by two of the country's largest manufacturers of carpet, Mohawk and Shaw.

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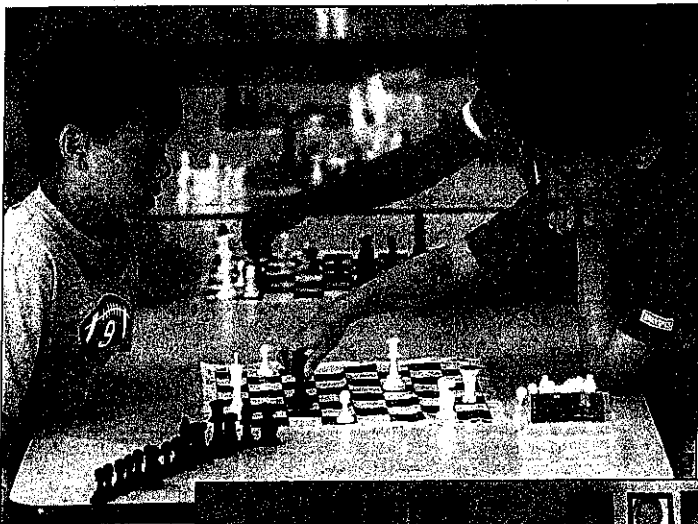
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Photo by PAUL MARTIN  
Salon Agape's staff includes, from left, Anthony Vitrano, Mia DiMambro, Barb Loh and Kimberly Chenover.

### Salon Agape

(248) 735-1584 • www.salonagape.com

Salon Agape is located in the beautiful new mall on Main Street in Novi. Newly renovated and sparkling, modern and welcoming, the full-service salon is a mother-daughter venture.

Marilyn Sullins and her daughter (and co-owner), Gina, started Salon Agape five years ago and they pride themselves that they only use Aveda natural products.

"Aveda is a company which uses organic, natural products which come in recyclable containers," Marilyn Sullins says. "Plus the company is Eco-friendly."

"For instance," she continues, "the sudsing agent in their shampoo comes from a nut only found in the Amazon jungle. So as to not have that area where it grows cut down, Aveda empowered the local people to collect these nuts and process them, making them self-sufficient and saving the rain forest."

Being an Aveda salon also gives Salon Agape staff the opportunity to attend many

advanced classes in beauty and hair care. Recently, staff member Thom Major became a Certified Great Lengths Extension Technician. Sullins says this is a unique technique to add volume, style and highlights, using 100 percent real hair.

"And," she continues, "the bonds are so discreet as to be almost invisible, they don't compromise natural hair and removal is quick and painless."

Salon Agape sports 13 designers and four spa technicians. Hair service for both men and women includes head and neck massages, hand massages and — for the ladies — make-up touch ups. The spa also provides a natural nail service.

All services are provided in a joyful, comfortable, relaxing atmosphere.

For more information, stop by Salon Agape at 43155 Main St., Suite 310, in Novi, call (248) 735-1584 or visit www.salonagape.com.

— By Paul Martin



Photo by JOHN HALL  
Dawn Salvati, owner of La Casa Del Rio Grande, serves lunch to customers on her popular outdoor patio.

### La Casa Del Rio Grande

(248) 446-7700 • riogrande-restaurant.com

Where can you find good food in a fun-filled family atmosphere? Look no further than Grand River Avenue in New Hudson. That's where you'll find the hugely popular La Casa Del Rio Grande Mexican restaurant.

Not only is the food the best and freshest in the area — voted the number one Mexican food by the South Lyon Herald's People's Choice Awards — but the service and fun is unmatched, too. Owner Dawn Salvati makes it her mission to ensure that all customers, young and old, are treated to a good time as soon as they enter La Casa.

"We are a family restaurant where everyone is welcome," she said.

Tuesdays and Saturdays are kid's days — kids can eat for only \$2.99. The family fun also includes monthly visits by Jamie Ann the Clown — call the restaurant for dates.

Adults can have fun too, enjoying the daily food and drink specials. Salvati notes that there are early bird specials from 3-5 p.m. for

those who want to beat the dinner-time crowd. And speaking of crowds, she said that in order to ensure a good seat, customer can use call ahead seating to get right in.

To enjoy the fresh food in an open-air atmosphere, Salvati recommends outdoor patio seating, something she said is very big with her customers. Indoor diners are treated to the feel of Mexico with traditional Mexican music.

To accompany food such as tasty Fajita Don Pedro or the Buena Tardes Combo Platter, La Casa Del Rio Grande offers monthly beer specials, including an assortment of Mexican beer.

La Casa Del Rio Grande is open for lunch and dinner seven days a week.

For a complete listing of specials, menu items, entertainment, and a money savings online coupon, visit riogrande-restaurant.com. Then plan to start having fun!

— By John R. Hall



The staff at Kensington Motorsports, all avid riders, includes, standing Joe and Al, in front, from left, are Josh, Jeff, Pat, Brad, Russ, Gina, Jeff, Don and Mike.

## Kensington Motorsports

(248) 446-0000 • kensingtonmotorsports.com

**K**ensington Motorsports knows customers want to be out enjoying their motorcycle, ATV, jet ski, snowmobile, scooter or speedboat — not spending unnecessary time purchasing one.

So, the staff at Kensington Motorsports makes purchasing vehicles as fun and easy as possible.

The enjoyable experience starts with the variety of products Kensington Motorsports offers. They sell and service Yamaha, Kawasaki,

Polaris, Arctic Cat and Suzuki motorcycles, dirt bikes, racing bikes, sport boats and much more in their 10,000-square-foot facility.

However, customers don't have to visit the store to begin shopping. The company's Web site — kensingtonmotorsports.com — offers tons of information to make a decision. There customers can print out a brochure and compare vehicles side-by-side. This makes compar-

ing fuel capacity, vehicle height, mechanical components and other things quick and easy. Once the decision is made, the Web site can be used to apply for credit and delivery. Delivery can usually be arranged for the following day.

Customers who would rather visit the showroom will find the staff eager to answer any questions they may have. Kensington Motorsports makes it their business to know everything there is to know about the machines they sell and service because their customers depend on them for fun. The employees are all riders who are equally passionate about the sports vehicles they sell. They know how the vehicles operate and can help a customer select the one with the features they desire.

The staff takes their desire to help one step further by organizing track events for customers. By learning how to drive in one of these special events, customers can safely learn how to ride on the street and discover the lim-

itations of their machine.

Kensington Motorsports also offers special financing with payments starting as low as \$20 a month — even for customers who have less-than-perfect credit.

Once the sale is complete, customers can enjoy their new watercraft, motorcycle or dirt bike knowing they can return to Kensington Motorsports at any time for quality service whenever they need it.

The service and repair department can work on any make or model product in the four bays located in the 3,300-square-foot service department.

All of the mechanics are factory trained and certified to care for electrical diagnostics and engine repairs. Through ongoing training and education, the mechanics have received Five Star Yamaha Certification.

And, if all of that isn't enough, Kensington Motorsports also offers longer hours than most retailers. They are open from 9 a.m. to 8 p.m.

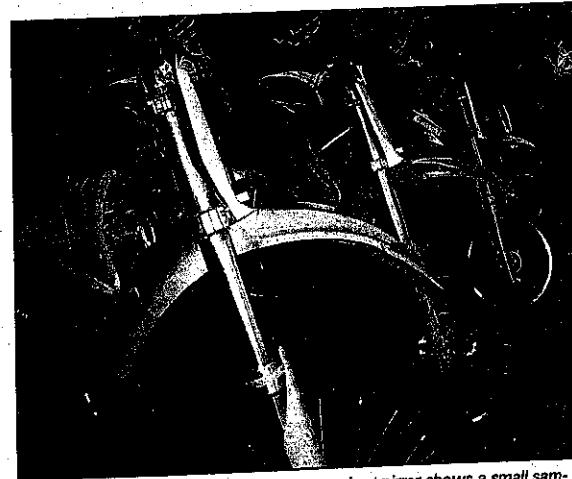
Monday, 9 a.m. to 7 p.m. Tuesday through Friday, and 9 a.m. to 5 p.m. Saturday to make it easier for customers to visit.

By removing all of the obstacles from sales and service, Kensington Motorsports makes buying or repairing a recreational vehicle re-ally as fun as riding one.

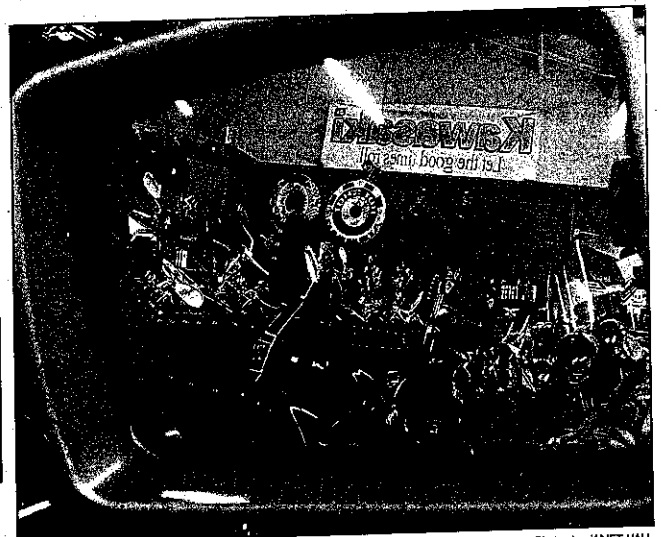
As a way of thanking the local area for the business they have given Kensington Motorsports over the years, the company gets involved with many charitable events. In fact, they recently held a bike wash with proceeds going to the Susan G. Komen Breast Cancer Foundation. The event attracted 100 bikers from all over southeast Michigan.

Kensington Motorsports is located at 56605 Pontiac Trail, just north of the Milford Road exit and 1.96 — 15 minutes from Brighton, Wixom and Novi and 25 minutes from Farmington Hills and Northville. Stop by today.

— By Candy Spiegel



At right, the reflection in a motorcycle's rearview mirror shows a small sampling of bikes and accessories available at Kensington Motorsports. Above, dirt bikes make up neat rows in the showroom.



Photos by JANET HALL



The aisles at Novi Fine Wines & Liquors are bursting with one of the largest selections of wines and liquors available in the Novi area.

## Novi Fine Wines & Liquors

(248) 349-9690

Who would hop in a taxi in Grand Rapids and ride across state to Novi to purchase some rare fine wines? Customers of Novi Fine Wines & Liquors who couldn't find their favorites anywhere else in Michigan, that's who. And that's why this popular

store on Ten Mile just west of Novi Road is becoming more popular with wine and liquor connoisseurs. Owner Andy Nofar is keeping very busy these days working the floor and helping customers choose just the right wine or liquor for their own use or for parties and celebrations. Nofar emphasizes customer service and knows many of his regulars by

name. "People like how they are treated here," he added. "We help them one-on-one rather than just being a sales clerk." Nofar is especially proud of his wine selections, which can start as low as \$5 a bottle and up to \$1,000 for the high-end variety. The store sells wines from all over the country and the world, including vineyards in California, Michigan, Georgia, Canada, Italy, Australia and Japan. Nofar said he has access to the higher-end wines because of the store's high sales volume, which enhances his buying power.

"There are a lot of other stores in the area but they don't specialize like we do," he explained. Besides the reputation for its large variety of wines, Novi Fine Wines & Liquors is also noted for its low, competitive pricing on all of its liquor. "We sell liquor for minimum price levels allowed by the State of Michigan," Nofar said. "Profits are lower but we choose to keep prices low for our customers."

Nofar is still in the process of remodeling the store, making more room for an expanding wine and liquor business, as well as his Pizza Marvelous food business (see related story). He laughs when he mentions the liquor inventory right now. "I don't have room behind the counter so a lot of the liquor is displayed on the floor shelves," he said.

Besides the walk-in traffic, many other customers have benefited from the store's selection and service. Nofar and his staff have supplied many weddings, graduation parties, and company parties with wines

and liquors. He said that a lot of high-profile professional athletes stop in to visit when they are in town because they know they'll find exactly what they want. He mentioned that he keeps a lot of empty boxes around for customers purchasing multiple items and added, "I will give customers case discount pricing."

Besides liquor and wine, the store sells a large selection of cigars and tobacco products, snacks, and non-alcoholic beverages. The store is also a Michigan Lottery agent.

And if a customer can't find what he or she wants, Nofar will be surprised, but will make every effort to find the desired product. That's probably a main reason why Novi Fine Wines & Liquors is a Novi News People Choice award winner for its selection and service.

"I'll do my best to get what I can for my customers as long as the State of Michigan allows me to make the purchases," Nofar added. Nofar often attends wine tastings to keep abreast of what wines are available. Nofar is a wine connoisseur and appreciates a good Cabernet or a blended wine. He said that his customers don't show any certain preference although red wine remains the most popular. He does attend some wine and liquor shows when he can tear himself away from the store.

Novi Fine Wines & Liquors, located at 43340 W. Ten Mile, is open 10 a.m. to 11 p.m. Monday through Thursday, 10 a.m. to 12 a.m. Friday and Saturday and 12 p.m. to 10 p.m. Sunday.

—By John R. Hall



Owner Andy Nofar, left, shows a special wine to a customer.



Some of the Pizza Marvelous menu items include pizza, chicken, ribs, salads and desserts. Delivery with beverages is available.

## Pizza Marvelous

(248) 348-1000

Comedian Billy Crystal would love this pizza. One of his more famous comedies

lines is "You look marvelous..." Now, hungry people in the Novi area are being entertained by another type of marvelous — Pizza Marvelous, that is.

The one-year-old, carry-out, and free-delivery restaurant, located inside Novi Fine Wine & Liquors on Ten Mile west of Novi Road, has been making

a lot of people smile with its selection of fresh homemade pizza, chicken, ribs, salads, sandwiches, pasta, breads and desserts.

Owner Andy Nofar said his secret to success has been the special secret ingredients of his

fresh food, some of the best Grande cheeses and the fast friendly service that goes with it. "Everyone loves our food," he said. "The difference is quality. But we also have good, competitive prices, too. Our food has become the talk of the town."

For example, coupon specials include two small pizzas with two toppings for \$10.99 on Monday and Tuesday and \$5.99 large pizzas with pepperoni as pick-up items from 11 a.m. to 3 p.m. daily. There are also combination specials with pizza and ribs or pizza and chicken.

Nofar said he already has the seal of approval from local school children.

"We do a lot of catering for schools, churches, sports groups, and such," he added. "Kids have gone crazy for our pizza."

Or maybe kids have gone marvelous for the pizza. And it's not just kids who enjoy the many fresh menu items — its health conscious adults, too.

"We do a lot of low-carb stuff like very thin crust pizza and wrap sandwiches," Nofar added.

Like so many good recipes, it



Andy Nofar takes special care to prepare and serve the freshest and best tasting food at Pizza Marvelous.

is important to begin with fresh ingredients and end with special sauces to top off the selections. In Nofar's case, he is very proud of his barbecued ribs, not only because they fall off the bone and can be eaten with a fork, but because of the sauce.

"The barbecue sauce is unbelievable," he added. Nofar suggested that people interested in Pizza Marvelous catering call his shop a couple of days ahead of time and let Nofar and his staff handle the rest. They can accommodate all sizes of parties.

Nofar said he has been in the food business for a long time and added that there is much more to the good food at Pizza Marvelous.

"Customers come in and see a lot of smiling faces," he noted. "They can come in and watch us hand-toss the dough."

"One little girl gave our food 2,000 thumbs up, while another asked his dad to order from Pizza Marvelous the next time they planned a pizza dinner," Nofar said.

The food is masterfully prepared by Nofar and certified chef Justin Awdish, who recently returned to the U.S. after a tour of duty in Iraq. Awdish said he plans to expand the menu soon to include specialty pizzas and fish.

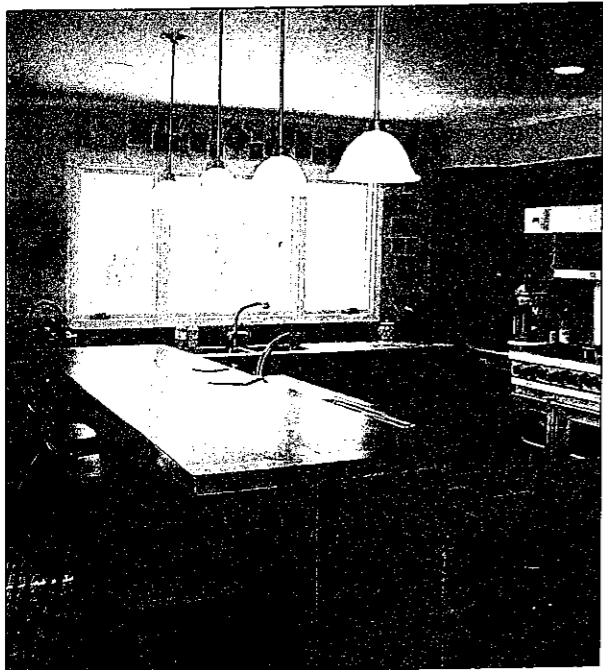
To honor Awdish's service to the U.S. and to all U.S. military personnel, Nofar is asking customers to come in and say hello. Anyone mentioning this article will automatically receive 10 percent off their food order. Seniors and military personnel automatically get 10 percent off their bill.

Nofar will take the customer service experience one step further. He will walk a few feet into his wine and liquor department and recommend what wine goes best with the food menu items.

Food delivery is available to Novi and surrounding areas. Novi residents do not pay a delivery fee. Customers can also order beer, wine, liquor and pop to be delivered with their food order.

Pizza Marvelous is located at 43340 W. Ten Mile Road, in Novi. Hours of operation are 11 a.m. to 11 p.m. Monday through Thursday, 11 a.m. to midnight Friday and Saturday and noon to 10 p.m. Sunday. Simply marvelous.

—By John R. Hall



Several of Seghi's completed jobs include a Florida room addition off the back of a house and the transformation of a kitchen and dining room into a larger user-friendly kitchen with lots of storage.



Jim Seghi, owner of Jim Seghi Renovations, plans, organizes and designs renovation jobs with experience and creativity that keeps him on the cutting edge.

## Jim Seghi Renovations

(248) 437-2454 • JimSeghiRenovations.com

With a straightforward and honest approach, Jim Seghi runs Jim Seghi Renovations from New Hudson, a complete renovation business for kitchens, bathrooms, recreation rooms, additions and more.

Jim says simply there is no other way to relate with customers, his crews or suppliers. "I have to be honest and up front and realistic with customers, whether the news is good or bad," Jim said. "If you get it out up front nobody is going to be mad with you."

He is proud of the fact that his business has steadily grown since its start-up 16 years ago, even through a sluggish economy. During that time, Jim has grown a favorable reputation with a number of prominent community members, many who have been his customers and continue to refer others — a testimony to Jim's quality as a person and professional businessman.

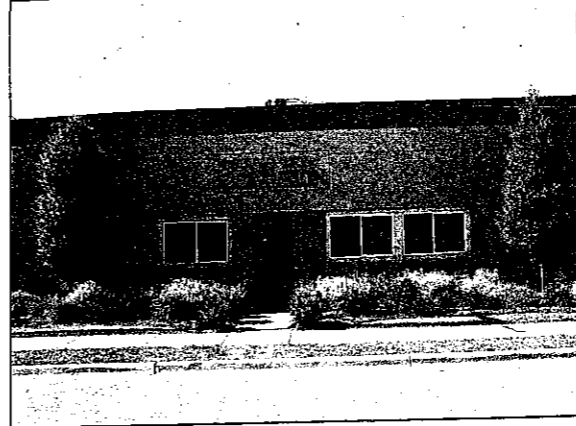
Although he doesn't often swing a hammer on job sites, Jim does all the planning, design work, selling and organizing to get jobs done in a reasonable time frame with quality. By paying attention to all of these details he reduces mistakes and helps the business run like a well-oiled machine.

Jim loves the satisfaction that renovation work brings him, like transforming a space that is run down into something of value. "I enjoy the challenge of a tough job," he said. "I have made condemned houses into salable properties."

Years of experience make Jim's work effective. He can offer options seldom considered by homeowners and he knows what kinds of design work Jim will sit down with customers to go over their ideas, needs and lifestyle. He combines this with his own ideas and experience to put together initial drawings; then works to tweak them until the customer is completely satisfied. His goal is to create designs that are the most functional, aesthetic and economical, while using all space to its maximum.

In tight spots, Jim likes getting creative to meet a customer's needs and discover solutions where the first response might have been "You want to fit what where?" His No. 1 focus is to meet a customer's needs while adding value to their home. "Value is huge," Jim says. "It's not what you spend, but what you have when you're done."

—By Scott Rowson



South Lyon Collision offers state-of-the-art facilities and people who care.

## South Lyon Collision

(248) 437-6100 • www.southlyoncollision.net

Gary and Maureen Fagin, owners of South Lyon Collision, started their business in South Lyon because they love the small town atmosphere and saw great potential for growth. South Lyon didn't let them down.

Starting with 3,500 square feet when they opened, some 20 years ago, South Lyon Collision now boasts more than 13,000 square feet. The expansion has helped reduce the time a vehicle will need to be in for repairs. They also added a comfortable reception and waiting area for customers during their most recent remodeling. Because of all of their hard work, South Lyon Collision was awarded the South Lyon Chamber of Commerce Beautification Award in 2002.

"I really enjoy being here. I enjoy the people of South Lyon and working with them one-on-one," Gary said. Gary has help with the operation from his manager, John Phillips, with whom he works closely to provide an extraordinary level of

customer service. In most cases you will not need to wait for the insurance adjuster to come to inspect your vehicle and approve your claim.

With their computerized paint matching system and their expert painters, South Lyon Collision can exactly match new paint to the original color of the car, even if it has been faded by the elements.

South Lyon Collision is a Class A facility licensed by the government, certified by the Automotive Service Council and a member of I-CAR. All repairs are completed by certified technicians and backed by a written warranty. "We serve our customers with quality and promptness. It is a competitive market but if you stick with your work and put out quality workmanship, you get repeat business," Fagin said.

South Lyon Collision is located at 150 E. McHattie, between Reynolds Sweet Parkway and Ten Mile in South Lyon.



Photo by JOHNSA RETTIG

Marilyn Grech, left, and owner Karen Bartley Slack are eager to launch a Web store this fall, at www.traditionsstyle.com.

## Traditions Ltd.

(248) 349-0199 www.traditionsstyle.com

After 18 years in two downtown Northville locations, Karen Bartley Slack, owner of Traditions Ltd., was ready for one more move — not across country or even across town, just across the street.

"We started out there," she says, pointing directly to her front window in the heart of Northville. Now, she is gathering up her army of home decorating goods and gifts and moving "across and up the street" to 149 N. Center St., in Old Church Square, previously housing Memories by Stampede.

"With the additional space, we will be able to carry more upholstered furniture, rugs and other home accessories," Slack explains, "which we are really excited about."

In addition to JM Paquet upholstered furniture, Traditions Ltd. now carries Lee Industries lines. "Lee offers hundreds of beautiful fabrics and leathers for sofas, loveseats, sleepers, dining chairs, recliners and even headboards," says Slack.

The store stocks a plethora of timeless styles, but the fall and winter holidays receive special attention. Regular customers know the shop has earned a reputation for its lovely holiday displays.

"We are looking forward to having more space for our wonderful fall and winter holiday displays," says Slack. "In October, we will display seven different themes with our Christmas trees," she explains. Themes will include a designer look, vintage kitchen and a men's tree.

Traditions Ltd. is an annual participant in the Northville Community Foundation Home Tour and the Festival of Trees that benefits Children's Hospital of Michigan, both held in November.

Traditions Ltd. is open 10 a.m. to 6 p.m. Monday through Friday, 10 a.m. to 8 p.m. Thursday, 10 a.m. to 5 p.m. Saturday and noon to 4 p.m. Sunday.

—By Johana Rettig

# Talk Wireless

(248) 668-0006

Years ago when the phone was invented you had one model to choose from, a crank (no buttons) and one service provider — Alexander Graham Bell.

Compare that today and your head will spin with all the options available: Motorola, Siemens, Nokia, Samsung, Verizon, T-Mobile, Nextel Sprint.

Paul Esshaki takes the confusion out and talks to his customers in a no-pressure manner that creates a cellular phone business like no other in the Wixom area. As Paul explained it, "All cell phones are about the same now." There are camera phones, color phones, different tones and displayed-picture phones, two-way phones and phones with GPS.

"Customers need to select a plan that works for them first and then the phone to go with it," advised Paul. "Consider your travel distances, total usage, coverage area and plan price."

When it comes to paying your bill, or any other utility bill you may have, Talk Wireless can process that for you right in store.

No matter what your business Paul insisted that each customer gets his personal attention so he can work the right plan for every one. He'll ask what are you looking for: coverage area, price plan or just a phone for emergencies. People are different and so are their needs. Talk Wireless also guarantees that the phone, and plan you get, will be right for you or they will change it for you as needed.

As a gesture of thanks, special discounts are offered to government, Big Three and education employees, senior citizens and Armed Forces members. Just show Paul your card when you walk in the door. When you visit Talk Wireless in Wixom Paul will be there to greet you.

Phones have merged with data services, or Web-based applications, and you can get your e-mail, send instant messages and surf the Web all in the palm of your hand. This has become very essential for business people on the go. Being in



Photo by MICHAEL PILOTTI

Paul Esshaki, owner of Talk Wireless in Wixom, will dial you in on a perfect plan. Talk Wireless also carries cases, power adapters, hands-free adapters and other accessories for most phones so you can personalize your wireless experience.

Wixom for the past 4 years Paul, the phone guy, as he's come to be called, is excited about the progress Wixom has made and it has convinced him to continue his support of the community and welcome new customers for years to come.

Talk Wireless offers a full range of wireless phones, service plans and bill-paying service. Years of service and personal attention are the key differentiators that separate Talk Wireless in Wixom from the other shops.

Talk Wireless is located at 49130 Pontiac Trail, in Wixom. The store is open from 10 a.m. to 7 p.m. Monday through Friday and from 10 a.m. to 5 p.m. Saturday.

—By Michael J. Pilotti



Photo by PAUL MARTIN

Barry Kahn, left, sits with partner Matteo, who is at the sewing machine creating a custom-made suit.

## B. Michael Kahn Custom Clothier

(248) 496-0011

Barry Kahn is a fourth generation tailor. His great-grandfather used to travel around the countryside on horseback repairing farmer's clothes.

Kahn carries on the family tradition (by car, now) with personal, one-on-one consultations with customers.

"For instance," Kahn said, "I just came from a customer who is a 50-year-old, which is not a tough fit, and he went to a couple of stores and could not find what he wanted."

I ended up finding him something, made the call and it will be delivered within a week."

"I will then go back to the customer and fit him," Kahn continued. "He'll try the suit on at his home, I'll mark it and then bring it back to my partner, Matteo, who will put all the finishing touches on it."

Matteo has been a master tailor for

many years. Following a five-year apprenticeship in his home town in Sicily, he came to America and worked making suits for Hickey-Freeman.

It was 20 years ago that he settled into the seat at his sewing machine in Lathrup Village and partnership with Kahn.

"What's really made my business a hit," Kahn said, "is that it is really convenient for the customer. And I'm able to get a better understanding of their needs — going to their home or office — than if they go into a store."

"It's not rocket science," Kahn stressed. "It's just old-fashioned service."

For custom-made clothing and alterations created with personal attention in a private atmosphere, Kahn can be reached at (248) 496-0011 or b.m.k@sbcglobal.net.

—By Paul Martin



Photo by JOHNSA RETTIG

John Bullington, left, Amber Young and owner Doug Lyon assist with insurance needs for your home, auto and life at C. Harold Bloom Insurance in Northville.

## C. Harold Bloom Insurance

(248) 349-1252

Community roots run strong and deep for brothers Doug and Gordon Lyon. As co-owners of C. Harold Bloom Insurance, the pair is the third generation at the helm of the family's business.

Conveniently located in downtown Northville, the agency has been providing insurance services to the community since 1927. While Northville's downtown has evolved over the years to reflect the changing times, the agency has steadfastly held the same storefront for nearly 80 years.

"We feel very strongly about this community," says Doug Lyon, a fifth-generation Northville resident. "It's rewarding to be able to work among friends and neighbors."

The agency is active in the Northville Chamber of Commerce and sponsors several scholarships to Schoolcraft College where Lyon serves as an assistant coach for the women's soccer team.

C. Harold Bloom is an independent agency offering auto, home and life insurance products from various companies. "Mainly, we work with the Auto-Owners Insurance Group," Lyon notes. Four agents and three customer service representatives staff the office to provide friendly service and expert advice. "Reviewing your policies periodically is key to knowing you have the right amount of coverage," Lyon says. "We pride ourselves on meeting our customers' individual needs."

The agency's clients have taken notice. Northville Record readers honored C. Harold Bloom Insurance as the People's Choice for Best Insurance Agent (Agency) in 2004 and 2005.

C. Harold Bloom Insurance is located at 108 W. Main St., in Northville. Hours are 9 a.m. to 5 p.m. Monday through Friday. The office is closed daily from noon to 1 p.m.

—By Johana Rettig

# Bistro 127

(248) 437-9000 • [bistro127.com](http://bistro127.com)

The big news at Bistro 127 on 127 E. Lake St., South Lyon, is that there are now even more reasons to visit this restaurant.

Owners Don Waldenmayer and Mark Coffey have expanded this popular eatery by buying and remodeling the old auto parts building next door. The addition added 80 seats, effectively doubling the size of the restaurant.

### Affordable, comfortable dining

The responsibility for preparing the food lies on the shoulders of Chef John Evans. Evans brings a lot of experience to Bistro 127, having spent 20 years in the Chuck Muer organization and another eight with Roman Terrace.

"We don't try to be fine dining," added Evans. "We offer the best quality and freshest ingredients, which include Michigan lake fish."

While the atmosphere may fit that of a fine dining establishment, the menu prices certainly don't. Bistro 127 offers 10 different menu items for \$10 or less. Each entree includes soup, salad, appetizer, entree and dessert. Customers can select from seafood, pasta and steak entrees. This incredible deal is valid every day of the week.

Other specials a Sunday morning all-you-can-eat brunch and lunch buffet.

Bistro 127 also offers a unique e-mail club. Members can visit [www.theEmailClub.com/bistrosouthlyon](http://www.theEmailClub.com/bistrosouthlyon) to sign up for exclusive savings on meals.

### Wine Shoppe

The expansion also opened the door for adding more wine selections to the menu and more seats for the weekly "Wednesday Night Wine Tasting."

The popular event draws large crowds to Bistro 127, a fact Waldenmayer and Coffey are very proud of. For \$20 per person, wine lovers can sample four to six different wines and appetizers.

"We pair up the wines with food items to give our customers an idea of what tastes best with each food item," Waldenmayer said. "And what sets us apart is the quality of the food that is paired with the wines."

Suzanne LaLonde, the wine consultant for the Bistro, started Wednesday Wine Tastings in January. It started with seven people and has grown to 60-70 loyal wine lovers. "We always have room for new customers," LaLonde said.

"I research wines to bring customers the highest quality wines at the best prices. Through the Internet I can travel the world to find amazing wines under \$20," LaLonde said.

"If there is a wine you are looking for or questions on any wine or food pairing, feel free to call the Bistro Wine Shop and ask for Suzanne."

And while delicious, fresh food is enough to bring in customers, it is the selection and pricing of over 100 wines that makes Waldenmayer and Coffey very boastful.

LaLonde has added a wine shop with a selection of 127 wines for \$20 or less. These wines are rated high by wine publica-



Photo by JANET HALL

Chef John Evans shows off Bistro 127's expanded Wine Shoppe. Bistro 127 now offers inexpensive, quality wines, as well as unique choices. Wine tasting events, guest speakers and even storage bins to hold customers' own selections are now available.

tions because of their quality. It isn't easy to find so many good bottles of wine in one place for under \$20.

Many of the wines served at Bistro 127 are from unique vineyards from around the world.

LaLonde often invites representatives from wineries to speak with customers. Renown Napa Valley winery owner Lisa Peju recently visited Bistro 127.

Another unique feature of the restaurant is its ability to store wines for customers. Coffey said customers can use bins in the restaurant to store their wines. When they arrive for meals, they can select their own wines to accompany their food.

### Catering

Waldenmayer and Coffey purchased the Fabulous Foods catering company in Ann Arbor so Bistro 127 can cater wedding showers, graduations, birthday parties and more out of both locations.

The restaurant recently fed breakfast to the entire South Lyon High School senior class

and sends 100 meals each day to Conway Transportation's training program. Corporate accounts like Domino's Farms Board of Directors and the University of Michigan count on Bistro 127 food and service.

### South Lyon Theater

Waldenmayer also owns the historic South Lyon Theater, which is located across the street from Bistro 127.

Dinner and movie packages, especially those targeting families, are popular.

"Every time we run a G-rated movie the place is packed," Waldenmayer said. "Other movies don't have the same draw in this town."

The historic theater is undergoing remodeling, including renovation of the original 1945 marquee. The stage has been refurbished, a new retractable screen has been installed, the electrical has been upgraded and digital on-screen advertising has been added.

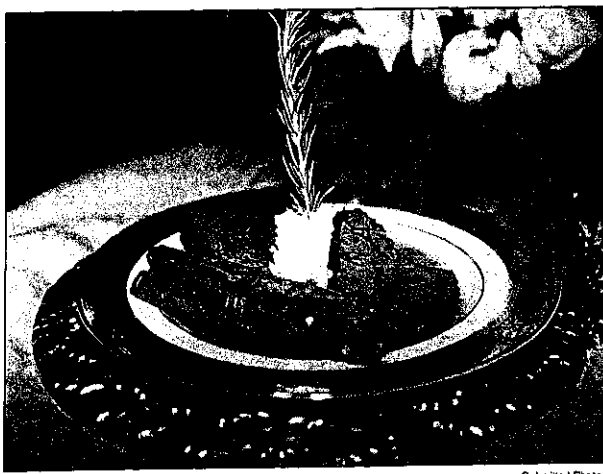
Upcoming renovations will include a new facade, new seating, new heating, ventilation and cooling systems.

### Visit soon

Waldenmayer and Coffey encourage customers to visit their award-winning renovated building soon. Bistro 127 is located at 127 Lake St., in South Lyon. The restaurant is open from 11 a.m. to 10 p.m. Monday through Thursday, 11 a.m. to 11 p.m. Friday and Saturday, and from 9 a.m. to 9 p.m. Sunday.

Waldenmayer noted, "The way to compete is to be unique."

Bistro 127 is definitely all that.



Submitted Photos



Whether looking for an affordable family dinner or a romantic evening out, Bistro 127 is the perfect place to dine.



Photo by SALLY RUMMEL

Denny Stima stands amidst a huge showroom of medical equipment — ready to serve the health needs of Livingston County area residents.

## Masters Medical Supply

(517) 548-3800 • (800) 286-9989 toll free

Imagine the excitement of more than doubling your showroom and office space.

That's exactly what Denny and Laurie Stima of Masters Medical Supply did when they moved last December to their new location at 6480 Grand River Ave., in Brighton — across from Bordine's Nursery.

"It's amazing how much more room we have to display and demonstrate our equipment since we've moved up to 2,500 square feet," Denny said.

Denny works on the maintenance/repair end of the medical equipment business while his wife, Laurie, handles customer service and office responsibilities.

Laurie is thrilled with her 25-foot-long service counter and the new fireplace, which provides a warm, cozy atmosphere within the store.

Scoters, hospital beds, wheelchairs, braces, lift chairs, walkers, bathroom safety supplies, ramps, Freestyle diabetic supplies

and more make up the huge inventory of products that Masters Medical Supply can provide to people in need of specialized equipment. Customers can also order items from catalogs — often receiving them the next day.

Denny will often meet with customers in their homes, allowing them a chance to try out equipment in comfortable surroundings.

Gayle Kucharski, a certified fitter, is on staff to fit braces, supports and compression hose.

"We have an excellent rapport with our senior citizens," Denny said. "It's because we truly enjoy helping them take care of their health needs."

Masters Medical Supply is located at 6480 Grand River Ave., and is open from 9 a.m. to 5 p.m. Monday through Friday, or by appointment.

— By Sally Rummel



Photo by CYNTHIA GROCHOWSKI

Quality bikes, one-day repair service, tune-ups and more are available at South Lyon Cycle. The store is just minutes from Novi and Northville.

## South Lyon Cycle

(248) 437-0500

As the owners and operators of South Lyon Cycle, the Childs brothers are devoted to bikes.

South Lyon Cycle stocks a large selection of bicycles at great values — including hard-to-find women's, children's and comfort models. Mountain, Comfort, Hybrid, Road, Cruiser, Recumbent, BMX, Freestyle and Juvenile bicycles from top brands including Trek, Giant, Haro, Electra and Townie are offered with expert assembly of all bikes. Bikes are offered in a variety of sizes including 12-inch, 16-inch, 20-inch and 24-inch wheel bikes for children, as well as adult models. Customers are sold a bike that meets their needs with proper fit for comfort and safety emphasized. Helmets are recommended and correct sizing and fit for safety and comfort is free.

South Lyon Cycle offers an extensive parts inventory and popular accessories

— including trailers, pedal trailers, child carriers, bike carriers, and women's and men's gel comfort saddles.

One-day repair service is available on all brands. Tune-ups are a specialty for better performance and safety of any bike.

South Lyon Cycle sponsors two charitable bicycle events — The American Diabetes Association Tour de Cure and The Multiple Sclerosis Society MS 150.

South Lyon Cycle is located in downtown South Lyon at 209 S. Lafayette (Pontiac Trail), two blocks south of Ten Mile — minutes from Island Lake State Recreation Area, Kensington Metropark, Maybury State Park, the Huron Valley Trail System and South Lyon's Rail Trail.

Hours are 10 a.m. to 7 p.m. Monday through Friday, and 10 a.m. to 5 p.m. on Saturday.



Photo by KAREN WISINSKI

Rachel Goss, left, and part-owner and manager Danielle Garber, right, answer Lana Portwood's bead-selection questions.

## Brighton Beads and More

(810) 844-0066 • www.brightonbeadsandmore.com

If you haven't visited Brighton Beads and More yet, prepare to be impressed.

They offer a lot more than you might expect. Yes, they have beads in every shape and color you can imagine. They also sell supplies for cast glass, fused glass, metal smithing, precious metals, clay, and again, more.

Examples of classes are glass bead making, wire weaving, stone setting, crocheting with beads and silver smithing. Some classes are taught by staff and others by visiting artists. These are not your run-of-the-mill, cookie-cutter classes.

In July and August, Cindy Moore will come from Arizona to teach metal smithing and metal weaving, currently hot topics.

J. Fred Woell, an internationally known metalsmith, will share his expertise in September.

The mixed media attracts a broad range of customers with different interests and

abilities. Beginners can get the direction they need and professional artists can increase their material knowledge.

Visitors will notice a comfortable atmosphere where staff imparts an at home feel. It is a place meet other people, have fun and nurture oneself.

This caring attitude extends to community involvement. For a number of years, employees have participated in the Zoe Foundation, through which they offer Art for Fun projects to hospital patients.

Explore your artistic side in new ways and head over to Brighton Beads and More, located at 9850 E. Grand River Ave., near US-23, in Brighton. Come by yourself or bring a friend. You won't be disappointed.

Store hours are 10 a.m. to 6 p.m. on Monday, Tuesday, Wednesday, Friday and Saturday, 10 a.m. to 8 p.m. Thursday, and noon to 4 p.m. Sunday.

— By Karen Wisinski



Photo by JOHNNA RETTIG

Elegant treasures abound in Elizabeth's Bridal Manor, which is nestled in a charming, historical setting in Northville.

## Elizabeth's Bridal Manor

(248) 348-2783 • www.elizabethsbridal.com

The exterior blends with Northville's quaint Victorian past, but once you cross the threshold to Elizabeth's Bridal Manor, you'll find everything to suit today's modern bride and much more.

Follow the steps up a curved staircase to champagne-colored splendor. Billowing drapery and upholstery in muted tones set an opulent, dream-like scene of elegant sophistication.

"I wanted to create a beautiful fantasy from another world," says owner Elizabeth Clancy. "All brides should feel special. A cold, typical retail space with lots of metal and signage wasn't going to be right."

Eighteen years in the bridal business gives Clancy a wide knowledge base and a host of industry contacts to provide her brides with just the right gowns and accessories.

"We are the exclusive Michigan salon

for Priscilla of Boston and Jenny Lee lines," she notes. "We have many dresses that cannot be found anywhere else, locally or statewide."

Consultations are by appointment only. "We want to be able to give a bride the attention that she deserves," Clancy says. "Our reputation for quality service is well-earned and brings in customer from the metro area and out of state."

Elizabeth's also features a vast selection of stylish gowns for bridesmaids, flower girls, and mothers of the bride and groom.

Bridal gown preservation services are also offered.

Elizabeth's Bridal Manor is located at 402 S. Main St., in Northville. Hours are 11 a.m. to 9 p.m. Monday, Wednesday and Thursday; 11 a.m. to 5 p.m. Friday; 10 a.m. to 5 p.m. Saturday and noon to 5 p.m. Sunday during the winter months.

— By Joanna Rettig

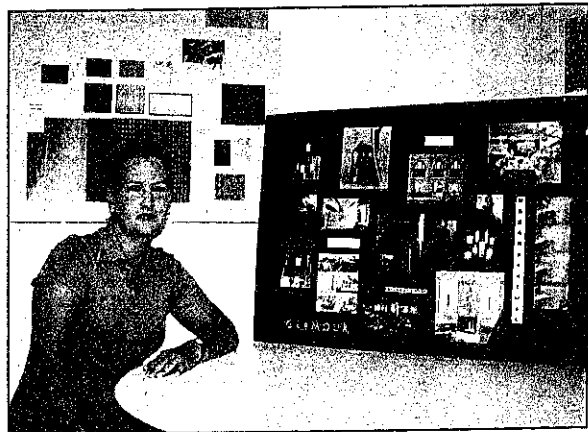


Photo by PAUL MARTIN

Amy Smith is pleased to operate her own interior-design business, Amy Smith Design, LLC, in South Lyon.

## Amy Smith Design, LLC

(248) 921-5234

Wondering how to choose an interior designer?

Choose one with qualifications.

That's the advice Amy Smith gives as she sits in front of concept boards and sample boards from a few of her residential and commercial design projects.

Smith, with a degree in interior design from Eastern Michigan University, serves as both owner of her own business, Amy Smith Design, LLC, in South Lyon, and as interior designer to Three Chairs Co., a contemporary home-furnishing store in Ann Arbor.

"What's important for me," Smith says, "is enhancing spaces to create uniquely personalized environments for my clients."

Smith has a four-year degree in design and experience in both residential and commercial design. She focused on commercial design for five years before start-

ing her own business two and a half years ago. She is concentrating mostly on residential design, but would like to take on smaller commercial jobs as well.

Smith is reveling in the variety of work coming her way. Space planning, fabric and finish selections, custom furniture, remodeling, lighting, window treatments and paint consultations are just some of the services Amy Smith Design can provide.

"I can work with clients from just a one-hour consultation to those interested in full-scale design services — including all the drawings necessary," Smith says.

Currently working mostly between Ann Arbor and Birmingham, Smith would like to expand her client base in South Lyon, as well as in Novi and Northville.

Amy Smith Design, LLC, can be contacted at (248) 921-5234 or, by e-mail, at [amysmithdesign@earthlink.net](mailto:amysmithdesign@earthlink.net).



Photo by SCOTT RUNYON

Perfect Floors offers a wide variety of flooring, including hardwood, carpet, laminate, vinyl and area rugs, as well as ceramic and porcelain tile.

## Perfect Floors

(248) 437-2838

Developing relationships with his customers and winning their trust is very important to Ron Williams, owner of Perfect Floors in South Lyon.

"I try to spend quality time with customers in the showroom so that they are comfortable," he said.

Perfect Floors is a family business run by three brothers, John, Michael and Ron Williams. They total more than 80 years of experience in the flooring business, and have also run the original Perfect Floors location in Rochester Hills since 1995. They offer a broad selection of flooring, including hardwood, carpet, laminate, vinyl and area rugs, as well as ceramic and porcelain tile.

Ron cares about each of his customers.

"That is just how he is," said Dawn Grabinski, who has worked with him since 2004. "He is a truly generous person who is involved in the community as a sponsor for area high school and middle school sports pro-

grams as well as participating in many community events like the recent DARE golf tournament."

Since purchasing the South Lyon location, Ron has expanded the store to fill out the product lines. Recently, he added a quality line of ceramic and porcelain tile.

"We do 100 percent from start to finish," he said, "from selling to installation and follow up."

This is standard business for Ron who has his own full time crew of installers, each with more than 10 years of experience.

Perfect Floors will match or beat any offer, guaranteed! Stop by Perfect Floors, located at 21946 Pontiac Trail, in South Lyon. The store is open from 9 a.m. to 6 p.m. Monday, Tuesday, Wednesday and Friday, 9 a.m. to 7 p.m. Thursday, and 9 a.m. to 5 p.m. Saturday. After Labor Day, the store will be open for additional evening hours.

— By Scott Runyon

## Bell's Landscape Services, Inc.

(248) 486-0960 • [www.bellslandscape.com](http://www.bellslandscape.com)

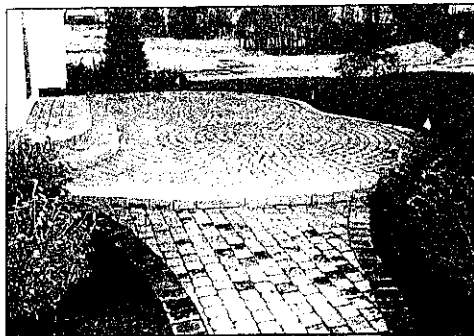
When you think of Bell's Landscape you have to think out of the flowerbox.

Bell's delivers more services, more creativity and more customer satisfaction than any other in the business. Some of the outstanding services you can expect from Bell's include nearly every aspect of your home or business landscape, including landscape designs, decks, gazebos, brick-paver walks and patios, landscape lighting, retaining walls, sod, hydro-seeding, sprinklers and much more.

Business owners can turn to Bell's for those and additional services, including parking lot sweeping, tree and shrub pruning, spring and fall cleanups and snow removal. As their ad says, "Complete ground maintenance services."

Owner Mike Bell applies his 30 years of experience and personal pride to each project his company is awarded. Recognizing his creativity, functionality, quality of plants and original designs over the years, the Michigan Green Industry Association has bestowed Bell's Landscape with seven plaques of commemoration. A good reason for this is that the Bell's Landscaping crew of nearly 20 workers, not subcontractors, will go to a job site and work until it is completed using the best in class materials and plants.

Customers appreciate that consistency. Their constant referral business back to



Submitted Photos

Renovations and walls, paver walks and gardens and ornate patios are just some of the things Bell's Landscape can add to your home or business.

each project six months after completion and then return on the one-year anniversary to give a final walk-through.

"Your landscaping is like

the icing on a cake," Mike added, "do your homework and make a 10-year projection plan. If you don't, you will be unhappy and possibly pulling plants in a few years. A good design keeps that from happening."

When you get a landscape design, which acts as a blueprint for the project, you'll have the peace of mind knowing the right plants were chosen for your living conditions, the colors and blooms will accent your exterior year round, the

amount of maintenance required will be explained and agreed upon and the price will never be a surprise.

As a caution Mike added, "Be careful when comparing landscape bids. Plant size and the number of plants can alter the price of a project."

The lesson here is to remember that when you compare bids and the prices, make sure they are exactly identical including materials, type and number of plants. As Mike put it, when the job is all done, "Did the company meet your expectations?"

Bell's Landscaping will, and is counting on it, because they want your referral business. Call their office at (248) 486-0960 from 8 a.m. to 5 p.m. Monday through Friday or visit [www.bellslandscape.com](http://www.bellslandscape.com).

— By Michael J. Piloni

# Auction-it TODAY on eBay



The staff at Auction-it TODAY will give your eBay listing a professional look. Pictured, from left, are Bradley Duane, Jon Bell, Evan Kaltschmidt, Kiersten Isgrigg, Dave Bryant and Scott Hoose.

## Auction-it TODAY

(810) 227-4300 • [auction-ittoday.com](http://auction-ittoday.com)

**Do** you have stuff you need to sell, but no time to list it on eBay? Then take it over to Auction-it TODAY.

Let them do the work of researching, writing, photographing, packaging and shipping! It takes the average person 1.9 hours to list an item on eBay. For most people, that's a lot of hassle they can do without.

Auction-it TODAY is a drop-off store where sellers take in items to be sold on eBay. Experienced staff takes it from there, working hard to get you the maximum value possible for each item sold.

The listing service benefits buyers as well as sellers. The professional ad design and inclusion of the store's phone number lends credibility to listings. Combine that with excellent eBay feedback, and buyers feel confident when purchasing from Auction-it

### TODAY.

Auction-it TODAY will sell just about anything, big or small. Even very large items, such as automobiles and even helicopters are handled frequently and efficiently.

If your item cannot be transported to the store, staff members will travel to it. Once it is sold, they will arrange for shipping without you lifting a finger.

Ordinary and extraordinary items have been sold through Auction-it TODAY on eBay:

- Airplane
- Ambulance
- Antiques
- 10 Beauty Salon Stations
- Boats
- Bulldozer
- Computer routers
- 1972 Custom Corvette
- Die-cast cars
- Foosball Tables
- Ford Cobra
- Helicopter
- Mannequins
- Motoreycles
- Shoes
- Snow blower
- Tiffany Ring

Already the largest eBay drop-off store in Michigan since opening in Brighton in December 2004, Auction-it TODAY's goal is to be the nation's leader by January 2006. Franchises are opening regularly from coast to coast, and international expansion is on the horizon in Canada and potentially Australia.

In addition to providing eBay listing services to the public, the business community can use Auction-it TODAY to get rid of items taking up valuable space. Bulk lots, overstocks, returns, last-season items and liquidations are processed quickly by Auction-it TODAY.

Auction-it TODAY provides a new spin on fund-raising for community organizations. Everyone has stuff they can sell on eBay. Rather than asking people to buy things, organizations can ask people to donate items for eBay. Then Auction-it TODAY will handle the rest. Call or stop in to find out more.

Cleaning-out your garage has never been easier with Auction-it TODAY, located at 9864 E. Grand River Ave., Suite 150, two

### How does Auction-it TODAY work?

1. Take your item to the store. Staff will inspect it and give you the approximate value of the item. Pick-up service is available for large items. No item is too large.
2. Auction-it TODAY takes professional photos of your item and designs a customized display ad.
3. Once sold, Auction-it TODAY processes the payment securely, and takes out the appropriate percentage for Auction-it TODAY.
4. Professional packaging and shipping is included in the service.
5. You receive a check for the proceeds.

doors down from the Secretary of State in Brighton. The store is conveniently open from 10 a.m. to 7 p.m. Monday through Friday and from 10 a.m. to 4 p.m. Saturday.

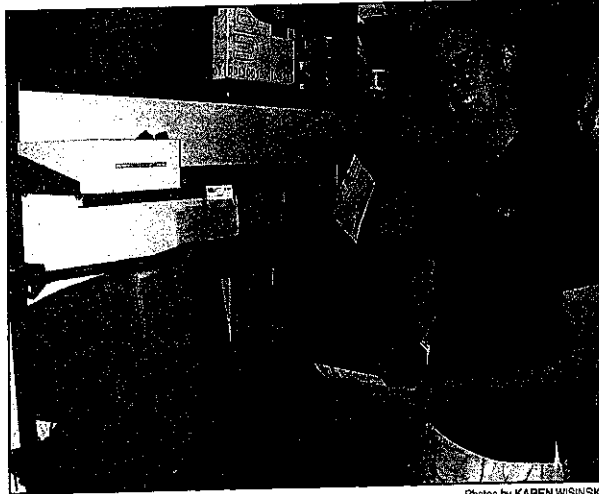
Want to own a franchise without investing in inventory? Reach over 150 million poten-

tial buyers in over 150 countries. Auction-it TODAY offers excellent pre-opening and on-going support. For more information, call toll free (866) 216-3666 or send an e-mail to [franchise@auction-ittoday.com](mailto:franchise@auction-ittoday.com).

—By Karen Wisinski



Jon Bell helped sell this guitar for an Auction-it TODAY customer.



Photos by KAREN WISINSKI

Evan Kaltschmidt ships carefully packaged merchandise all over the world.

# Davis Auto Care

(248) 349-5115 • [davisautocare.com](http://davisautocare.com)

**As** Davis Auto Care celebrates its 25th anniversary, owner Jim Davis publicly thanks the Northville community for voting the auto care facility No. 1 in the Northville Record's People's Choice Awards.

## How it all began

It all started with Jim Davis and a vision. His vision involved making auto repair as easy as possible for his customers in a stress-free, relaxed environment. Today, Davis Auto Care provides customers with convenient automotive repairs and services that make his company a one-stop, auto-repair center.

In 1979, he set up shop in what was then the Boron Gasoline Station at Eight Mile and Taft roads. Since the early days back in his two-bay gas station, Jim Davis has offered a level of technical expertise and friendly customer service that have proven to be a winning combination.

"Our business is repairing cars and making them look good, but our job is solving customers' problems," Davis explained. "It is very gratifying to have so many people depending on our services."

Word soon spread about the friendly, old-fashioned service that was provided and soon the parking lot was overflowing with local folks who realized that here was a businessman who provided a level of professionalism and honesty they could trust.

"When we first started out, I would go home and tell my wife that we'd had a busy day when I did a couple of oil changes and a tire repair," he recalled.

Today, expect nothing less than the same exceptional service with the development of a successful business and a highly trained staff.

## Total automotive care: three-in-one

Davis Auto Care, Jim's Oil Depot and Ultimate Image Auto Spa are the three entities under one roof taking care of vehicles, inside and out. With a full-service repair garage, a quick-lube oil change facility, and professional detailing services, owner Jim Davis prides himself on upholding only the best care to customers.

"When we just had the repair garage, cus-

tomers suggested a quick-lube shop, and we added Jim's Oil Depot. For a couple years now, customers have been asking us where they can find a cleaning and detailing shop, and we gave them Ultimate Image Auto Spa June 1 of 2000," Davis explained. "Our customers are very supportive, and we love supporting them."

With superior customer relations and highly-trained technicians, Davis Auto Care, Jim's Oil Depot, and Ultimate Image Auto Spa provides quality service in a friendly environment.

## Davis Auto Care

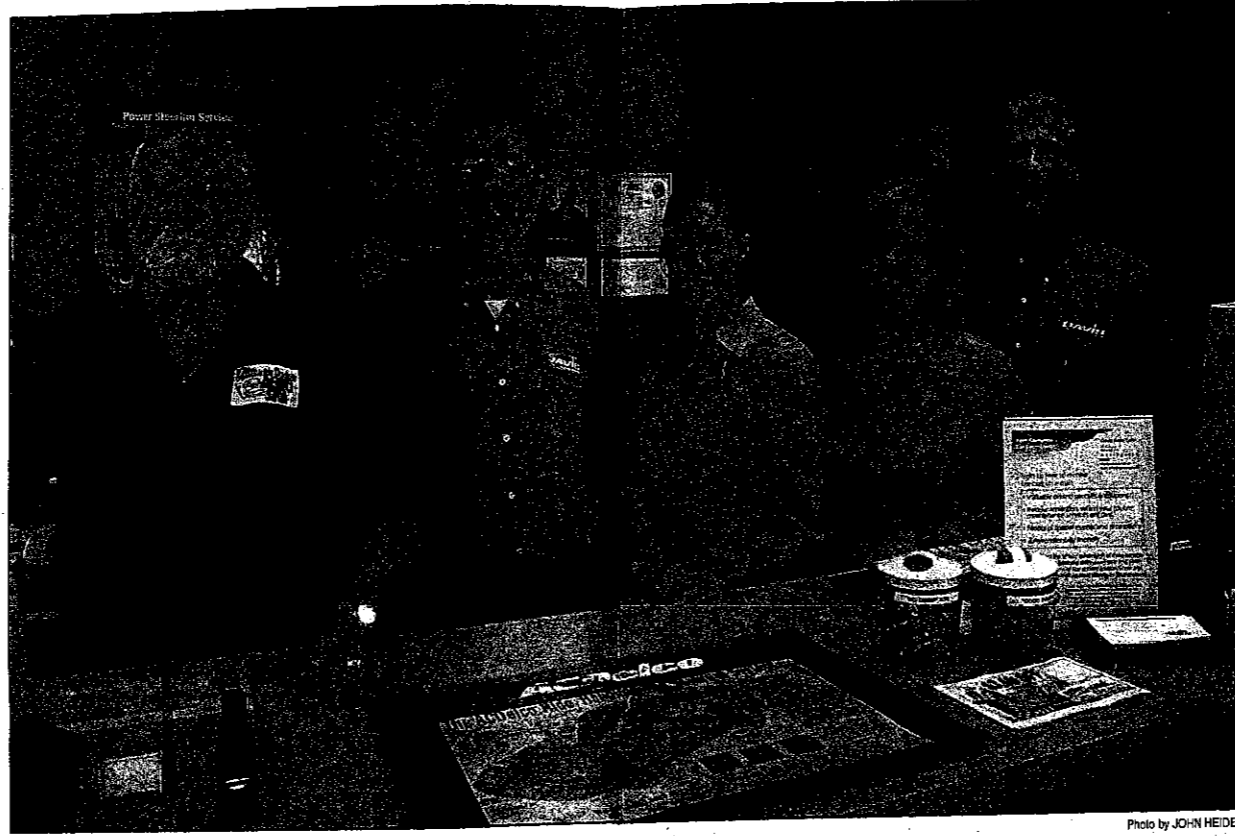
For over 25 years the full-repair garage, Davis Auto Care, has provided quality and efficient services with the latest in technology. As vehicles have become more and more complicated, the company has invested in the latest diagnostic equipment and support services.

"In a shop the size of ours, we can afford to invest in things like our ABS-Tech system and the SIMU-TECH computer system," Davis said. Davis also said that his company recently added "yet more sophisticated and computerized diagnostic equipment to address the vehicles on-board computers for the 21st century." The advent of on-board diagnostics, or OBD2, allows Davis Auto Care to easily track the problems occurring in the computer systems. This allows Davis Auto Care technicians to better understand vehicle problems, which in turn, enhances a thorough, quality car repair.

Because people are so dependent on their vehicle, Davis Auto Care takes extra strides to make the service experience as convenient as possible. Repairs are explained in a way that lets the customer know how serious each item is, and the service staff also informs customers if a needed repair can wait for future service.

"We all work with budgets, and it's our job to help people stay within those budgets whenever possible," Davis explained.

All repair work comes with a written guarantee, and the staff sends follow-up letters inquiring about customer satisfaction. If a problem were to occur immediately after repairs, Davis and the mechanics strive to correct the problem as conveniently as possible. The shop also maintains a computerized service history on all vehicles, making it easy for the company to answer questions about routine maintenance. With stocking many name-brand parts, such as Interstate



Bringing the best possible service to your vehicle are, from left, Fred Radloff, Jim Davis, Kristy Yori, April Rice and Dave Massel.

Batteries, MOOG chassis, AC Delco, Motorcraft, Bendix brakes, Gates hoses and belts, Monroe shock absorbers, Mobil lubrication products and General tires, customers can rest assured their vehicle is in good hands.

## Jim's Oil Depot

Located right next to Davis Auto Care is the same knowledgeable experience dedicated to wrapping up those minor maintenance problems slowing cars down. Jim's Oil Depot is a quick-lube repair station, fixing cars in a timely manner so customers can get on with their daily lives.

"It's quick and easy, in and out," Davis said. "We take care of the maintenance needs you don't have time for."

"Our oil changes include a 22-point inspection," Davis said. "And our customers more and more time-conscious. We speed up the process without sacrificing quality."

Customers receive an oil change in 10 minutes without having to leave their cars. The Oil Depot will also perform minor items such as headlight replacement and wiper blades while waiting. Tire repair, rotating and balancing service is also available. Many of these services are performed by trained staff members using a special tire-care machine. This machine relies on a touchless tire suspension system that avoids rim damage.

"Tire rotating is an example of the type of maintenance people want quickly," Davis said.

But it goes much further than that. While waiting in the comfortable area, take a look around. Jim's Oil Depot is decorated to resemble a Victorian train depot.

"Being just underneath the railroad bridge, it seemed natural," Davis said.

"After we got under way with the theme of the place, I learned that there actually was a Northville train depot many years ago, just a few yards from our building."

Both exterior and interior are painted in a trompe l'oeil technique, and once inside a huge mural depicts a view through "windows" onto a train platform with the train ready to pull out. Further above a toy train runs up and down the wall taking a loop around the waiting area. The theme is carried right down to a train whistle, which sounds as each car is raised into the air. What more can you say, except, "All Aboard!"

## Ultimate Image Auto Spa

At Ultimate Image Auto Spa, the newest addition to the Davis Auto Care facility, customers can be assured of receiving the same superior quality service that Davis Auto Care customers have enjoyed for years.

"It was the request of many of our customers that we expanded our automotive business to include appearance enhancement and protection services," Davis said. "The response has been extremely encouraging since we opened in June of 2000."

As with mechanical repairs and maintenance services, the finest quality products are combined with the highest level of expertise to offer a premier experience.

Visits begin in the clean, comfortable office where customers select the level of service wanted for their vehicle. From a quick hand wash to a complete interior and exterior detail with all the trimmings, specialists will customize every treatment at the spa.

Experienced detail professionals work their magic on cars, light trucks, SUV's, and vans. These experts truly love what they

do, and the only thing they enjoy more than performing their craft, is seeing your joyful expression when you pick up your vehicle. The caring staff takes pride in knowing they provide the "Ultimate" in detailing services.

## High-tech quality expertise

Jim Davis is especially proud of his mechanical staff. The technicians are not only state certified, but also have achieved accreditation from the National Institute for Automotive Service Excellence.

A number of the technicians are A.S.E. Master mechanics, as well as being certified in Automobile Advanced Engine Performance — a new designation achieved by fewer than five percent of the technicians in the country. These tests are administered by ACT, the organization conducting college entrance examinations.

"It separates the best of the best," Davis explained. "A.S.E. Certification shows that a technician has dedicated himself to the highest level of professionalism."

To keep up to date, mechanics regularly attend seminars and continuing education classes. This commitment to ongoing training is one of the most important aspects of the business.

"Yes, we have the absolute best and latest in diagnostic equipment," Davis said. "But without the level of expertise that our technicians have, all the diagnostic computers in the world would be useless."

Setting Davis' technicians above the majority is special training they receive directly from automotive manufacturers.

"Because we do so much business with the auto manufacturers, they allow us to send our technicians for the specialized training only dealer mechanics receive," Davis explained.

behavior, and parts' serial numbers are available for the best service possible. Davis Auto Care is especially proud of technician Ed Robertson who was a finalist in the AC Delco Technician of the Millennium II Competition. AC Delco produces parts for GM and other automobile companies, and also allows Davis Auto Care to receive factory training for its technicians. As an added benefit, AC Delco hosts an annual competition. Contestants from across the nation are judged on test scores and car repairs. Robertson had one of the best test scores in the Midwest region and went on to compete in the hands-on part of the competition in Las Vegas. There, in the Fall of 2003, Robertson became one of the top eight technicians in North America.

## Customer service

At Davis Auto Care, the term "customer service" encompasses many things, including friendliness, convenience and follow-up. The customer contact staff is friendly, knowledgeable and efficient. Most importantly, they care about people. Service advisors work together to make sure every customer who comes to Davis Auto Care walks away satisfied.

"We get so many comments from people who say that, in coming to our facility, they had their questions answered in a clear, courteous manner for the first time," Davis explained. "Our customers feel very comfortable making decisions in that way."

To show their appreciation, in the past, customers have not just told Davis employees thanks, but expressed their gratitude by bringing gifts, such as cookies or pizza.

"Having a friendly place where people do business, we really strive to do that," Davis said.

Another highly appreciated detail is the shuttle service, which can take customers to or from their home or business within the area. The shop can also lend cellular phones if customers are going to be hard to reach. This way, repairs can be completed as quickly as possible. A computerized system tracks routine maintenance for each individual vehicle. Letters and postcards are sent out notifying customers of maintenance items coming due.

"We realize our customers are busy, and

don't have time to worry about preventative maintenance," Davis explained. "That's why we track it for them."

Customer service is more than a business goal at Davis Auto Care, it is a set standard persistently kept and constantly perfected.

## Community involvement

A long-time area resident, Jim Davis has always been involved in the community. He is an active member and past president of the Northville Chamber of Commerce. The company has been a contributor to the Northville Victrola Festival since its inception. Davis has served as State Chairman of the Board of the Automotive Service Professionals of Michigan.

"I am very involved in the industry and want to do everything I can to promote it in a positive way," he said.

Davis has also appeared on local television and radio promoting awareness of automotive maintenance and has presented seminars at recent job fairs. He has attained the title of Accredited Automotive Manager from the Automotive Management Institute, a designation awarded to automotive professionals who complete 120 hours of advanced management and technical classes.

Davis intends to continue providing excellent and convenient auto repair service to his community.

## Welcoming families

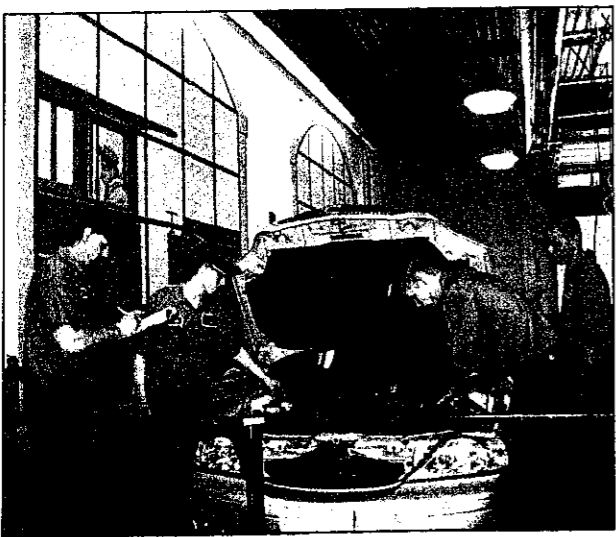
Davis Auto Care, Jim's Oil Depot, and Ultimate Image Auto Spa is located just outside downtown Northville at 807 Doherty Drive.

Hours for Davis Auto Care are 7 a.m. to 8 p.m. Monday and Tuesday and from 7 a.m. to 6 p.m. Tuesday, Wednesday and Friday.

Jim's Oil Depot is open 8 a.m. to 7:30 p.m. Monday and Thursday; 8 a.m. to 6 p.m. Tuesday, Wednesday and Friday; and 8 a.m. to 5 p.m. Saturday.

Ultimate Image Auto Spa hours are 8 a.m. to 6 p.m. Monday through Friday and 8 a.m. to 2 p.m. Saturday.

The company has a Web site where appointments can be made by e-mailing at [service@davisautocare.com](mailto:service@davisautocare.com). For more information, call (248) 349-5115.



Photos by CYNTHIA BROCHOWSKI

Davis Auto Care Oil Depot includes, from left, Brian Roberts, Scott Primmore, Joe Vogt and Tony Martins.



Harold Higgins provides customers a smooth ride when they need courtesy shuttle service from Davis Auto Care.





Photo by JOHN HEIDER

Sue Thallapally, owner of Novi's Slender Lady, demonstrates how weighted hula-hoops are used in their aerobic workout regime.

## Slender Lady

(248) 374-9920

Ladies only!  
That's right, women have a place they can call their own.  
With a membership to Slender Lady in Novi, women have unlimited visits to utilize equipment that is designed to give cardiovascular, conditioning, low impact and aerobic training.  
While posted hours are generally 8 a.m. to 7:30 p.m. Monday through Friday, members are allowed to request special access to the facility making it available all the time.  
Variety and change of workout routines helps eliminate repetition and increases your conditioning, advised owner Sue Thallapally.  
As a member of Slender Lady, Sue and Tamara Taha, the manager, will coordinate routines, track progress and offer nutritional advice to complete each person's fitness profile.  
And, they are offering a back-to-school special — unlimited visits for only \$19.99 per

month.  
But, the benefits of Slender Lady go way beyond getting fit. Slender Lady also offers a Body Wrap of Aloe Vera — to help you lose up to 5-15 inches per visit — which helps make the skin healthier and softer, as well as detoxifying and cleansing the body of impurities.  
Also available is the popular air-brush tanning which will give the body a healthier glow in just five minutes. The process is completely safe and FDA approved.  
Slender Lady is offering a summer special for tanning — unlimited tans for three months for only \$100.  
Contact Sue or Tamara at (248) 374-9920 for details or visit them at 24049 Meadowbrook, Novi, one block south of Ten Mile Road in the Peachtree Shopping Center. Slender Lady is open from 8 a.m. to 7:30 p.m. Monday through Friday and from 9 a.m. to noon Saturday.



Photo by MICHAEL J. PILOTTI

Bringing quality care to your pet are, from left, Bailey Schroeder, Jude Howison, Dr. Studer, Dr. Parker, Deanna Losoy and Ashley Scheick, along with Scribbles.

## Briarpointe Veterinary Clinic

(248) 449-7447

Briarpointe Veterinary Clinic is nearing a decade of service in Novi with a history of family pet care that dates back many more years. Doctors John Parker and Ron Studer are proud of their client relationships and animal care.  
"We recommend the best for your pet and work with you on tailoring an approach that gives you the appropriate information to make a decision for your pet's well being," informed Dr. Studer.  
Briarpointe has recently added equipment, including a laparoscope and radiological unit, that allow minimally invasive procedures when compared to standard surgeries.  
Because your pet is so important to you, Briarpointe Veterinary Clinic spends enough time with their clients and patients

to understand their needs.  
Outside of caring for their patients, the team at Briarpointe also helps support animal rescue activities, Paws With a Cause, school co-ops and student mentoring programs.  
Birds, cats, dogs, ferrets and many other household pets are welcome to visit Briarpointe for their medical care.  
Briarpointe Veterinary Clinic is located at 47330 Ten Mile Road, in Novi.  
Briarpointe Veterinary Clinic is open from 9 a.m. to 7 p.m. Monday and Thursday, 9 a.m. to 6 p.m. Tuesday, Wednesday and Friday and from 9 a.m. to 1 p.m. Saturday.  
To schedule an appointment, call (248) 449-7447.  
— By Michael J. Pilotti



Photo by NATHAN MENCION

Mark Newton manages his Novi, iSold It franchise with pride. Business has steadily been increasing since their opening last summer.

## iSold It

(248) 449-2848

"Drop it off — get a check. Let iSold It make money for your business. Put the 'fun' back in fund-raising. The easy way to sell on eBay."  
Mark Newton, franchise owner and manager of the Novi store says his business is doing well.  
"It's an auction on eBay," Newton explained. "We receive merchandise in, photograph it, write good descriptive copy for it, put it on eBay with key words and let the auction begin."  
Just recently, a set of cowboy spurs went on eBay through iSold It, starting out at \$9.99, and within a few days bids had been sent in for over \$400.  
"It's fun to see things like that," Newton said. "The merchandise we get in is amazing. Sports action figures — still in the box, cameras, toys, musical equipment, computers, audio components, and many other in-demand items. If it isn't sold in seven days,

the customer picks up the merchandise or may donate it to charity."  
Newton says the entire process is efficient, easy and beneficial for buyer and seller. iSold It professionally photographs each item, writes descriptive copy about the item and posts it on eBay. They hold the inventory, process payment from the winning bidder, then pack and ship the item out.  
"It's important to have a high trust factor with customers. That's what sets us apart," Newton said. "So far we've had 3,700 individuals give great feedback on eBay surveys about us. Potential customers read that and have confidence in what they're buying through our business."  
iSold It is open 10 a.m. to 7 p.m. Monday through Saturday and noon to 5 p.m. Sunday. They are located at 47760 Grand River Ave., Novi.  
— By Nathan Mencion

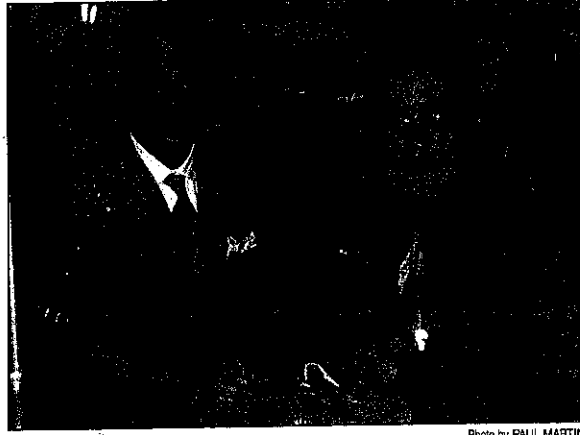


Photo by PAUL MARTIN

Barry Kahn, left, sits with partner Matteo, who is at the sewing machine creating a custom-made suit.

## B. Michael Kahn Custom Clothier

(248) 496-0011

Barry Kahn is a fourth generation tailor. His great-grandfather used to travel around the countryside on horseback repairing farmer's clothes.  
Kahn carries on the family tradition (by car, now) with personal, one-on-one consultations with customers.  
"For instance," Kahn said, "I just came from a customer who is a 50-year-old, which is not a tough fit, and he went to a couple of stores and could not find what he wanted.  
I ended up finding him something, made the call and it will be delivered within a week."  
"I will then go back to the customer and fit him," Kahn continued. "He'll try the suit on at his home. I'll mark it and then bring it back to my partner, Matteo, who will put all the finishing touches to it."  
Matteo has been a master tailor for

many years. Following a five-year apprenticeship in his home town in Sicily, he came to America and worked making suits for Hickey-Freeman.  
It was 20 years ago that he settled into the seat at his sewing machine in Lathrup Village and partnership with Kahn.  
"What's really made my business a hit," Kahn said, "is that it is really convenient for the consumer. And I'm able to get a better understanding of their needs — going to their home or office — than if they go into a store."  
"It's not rocket science," Kahn stressed. "It's just old-fashioned service."  
For custom-made clothing and alterations created with personal attention in a private atmosphere,  
Kahn can be reached at (248) 496-0011 or b.m.k@sbglobal.net.  
— By Paul Martin

# Orin Jewelers

(734) 422-7030 • (248) 349-6940 • orinjewelers.com

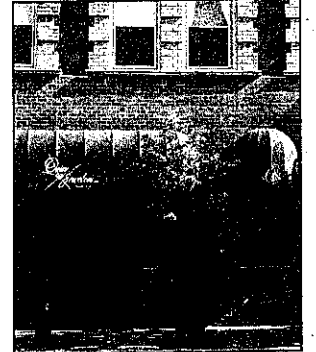
## Orin

Jewelers of Northville has hometown hospitality with a big-city selection and old-world customer service.  
Small-town, friendly and personal service are part of the allure and charm found at this well established, gem of a family business.

You'll be amazed with the quality and selection that comes with the brand names featured there, including Mikimoto Pearls, Nomination Charms, Swarovski Crystal, Lorenzo, Tacori, ScottKay Platinum, Hearts On Fire Diamonds, Cyma, Peter Storm, Strellman's and Art Carved Graduation Rings to name a few.  
The store carries such a vast selection of items, that everyone who walks in the door

will find what they are looking for. Students can select from charms, class rings and keepsakes. Anniversary shoppers can pick from pearls, diamonds, watches and bracelets. Treasure seekers will find phenomenal value in the antique jewelry and one-of-a-kind works available from artisans around the country. If you don't find what you are looking for, the Orin professionals will help locate it for you.  
Service is the differentiator that places this jeweler apart from the rest in the field. All repairs for store purchases, or items from outside the store, are done at Orin Jewelers in-house. Your heirlooms and finery are treated with care and respect by Orin's own craftsmen.  
"We built our business on repairs," commented Orin Jr. "We'll fix things that other shops won't touch."  
Orin Jewelers has been in business since 1933 and is currently operated by third-generation family members. Your personal attention, selection and service are the result of years of experience, continued training and certified specialists.  
Certification from the American Gem Society and the Gemological Institute of America, along with annual renewals, guarantees customers of Orin Jewelers nationally recognized experts attending to your needs.

Orin added, "To be a part of Orin Jewelry my people must be certified professionals."  
As a savvy customer looking for qualified jewelers you need look no further. Call or stop by today.  
Orin Jewelers is located at 101 E. Main St., at the corner of Main and Center streets, in downtown Northville.  
The store is open from 10 a.m. to 6 p.m. Monday through Wednesday, from 10 a.m. to 8 p.m. Thursday and Friday, and from 10 a.m. to 5 p.m. Saturday.  
— By Michael J. Pilotti



Photos by MICHAEL PILOTTI

Orin Jewelers is located in Northville.



Noted for unmatched brilliance, clarity and radiance, Hearts On Fire Diamonds are among the well respected designer names on display at Orin Jewelers.



Certified, friendly, knowledgeable and ready to answer all your jewelry questions are, from left, Joshua Summers, Girna Mazzone, Assistant Manager Carole Urban, Owner Orin Mazzoni Jr., Joanne Sorby and Manager David Beyer.



The office of David A. Woody, DDS is located in the Grand Oaks Centre at 39885 Grand River Ave., Suite 100, just west of Haggerty Road in Novi.



Photos by JOHNNA FETTIG

The staff at David A. Woody, DDS includes, from left, Kathy, Erin, Maureen, Brenda, Kimberly and Dr. Woody.

# David A. Woody, DDS

(248) 476-3800

David A. Woody, DDS, and staff invite you to join them at their new location in Grand Oaks Centre, Novi.  
Conveniently located on the south side of Grand River, just west of Haggerty, this family-oriented local office is dedicated to quality care and friendly service.  
Every effort has been made to provide for patient comfort. The décor is attractive and soothing.  
Patient care rooms are discreetly appointed with a relaxing view through private windows.

CDs, DVD movies, and nitrous oxide sedation are available upon request.  
The caring staff is intent on making you comfortable.  
Dr. Woody has invested in the latest dental technology. Intraoral cameras and an interactive DVD system help explain treatment needs and options, a laser is used to help diagnose decay, and Air Abrasion can be used to remove decay without the need for numbing and drilling. A state-of-the-art sterilization system provides for your safety.  
As a general practice, the office provides

a full-range of dental procedures, with an emphasis on preventive care and a special interest in cosmetic dentistry.  
Recent innovations have made it possible for everyone to improve their smile through cosmetic dentistry.  
Procedures range from tooth-colored fillings, natural appearing crowns and bridges, and beautiful porcelain veneers that mask worn teeth, close spaces and balance smiles without braces.  
Particularly popular is tooth whitening, a simple procedure with dazzling results. The

new ZOOM! system, as seen on Extreme Makeover, will whiten teeth in one office visit.  
Take-home kits, with custom trays and professional strength gels, are also available and are currently on sale.  
Dr. David A. Woody is a member of the Academy of General Dentistry, Michigan Dental Association, and Oakland County Dental Society.  
A graduate of the University of Michigan Dental School, he and his family are long time residents of Novi.



Darcy Dugas, manager of A Cleaner Image Dry Cleaning in Wixom, readying an order for pickup.



Kerri Leslie performs service with a smile.

## A Cleaner Image Dry Cleaning

(248) 624-7522

### A Cleaner Image DRY CLEANING

The employees smile and joke as they take in dirty clothing and hand out cleaned and pressed fashions at A Cleaner Image Dry Cleaning in Wixom.

"We are a team," Darcy Dugas, manager, said. "We all get along and have fun while we work."

Dugas, along with owner Doug McDonald, Kerri Leslie, Ashley Winters, Lindsey Dugas and Jacqueline Rapach, offer a host of services with complete focus on customer care with a smile. The team takes pride in their store's efficient and accurate work.

"Our expertise spans from cleaning all common types of clothing, including leather, suede and varsity jackets and preserving very fragile and valuable garments such as wedding gowns," Dugas said.

"During 16 years in the business, we have learned how to effectively clean and spot-clean every type of clothing while practically eliminating the risk of running colors and damaging the garment itself," McDonald said. "Each piece of clothing is evaluated individually to determine the most appropriate method of cleaning."

"All orders are triple checked to minimize mistakes," said Dugas. "If something goes wrong, everything is done to take care of the problem A.S.A.P."

A Cleaner Image caters to busy people who wish to save time and money. The store is open until 8 p.m. Monday through Friday and features a 24 hour drop box. Next day service is available.

Really busy people can take advantage of the Fluff & Fold program for all personal laundry, including towels and socks.

The Wixom store now features a FREE pickup and delivery service for the Novi and Northville area.

"With the rising cost of gas, this service will help a lot of people," McDonald said. "The first pick up will be free with a signed commitment, a maximum value of \$75."

More details are available at the Wixom store.

Other cleaning services include household items such as drapes, and oversize items such as quilts and comforters.

In addition to cleaning, all serviceable buttons are replaced free and heavy-starched, laundered shirts are guaranteed upon request. Having cleaning done at A Cleaner Image



In Wixom, the team at A Cleaner Image Dry Cleaner is ready to help with all your cleaning needs. Pictured, from left, are Kerri Leslie, owner Doug McDonald, Ashley Winters and manager Darcy Dugas. Jacqueline Rapach and Lindsey Dugas are not pictured.

can actually help the family's offspring through college.

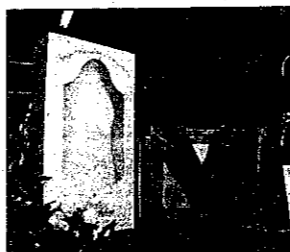
McDonald's dry cleaning stores belong to the 40,000 stores that participate in the UPromise program. A percentage of each cleaning bill paid with a family's credit or debit card registered with Upromise is put into the tuition account.

Additionally, holders of Farmer Jack, Kroger and AAA cards can receive 20 percent off their cleaning bill at A Cleaner Image.

The former Martinizing Dry Cleaners store will continue to honor future promotions and coupons from Martinizing including those found in the Entertainment Booklets.

A Cleaner Image Dry Cleaning, located at 1549 N. Wixom Road in Wixom, is open 7 a.m. to 8 p.m. Monday through Friday and 9 a.m. to 5 p.m. Saturday.

Call (248) 624-7522 for more information.



A Cleaner Image Dry Cleaning can preserve memories for years to come.

—By Cynthia Grochowski



Heidi Malzahn, co-owner of Poise Pilates, demonstrates one of the many pilates techniques used to increase flexibility and reduce lower back pain.

### Poise Pilates

(248) 349-3100

Pilates (pil-lah-tees) is a method of strength and flexibility training focusing on the core of the body — the abdominal, gluteus and lower back muscles.

Joseph Pilates developed the exercise technique in the 1920s. As a youth, Pilates suffered from physical ailments such as asthma and rickets and dedicated his life to overcoming physical weakness through exercise.

Poise is a fully equipped Pilates studio located at 186 E. Main St., Suite 301, in downtown Northville. It is co-owned by Heidi Malzahn and Susan Steinke.

Heidi was first introduced to Pilates over nine years ago. After seeing the many positive changes in her own body, such as better posture, long lean muscles, better flexibility and less lower back pain, she decided to retire from her career as a hairdresser and open her own Pilates studio in July 2001.

"Our goal at Poise is to educate the

Northville community about what Pilates is and how it can benefit them," Heidi explained.

The truth is, almost anyone can do Pilates. Because the exercises start at an easier level and become progressively more difficult as the body becomes stronger, people from every age group and fitness level can start exercising. The clientele at Poise is diverse: men, women, teens, seniors and dancers, from the unfit to the elite athlete.

The highly qualified instructors at Poise conduct private and small group sessions by appointment. Prices range from \$20 to \$75 an hour. The 90-minute initial private (\$60) is the best way to start.

To achieve maximum benefits, Heidi suggested attending two to three sessions per week.

Take the first step to a stronger body and call for an appointment today at (248) 349-3100.



Joe Haddad, owner of Wireless Giant located at 41490 Grand River in Novi, holds up a Nextel phone, one of the many name brands he offers.

### Wireless Giant

(248) 465-1111

Wireless Giant in Novi carries every phone for every service. Joe Haddad said his store makes it easy for customers to get what they want. "There's no running around from store to store checking out equipment, prices and service. We have it all right here."

Getting up-to-date wireless technology is what it's all about at Wireless Giant. That includes everything from text messaging to camera/video phones. The store carries all the major service carriers, and a full-line of quality accessories. They offer a lifetime warranty on Wireless Giant branded accessories.

Besides having a huge selection of cell phones, they offer Dish Network and DirecTV Satellite systems and installation. Plus, Wireless Giant is a bill-payment center. They can pay cell-phone bills and any other kind of payment. Their line of accessories includes car and home chargers, leather cases, belt clips, cords, and Blue Tooth wireless for hands-free operation to name only a few.

"We offer free bill evaluation, for individuals and businesses, to make sure the customer is getting the best deal, minutes, and other services that are available. If not, we can find them the best deal," Haddad said.

Wireless Giant, a Michigan-based company, is in all the top cellular markets in the country, with 70 locations nationwide. By this time next year, Haddad said he expects to have a Nextel Service Center in his store.

"We want people to be aware that Novi was deprived of a local store that gives such good deals and now we're here doing the community a good service," Haddad said.

He added that his Wireless Giant sales staff stays current with the best deals and willingly finds customers the best deals around on all types of service plans.

"I like helping people save money, and I like being able to give them the best deals possible," Haddad said. "Everybody leaves here happy!"

—By Nathan Menon



Barbara O'Donnell, owner of Seattle Sutton's in Novi, helps clients eat healthy, fresh, preservative-free food without the hassle of preparing it themselves.

### Seattle Sutton's

(248) 349-6100 • www.meals21.com

Are you one of the many people who are trying to watch what you eat, lose a few pounds or don't have the time to plan and prepare a healthy meal?

Then, Seattle Sutton's is your answer for healthy eating at your home or office.

There are no contracts or long-term commitments. Both 1,200- and 2,000-calorie-per-day meal plans are available. Menus are based on recommendations from the American Heart Association and other health and nutrition experts.

A single phone call will get you started with fresh, convenient meals that provide a solid foundation for weight loss, improved health and freedom from shopping, cooking and calorie counting.

Seattle Sutton's provides three delicious and nutritious meals a day, seven days a week. The most unique part of this service is that the meals are fresh, not frozen, including fresh fruit and salads. With

Seattle Sutton's doing the planning, shopping and cooking, you'll have more time to relax and enjoy other activities.

While hiring a chef may cost \$50 a day or more, Seattle Sutton's cost just \$5 a meal for the 1,200-calorie plan.

Owner Barbara O'Donnell said that doctors have been sending their patients to Seattle Sutton's to help them if they are pregnant, have diabetes, are recovering from a surgical procedure, or have had heart conditions.

The program and store hours are set to maximize meal freshness and customer pickups. If you can't stop in to pickup your prepared meals, arrangements can be made to have them delivered.

Seattle Sutton's is located at 24049 Meadowbrook, Novi. It is open from 3-7 p.m. Monday and Thursday, but O'Donnell asks interested persons to call anytime.

—By Michael Pilotti



Are your feet happy or sad? Visit Tom Welch at Hershey's Too Comfort Shoes and he'll have your tired feet walking on cloud nine in no time.

### Hershey's Too Comfort Shoes

(248) 347-7838 • hersheysshoes.com

It is no wonder that customers leave the store wearing their newly bought merchandise.

Once they have slipped out of their old shoes and into a perfect pair at Hershey's, they quickly come to understand the meaning of walking comfort.

The original Hershey's Shoes opened in Garden City in 1946. The Novi location opened in 2002. For years owner Tom Welch and his staff have been helping people and their families find the right footwear in all special sizes, widths, as well as any orthopedic need. They are referred by local podiatrists as a great source for beneficial footwear for their patients.

Excellent customer service is another main reason why people shop for footwear at Hershey's Too Comfort Shoes. Tom and his staff take the time to assist each customer to best determine which pair of shoes best suit their feet and lifestyle.

Tom recommends that parents bring in their children before the school year so they can be properly fitted into a good pair of shoes.

"Children can develop back problems and other health issues if they're wearing the wrong shoes," said Tom.

Hershey's Too Comfort Shoes carries major brands such as SAS, New Balance, Rockport, Stride Rite, Hush Puppies, Children's ECCO, Naturalizer, and many more. They also sell shoe accessories, handbags and socks.

The original store, Hershey's Shoes, is located in Garden City at 29522 Ford Road, half block west of Middlebelt. Hershey's Too Comfort Shoes is located in the West Market Square at Beck Road.

The address is 47750 Grand River, Novi.

Daily hours are 9:30 a.m. to 6 p.m. They are closed Sunday.

Make Hershey's Too Comfort Shoes your back to school headquarters.

# Diamond Castle Jewelers

(248) 442-2440 • www.diamondcastlejewelers.com

When selecting a quality diamond, the savvy shopper looks for the four C's: color, cut, clarity and carat weight. When searching for a top-notch jeweler, the knowing buyer seeks three other qualifications: selection, service and price.

Diamond Castle Jewelers in Novi hits on all three notes.

"We have a large inventory of loose diamonds," says Kevin Ansara, owner. "For instance, if someone comes in for a 1-carat diamond, I can show them six or seven stones."

Customer service has been top priority for the Ansara family who has multi-generations working in the store.

"We always listen to what a customer

wants," Ansara explains. "We bring back the hottest trends from shows around the country, as well as specific items."

Diamond Castle Jewelers boasts a best-price guarantee on its stones.

"We can also obtain any watch in any style at a discounted price," says Ansara.

The store attracts a loyal following from across metro Detroit as well as out-of-state customers. Locally, readers of the Novi News recognized the Diamond Castle Jewelers with the 2005 People's Choice Award for the Best Jewelry Store in Novi.

All of the diamonds in the Diamond Castle inventory that are 1-carat and larger are certified by the Gemological Institute of America or the European Gemological Laboratory, authorities in diamond appraisals.

The Diamond Castle offers in-house



Ready to offer knowledgeable assistance at Diamond Castle Jewelers in Novi are, from left, Christine Ansara, Susan Schrader, Anne Dietz, Fred Ansara, George Wheeler and Kevin Ansara.

financing for up to one year, interest free.

"Any diamond bought in our store can be returned at any time for the full purchase price toward another diamond," says Ansara.

In addition to diamonds and watches, the store features a large selection of precious gems and Bellari designer jewelry. Watch and jewelry repairs are performed on site.

Custom designs are also available.

Ansara promises a new Web site, accessible within 60 days, that will have an exciting twist for those with creative flair.

"We will have a complete virtual showroom for at-home shopping," he explains. "A visitor to the new site — www.djcon-

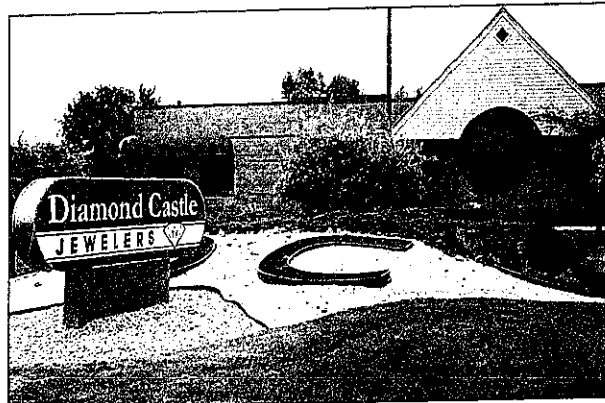
line.com — also will find a feature that allows them to build or design a ring," he adds.

For traditionalists who prefer brick-and-mortar shopping, the store has convenient parking close to building entrance.

"It's a little bit confusing because our lot is behind the store," says Ansara. "But the lot opens to the front door."

Diamond Castle Jewelers is located at 39955 Grand River Ave., just west of Haggerty Road in Novi.

Store hours are 10 a.m. to 7 p.m. Monday through Wednesday, 10 a.m. to 8 p.m. Thursday, 10 a.m. to 6 p.m.; Friday, and 10 a.m. to 5 p.m. Saturday. — By Johanna Rettig



Diamond Castle Jewelers received the 2005 People's Choice for Best Jewelry Store in Novi, voted by readers of the Novi News.



Bacchus Bar is a relaxing gathering place with the same great food.



Hutton Street Market is an Italian deli, pizzeria and catering kitchen.

## Little Italy, Bacchus Bar & Hutton Street Market

(248) 348-0575 • www.littleitalynorthville.com

Little Italy, Bacchus Bar & Hutton Street Market may save you thousands of dollars and many hours of international flight if you are searching for authentic Italian foods. John Gallagher and Jeff Japko have put together a huge slice of Italy right in our own backyard. The combined businesses of Little Italy Ristorante, Bacchus Bar and Hutton Street Market give Northville its own Italian Village that we all can enjoy.

As a patron, you'll realize that no matter what mood you are in there is a suitable dining answer for you. Are you feeling romantic? Consider Little Italy Ristorante with its "authentic regional Italian cuisine." Food is prepared from scratch with the freshest ingredients when ordered from the menu that features so many choices. Vitello (veal), insalata (salad), zuppa (soup), pasta fatta in casa (fresh pasta made in house) and a variety of daily chef specials from the Tuscan Grill make dining at Little Italy a new experience each time.

A quaint dining area is also available outside the main restaurant on the paver walk patio. Here guests have a sense of the sidewalk cafes in Italy.

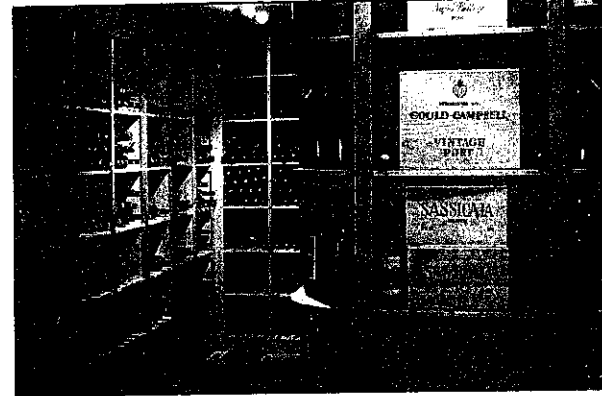
With any meal you can make a wine selection from a very exclusive selection of limited wines. The wine menu features 30 pages containing over 400 choices. If you need help selecting the right wine to complement your dinner a member of the staff will assist you.

Little Italy Ristorante is open from 5-9 p.m. Sunday, 5-10 p.m. Monday through Thursday and 5-11 p.m. Friday and Saturday. Reservations are recommended.

Bacchus Bar features a relaxed dining area when you can visit, unwind and laugh with friends. The beautiful mahogany woodwork and bright colors remind you that you're not at work anymore. A full-section menu, all premium wines, and a fully stocked bar await you and your friends.

Bacchus Bar is open from noon to 9 p.m. Sunday, 11 a.m. to 11 p.m. Monday through Thursday and 11 a.m. to midnight Friday and Saturday.

Hutton Street Market is designed for the at-home diner. All the quality and flavor of foods from main restaurant are ready for you to carry home. Also a wide variety of bottled wines, pizzas, panini, deli wraps and fresh pastas are available there too.



Special one-of-a-kind Italian wines are available at Little Italy in Northville. The trio of Italian dining options are located at 227 Hutton St., one block north of South Main Street and east of Center Street in Northville. — By Michael Pilotti



Margene Buckhave prepares to consolidate her scrapbooking and rubber-stamping businesses, offering the best of the best in one Northville location.

## Stampeddler, Plus

(248) 348-4446 • www.stampeddler.com

With 21 years in the creative arts business, Margene Buckhave has seen many scrapbooking and rubber-stamping trends come and go.

What has stayed constant are the imaginative people, beginners and seasoned veterans, who relish the opportunity to make handmade greeting cards and memory books with assorted art supplies.

This month, Buckhave will combine her two stores, Stampeddler, Plus and Memories by Stampeddler. The new dual-purpose store will be housed in the stamp store's present location at 145 N. Center St., in Old Church Square in downtown Northville.

"What sets us apart is our expertise," she explains.

"We offer a wide range of classes to teach a variety of techniques as well as knowledgeable staff who will assist in custom-invitation design."

The consolidated business will continue to offer the finest selection of traditional and contemporary stamping and scrapbooking supplies. Revamped displays will showcase thousands of stamps, pads and powders, handmade papers and brass stencils for stamping enthusiasts.

"Scrapbookers will still have a wonderful staff who will join the stamp location," explains Buckhave.

"We will continue to carry hundreds of papers, pens and punches in your favorite categories, which will be conveniently displayed to ease decision making," she says.

Stampeddler, Plus is open Monday through Friday from 10 a.m. to 6 p.m., Thursday from 10 a.m. to 8:30 p.m., Saturday from 10 a.m. to 5 p.m. and Sunday from noon to 4 p.m.

— By Johanna Rettig



The Law Offices of Arlene Kaye, P.C. is a general practice dedicated to serving all your legal needs.

## Law Offices of Arlene Kaye, P.C.

(248) 887-5581

The Law Offices of Arlene Kaye, P.C. is a general practice dedicated to serving all your legal needs, specializing in old-fashion legal advice you can trust.

"An ounce of prevention is worth a pound of cure." In the case of estate planning, an hour of preparation beats months of court room troubles that can significantly impact your family's financial future.

Taking the time today to plan for the safekeeping and distribution of family assets, as well as quality of life issues, will return benefits to your family that more than outweigh the time it takes to write them out.

If you, or your parents, have not recorded wishes for health care, quality of life and other areas of civil litigation, please contact the Law Offices of Arlene Kaye at (248) 887-5581 or via e-mail at goodlawyer@abnet.org.

Arlene is striving to balance the scales of justice one case at a time.

— By Michael Pilotti

On the other hand, if a small amount of planning is not done in advance, the survivors will likely have to deal with multiple losses, often at the most difficult time in their lives.

Don't leave the fate of any gift in the hands of the judicial system. Take the time to work out your estate, health care and other very important personal matters in the office of Arlene Kaye or the comfort of your own home if you prefer.

If you have any questions regarding this important part of your family's future, or need assistance with any area of family law, bankruptcy, small business, tax law and other areas of civil litigation, please contact the Law Offices of Arlene Kaye at (248) 887-5581 or via e-mail at goodlawyer@abnet.org.

Arlene is striving to balance the scales of justice one case at a time.

— By Michael Pilotti



Dr. Allen Tucklaper is waiting to make you smile at Novi Family Dental.

## Novi Family Dental Center

(248) 348-3100 • www.novidental.com

How many miles would you travel to visit your family dentist?

Many of Dr. Allen Tucklaper's patients return to the Novi Family Dental Center from Texas, California and other parts of the country because he offers some of the most outstanding dental care and treatment.

Practicing dentistry for over 25 years, Dr. Tucklaper and his staff offer complete dental services worth the trip including: periodontal treatment, fillings, tooth-colored inlays, porcelain crowns, teeth whitening, cosmetic and aesthetic dentistry.

Aesthetic dentistry means that your teeth can be redefined, sculpted or returned to a former look giving you an unforgettable smile.

Novi Family Dental is one of a very few offices in Michigan that has the ability to create fully functional crowns.

inlays and veneers work in one visit through the use of a CAD/CAM technology called CEREC.

What could take three weeks or more at other dental offices can be done in a little as one visit to Novi Family Dental.

Dr. Tucklaper is proud to offer his skills and tools to get his patients out of the office in as little time as possible.

Novi Family Dental is located at 43410 W. Ten Mile Road, just west of Novi Road in the Eaton Center, in Novi.

The office is open from 10 a.m. to 7 p.m. Monday, 7 a.m. to 5 p.m. Tuesday, 7 a.m. to 4 p.m. Wednesday and 7 a.m. to 2 p.m. Thursday.

To schedule your next appointment or consultation with Novi Family Dental and Dr. Tucklaper, call (248) 348-3100.

— By Michael Pilotti



Director Linda Orosz joins, from left, Sydney Martens, Nicholas Olsen and Grace Alexandrowski at Sunny Pointe Child Care Center in Northville.

## Sunny Pointe Child Care Center

(248) 347-6580 • www.sunnypointechildcare.com

A visitor to Sunny Pointe Child Care in Northville quickly feels at home, thanks to the neighborhood setting and friendly staff. A colorful, well-equipped playground and home-like interior paints an attractive scene for working parents searching for a top quality day care provider.

"We provide a homey environment with a professionally planned program that meets the developmental needs of our children," says Director Linda Orosz. "We encourage parental involvement and offer to them evening workshops and seminars to discuss a range of parenting and child development issues."

In March, the center earned certification from the National Association for the Education of Young Children.

"This accreditation is above and beyond state licensing," Orosz explains. "It requires the entire staff to participate in on-going training." All 18 staffers also are first aid and CPR certified.

Sunny Pointe is featured on Ford Motor Company's referral list, resulting in a multicultural representation of students whose parents are employed by the auto company.

"We have an international population," Orosz says smiling. "We also have a teacher on staff who speaks Japanese."

The center currently accommodates 65 children with capacity set at 70. In addition to year-round daycare for ages 3 months to 5 years, the center offers a summer camp during the school break for children up to the second grade.

"We take the kids on various field trips that include swimming, bowling, and going to the movies," Orosz says.

Sunny Pointe Child Care Center is located at 19149 Fry Road, in Northville, just west of the Seven Mile and Haggerty roads intersection. The center is open Monday through Friday from 7 a.m. to 6 p.m.

— By Johanna Rettig



The staff at Kensington Motorsports, all avid riders, includes, standing Joe and Al, in front, from left, are Josh, Jeff, Pat, Brad, Russ, Gina, Jeff, Don and Mike.

# Kensington Motorsports

(248) 446-0000 • [kensingtonmotorsports.com](http://kensingtonmotorsports.com)

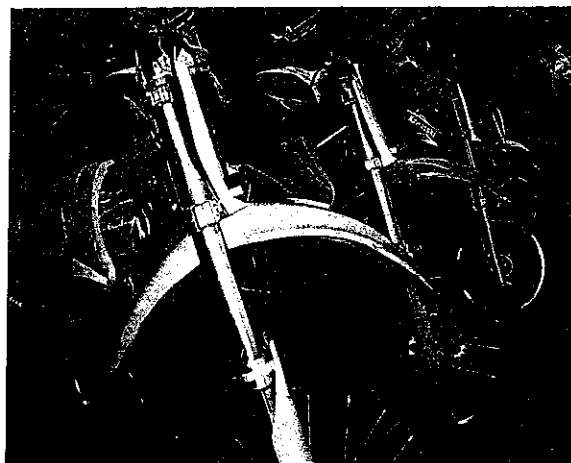
**K**ensington Motorsports knows customers want to be out enjoying their motorcycle, ATV, jet ski, snowmobile, scooter or speedboat — not spending unnecessary time purchasing one. So, the staff at Kensington Motorsports makes purchasing vehicles as fun and easy as possible. The enjoyable experience starts with the variety of products Kensington Motorsports offers. They sell and service Yamaha, Kawasaki, Polaris, Arctic Cat and Suzuki motorcycles, dirt bikes, racing bikes, sport boats and much more in their 10,000-square-foot facility. However, customers don't have to visit the store to begin shopping. The company's Web site — [kensingtonmotorsports.com](http://kensingtonmotorsports.com) — offers tons of information to make a decision. There customers can print out a brochure and compare vehicles side-by-side. This makes compar-

ing fuel capacity, vehicle height, mechanical components and other things quick and easy. Once the decision is made, the Web site can be used to apply for credit and delivery. Delivery can usually be arranged for the following day. Customers who would rather visit the showroom will find the staff eager to answer any questions they may have. Kensington Motorsports makes it their business to know everything there is to know about the machines they sell and service because their customers depend on them for fun. The employees are all riders who are equally passionate about the sports vehicles they sell. They know how the vehicles operate and can help a customer select the one with the features they desire. The staff takes their desire to help one step further by organizing track events for customers. By learning how to drive in one of these special events, customers can safely learn how to ride on the street and discover the limi-

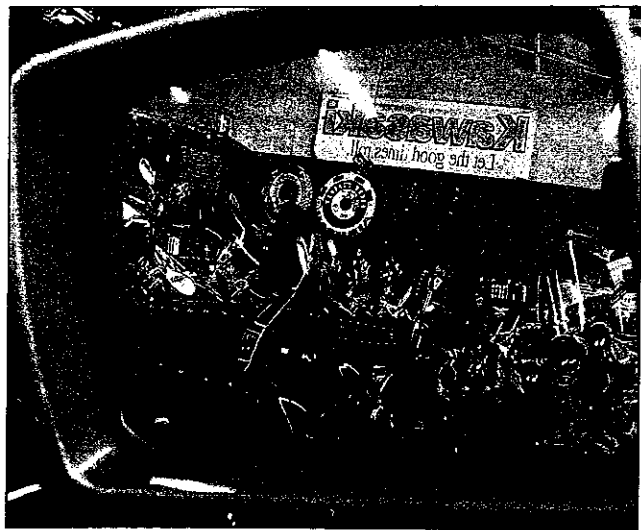
tations of their machine. Kensington Motorsports also offers special financing with payments starting as low as \$20 a month — even for customers who have less-than-perfect credit. Once the sale is complete, customers can enjoy their new watercraft, motorcycle or dirt bike knowing they can return to Kensington Motorsports at any time for quality service whenever they need it. The service and repair department can work on any make or model product in the four bays located in the 3,300-square-foot service department. All of the mechanics are factory trained and certified to care for electrical diagnostics and engine repairs. Through ongoing training and education, the mechanics have received Five Star Yamaha Certification. And, if all of that isn't enough, Kensington Motorsports also offers longer hours than most retailers. They are open from 9 a.m. to 8 p.m.

Monday, 9 a.m. to 7 p.m. Tuesday through Friday, and 9 a.m. to 5 p.m. Saturday to make it easier for customers to visit. By removing all of the obstacles from sales and service, Kensington Motorsports makes buying or repairing a recreational vehicle nearly as fun as riding one. As a way of thanking the local area for the business they have given Kensington Motorsports over the years, the company gets involved with many charitable events. In fact, they recently held a bike wash with proceeds going to the Susan G. Komen Breast Cancer Foundation. The event attracted 100 bikers from all over southeast Michigan. Kensington Motorsports is located at 56605 Pontiac Trail, just north of the Milford Road exit and I-96 — 15 minutes from Brighton, Wixom and Novi and 25 minutes from Farmington Hills and Northville. Stop by today.

— By Candy Spiegler



At right, the reflection in a motorcycle's rearview mirror shows a small sampling of bikes and accessories available at Kensington Motorsports. Above, dirt bikes make up neat rows in the showroom.



Photos by JANET HALL



Photo by JOHNNA PATTIG

Get into shape with personal trainers, from left, Lisa Ryan, Charles Lacasse, Ann Schwaller and Boo Sadikot, owner of Fitness Together.

## Fitness Together

(248) 348-9230 • [www.fitness.together.com](http://www.fitness.together.com)

What if you could have your own certified personal trainer in a fully equipped, private training room with no lines and no distractions and a program specifically designed for you and your fitness or weight loss goals? Then add the support of a trainer to guide you in the most effective exercises with proper techniques to avoid injury and motivate you to succeed. Would you get in shape? That's what you'll find at Fitness Together in Novi. As a seven-year veteran of the health and fitness industry, owner Boo Sadikot has heard it all. "Most people get frustrated when they don't see results," says Sadikot. "For many, the novelty of a gym membership wears off and home equipment eventually just sits," he adds. "We hold our clients accountable so they can measure their success, stay motivated, and have fun." The Fitness Together experience begins with an assessment of the client's current fitness level, resulting in a nine-page report and training recommendations. One of seven fitness professionals is matched to the client based on goals, the duration and frequency training, and the desired workout day and time. Typically, a workout plan addresses four key elements: strength training, cardiovascular training, flexibility and nutrition. Unlike a typical gym or sports club, Fitness Together charges no membership fees. Appointment packages are purchased to address individualized workout programs. Sessions are typically 45 minutes of focused training that garners results. Fitness Together is located at 47210 W. Ten Mile Road, in the Briarpointe Plaza in Novi. Hours of operation are Monday through Friday 6 a.m. to 9 p.m., and Saturday 6 a.m. to 3 p.m.

— By Johanna Pettig



Photo by JOHNNA PATTIG

Nancy and Brian Larson of Larson Jewelry Design discuss custom jewelry with a customer at their Novi location.

## Larson Jewelry Design

(248) 347-4653

Not only do the owners of the Larson Jewelry Design believe in giving their customers the best products and service — they go one step further by giving back to the Novi community. Since 2000, owners Brian and Nancy Larson have donated almost \$30,000 to the Novi community. "One percent of our total sales and repairs from Sept. 1 through May 31, excluding out-of-state sales, are donated each year," Brian Larson said. "People support us because we support the elementary schools." Larson also supports many other local groups. "When you spend money you get a lot of it back. Even if you don't get it back the money goes to a good cause," he explained. Larson, a graduate gemologist through the Gemological Institute of America, has been in the jewelry business for 27 years. Located in Novi since 1999, Larson recently resigned a 20-year lease. "I want to be here when downtown gets cranking," he said of the location.

— By John R. Hall



This fountain piece will create a whimsical illusion in your garden.



The knowledgeable Gardenviews crew includes, from left, Betsy Holda, Cindy Duncan, Brad Martin, Lori Jermont and owner Lou Mascolo.



Elegant glassware evokes a romantic feel on any tabletop.

Photo by JOHNNA PATTIG

## Gardenviews

(248) 380-8881

**L**oyalty. Trust. Longevity. These are the traits that typify the Gardenviews experience on both sides of the counter, in turn, reaping rewards for its customers and staff. At point position is owner Lou Mascolo, whose infectious enthusiasm permeates the appealing landscape and garden design emporium. He talks the talk and walks the walk, spreading his zest and dedication for tending to his customers to his seasoned sales team. "I run this business from my heart," Mascolo said. "You have to love what you do." After 10 years as a mainstay of Northville's downtown business district, Mascolo's affection for his work envelops his staff and branches out to reach all who enter the center.

Gardenviews boasts a veteran team, knowledgeable and committed to serving the customer. "The average age of our employees is 40-plus, and most have been with us from five to eight years," Mascolo pointed out. "We are blessed to be in this business." Loyal customers know Mascolo's business philosophy revolves around trust. For example, unlike most retailers anywhere in the country, he doesn't ask for identification when a customer — familiar or new — writes a check. "In all these years, I have never, ever been burned by any attempt at fraud," he said. "I believe you have to give that trust." Gardenviews regulars know that in addition to great people, the store is chock-full of incredible, one-of-a-kind items in a wide range of styles. One can be assured of finding just the right piece among the many art-

fully arranged vignettes throughout the store, designed to encourage a thoughtful stroll. Let your creative juices flow while walking among items originating from all parts of the globe. Take a moment to study the ceramic, glass, and earthen textures that abound. The numerous silk flowers and plants fool the eye for realistic permanent arrangements. Mascolo, along with co-buyer and store presentation director Lori Jermont, are frequent visitors to craft shows across the country. They hand-select the latest trends. Gardeners from around the metro Detroit area find many sources of inspiration for landscapes and gardens from modest to grand. Interior decorators with a desire to bring the outdoors in are well satisfied by the array of merchandise, suitable for sun porches or any room of the home. It's not only the planting season that draws

"I run this business from the heart... you have to love what you do."

— Lou Mascolo, Owner, Gardenviews

shoppers. Gardenviews holds an annual Christmas Open House decked in holiday season splendor. Gardenviews is located at 202 W. Main St., in downtown Northville. Hours are 10 a.m. to 6 p.m. Monday through Friday; 10 a.m. to 5 p.m. Saturday; and noon to 5 p.m. Sunday.

— By Johanna Pettig

# Novi Jewelers

(248) 344-8226

Novi Jewelers has something that is very difficult to obtain in the business — customer trust and loyalty.

Owners Vatche and Erica Nadjarian want everyone to know how grateful they are to the Novi community.

"We want to thank clients for giving us their trust and loyalty," Erica said. "You can't say that about yourself, only a customer can say that."

Novi Jewelers opened for business in November 1999. Previously the Nadjarians operated a jewelry business in Oak Park for 10 years. Their Novi store specializes in custom jewelry design, resetting, repairs and expert watch service. On display are jewelry, figurines and watches, but diamonds are the language

Vatche and Erica speak the best. Vatche, an exceptional diamond setter, is on site to consult with customers on everything from basic diamond and gem stone facts to the fine art of choosing the right diamond for the customer's purpose. His wife, Erica, has been in the jewelry business for 15 years, is an Accredited Jewelry Professional and will soon be certified as a gemologist.

Vatche is a second-generation jeweler who began learning the art at age 15 from his uncle. His ring, pendant and earring designs fill the store's showcases.

"We don't copy," he explained simply. Catalog items are available if a client prefers a standard design.

Of all the skills Vatche acquired over the years, his expertise in setting diamonds is what he is known for.

"I love to set diamonds," he summed up. Vatche and Erica are watching their children become the third generation of gemologists.

"My oldest likes school, but he wants to know the family business," Vatche said. "I am training him like my uncle taught me."



Photos by CYNTHIA GROCHOWSKI

Novi residents Vatche and Erica Nadjarian offer original jewelry, Swarovski crystal figurines, watches and friendly, expert service at their Novi Market Street store.

sets, many of my business clients and friends have come here and none of them have been disappointed."

Exceptional products are half the reason. The other half is the high quality customer service Vatche and Erica provide.

Standing in their Market Street store, an observer noted the couple greeted each person entering the store by name, and the friendliness continues.

"There is no sales pressure here," Colling testified. "They ask 'what do you need?' If you say you like this but don't like that (about a product or design) Vatche says he'll fix it — and he does."

Customers pointed out the fast turnover for designs and repair, soft pricing and genuine friendly service keep them coming back for big and little jewelry needs.

Educating the public about jewelry is impor-

tant to the couple. They are happy to talk with customers about diamonds and gem stone selection. Their Web site at [www.novijewelers.com](http://www.novijewelers.com) is very educational for those wishing to learn about choosing a diamond.

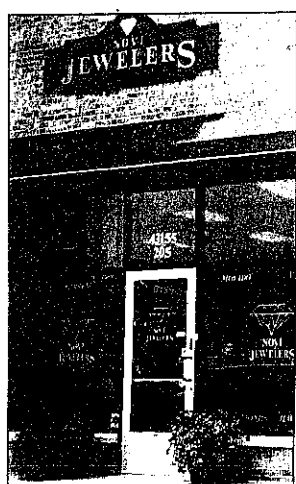
#### Community

The Nadjarians are Novi residents and their children attend Novi schools. The family and the store are heavily involved in supporting the schools and community charities.

"We donate because we want the community to be successful," Erica said.

Novi Jewelers is located at 43155 Market Street, Suite 205. Hours are 10 a.m. to 5 p.m. Monday, Tuesday, Wednesday, Friday; 10 a.m. to 8 p.m. Thursday; and 10 a.m. to 5 p.m. Saturday. Stop by or call (248) 344-8226.

— By Cynthia Grochowski



Novi Jewelers is located in Suite 205 at 43155 Market St., in Novi.

# Bell's Landscape Services, Inc.

(248) 486-0960 • [www.bellslandscape.com](http://www.bellslandscape.com)

When you think of Bell's Landscape you have to think out of the flower box.

Bell's delivers more services, more creativity and more customer satisfaction than any other in the business. Some of the outstanding services you can expect from Bell's include nearly every aspect of your home or business landscape, including landscape designs, decks, gazebos, brick-paver walks and patios, landscape lighting, retaining walls, sod, hydro-seeding, sprinklers and much more.

Business owners can turn to Bell's for those and additional services, including parking lot sweeping, tree and shrub pruning, spring and fall cleanups and snow removal. As their ad says, "Complete ground maintenance services."

Owner Mike Bell applies his 30 years of experience and personal pride to each project his company is awarded. Recognizing his creativity, functionality, quality of plants and original designs over the years, the Michigan Green Industry Association has bestowed Bell's Landscape with seven plaques of commemoration. A good reason for this is that the Bell's Landscaping crew of nearly 20 workers, not subcontractors, will go to a job site and work until it is completed using the best in class materials and plants.

Customers appreciate that consistency. Their constant referral business back to

Bell's Landscaping validates their satisfaction.

"About 70 percent of our business comes from our customers sending us referrals," noted Mike.

Some clients have a history of business lasting more than 25 years. Customer satisfaction and loyalty starts the moment you call the office to make an appointment with the sales staff. Bell's makes sure you are happy by offering a one-year warranty on most projects. They check



Submitted Photos

Renovations and walls, paver walks and gardens and ornate patios are just some of the things Bell's Landscape can add to your home or business.

each project six months after completion and then return on the one-year anniversary to give a final walk-through.

"Your landscaping is like the icing on a cake," Mike added, "do your homework and make a 10-year projection plan. If you don't, you will be unhappy and possibly pulling plants in a few years. A good design keeps that from happening."

When you get a landscape design, which acts as a blueprint for the project, you'll have the peace of mind knowing the right plants were chosen for your living conditions, the colors and blooms will accent your exterior year round, the

amount of maintenance required will be explained and agreed upon and the price will never be a surprise.

As a caution Mike added, "Be careful when comparing landscape bids. Plant size and the number of plants can alter the price of a project."

The lesson here is to remember that when you compare bids and the prices, make sure they are exactly identical including materials, type and number of plants. As Mike put it, when the job is all done, "Did the company meet your expectations?"

Bell's Landscaping will, and is counting on it, because they want your referral business. Call their office at (248) 486-0960 from 8 a.m. to 5 p.m. Monday through Friday or visit [www.bellslandscape.com](http://www.bellslandscape.com).

— By Michael J. Pilotti



Ready to serve customers are, from left, Inez Young, Katherine Flower, Alex Ghamloush, George Dimopoulos, Karen Garner and Jim Hoylla.



George Dimopoulos is all smiles as he explains menu items to customers seated outside in the patio area overlooking the golf course.

# Senate Coney Island Restaurant

(734) 927-1126

George Dimopoulos has a simple philosophy. The owner of the Senate Coney Island Restaurant in Northville believes "you should have good food at reasonable prices." Obviously his customers agree.

Dimopoulos recently opened this, his fourth restaurant, on Haggerty Road with the same enthusiasm and passion as he has for his other locations in Dearborn, Taylor and Livonia. The newest location has a little something extra that the other three do not — a golf course.

When Dimopoulos bought the former Dun Rovin Golf Course Clubhouse, he also purchased the 9-hole, par-3, Bushwood Golf Course. He worked hard to remodel the building into a modern restaurant and banquet facility — and it shows.

The restaurant offers seating for over 190 people and has a separate room which can accommodate up to 60 people for private parties, such as wedding rehearsals and birthday dinners. If that isn't enough, Dimopoulos can even expand outside.

"We once set up a tent outside for a party of 250 people," he said.

But it isn't the extra seating and golf that are a trademark of the family-owned business. It is the service and the food selection.

"Everyone who comes in knows me by name and I know many of them by name," he said. "Customer service is No. 1 with us. There is nothing better than walking into a restaurant, sitting down and having people take care of you right away."

And the food is great, too. "This is an upscale Coney Island with a larger menu," he added.

Customers can enjoy mouth-watering dinner selections such as the 1-pound pork chop, fresh lake perch, lamb chops, barbecue ribs, and Greek lasagna. Appetizer fares include traditional Greek items like stuffed grape leaves, spinach pie, saganaki (flaming cheese), lemon rice soup and Greek salad. Desserts include rice pudding and strawberry cheesecake.

If a customer can't find an item they want on the menu, Dimopoulos can order it special.

"I knew a customer was coming who wanted lobster tail," he said. "So I got it for him."

That dedication to customer service makes Senate Coney Island stand out from the competition.

Dimopoulos and his staff of 35 employees are ready to serve up meals inside or outside under the canopy, to people who want carry-out food and even to off-site catered parties. He said that he once catered a 1,200-person party — something unusual but indicative of



Photos by JANET HALL

Standing along the replica Statue of Liberty are, from left, George Dimopoulos, Katherine Flower, Alex Ghamloush, Karen Garner and Jim Hoylla.



Walter Michael Bradford light up the famous saganaki to the delight of the customers at the Senate Coney Island Restaurant.

what this popular restaurant owner can do.

On a recent visit to the Senate Coney Island Restaurant, some of the customers were overheard saying, "the chicken — I just couldn't get enough of it," and "I loved the shrimp — it was soooo good!"

Dimopoulos has put a lot of work into creating an inviting atmosphere outside too. He spent \$50,000 to landscape the restaurant, including adding a replica of the Statue of Liberty, a symbol which also adorns his menu.

"I love the Statue of Liberty," Dimopoulos added.

His customers must love the atmosphere inside and outside, too. Business has been excellent since opening day, added

Dimopoulos and "it has been getting better and better every day."

Golfers looking to play a round of golf and take advantage of the golfer's dinner specials can call (734) 420-3200 for more information.

The Senate Coney Island Restaurant is located at 39430 Dun Rovin Drive, between Five and Six Mile roads off Haggerty, in Northville. The restaurant is open for breakfast, lunch and dinner from 7 a.m. to 10 p.m. Sunday through Thursday, and from 7 a.m. to 11 p.m. Friday and Saturday.

It is likely that customers will see Dimopoulos' smiling face.

— By John Hall

# Piazza Dance Company

(248) 348-3720 • [www.piazzadanceco.com](http://www.piazzadanceco.com)

## The

Piazza Dance Company is Northville's premiere

school of dance. Owned by Marilyn Piazza-Esper and Gina Piazza, Piazza Dance has been offering quality dance education to Northville and the surrounding communities since 1981.

A staff of 14 teachers instruct students of all age and skill levels in Russian Method Ballet and Pointe, Jazz, Tap, Hip Hop, Polynesian, Irish-Step, Pre-school Ballet and Rhythm, Musical Theater and Acting classes. This year they will begin offering Belly Dancing, Acro-gymnastics and Salsa classes.

Piazza Dance Company instructors are certified to teach by examination and are members of the oldest and most respected professional dance organization in the country — Dance Masters of America.

Recognizing differing needs of its student body, the Piazza Dance Company offers two curricula — recreational and intensive.

The Recreational Program is offered for such students who wish to take a casual approach to dance.

"Most students of dance are looking for a fun way to spend time in a weekly activity with friends," Gina said. "In fact, 85 percent to 90 percent of the student body is made up of the recreational student. These students include many adults enjoying the work-out they get in a dance class without the drudgery of exercise."

The Piazza Dance Company is proud to offer a place for the serious as well as the casual student, the very young or the senior citizen, as well as the dance student with learning challenges.

The other 10 percent to 15 percent of the

## Piazza Dance

■ Fall registration will be held from 4-7 p.m. Aug. 22-25 and Aug. 29 through Sept. 1.

■ (248) 348-3720

■ [www.piazzadanceco.com](http://www.piazzadanceco.com)

■ 42333 Seven Mile Road, in the Northville Plaza

student body is enrolled in the Intensive Program.

"A candidate for the Intensive Program is one who may be considering dance as a career and spends much more time learning the art in weekly practice," Gina explained.

"A student in the Intensive Program also has the option of participating in competitive dance, where he or she may meet and compete against students of dance from schools all over the state of Michigan and nationally."

It is this competitive group of



Piazza students, while small in number, which tends to gain the most attention.

"They are highly decorated in competition and are taking classes at the school several days per week," Gina pointed out. "People are always surprised that they represent only 10 percent of the student body as they are so visible around the school and at performance time."



Most recently a group of Piazza Dance Company intensive students were awarded the top score and cash prize for their performance at a national dance contest in Branson, Mo. Their jazz routine was the overall high-scoring entry out of more than 1,200.

Other graduates of Piazza Dance Company's Intensive Program are dancing on Broadway, cruise ships, are teaching, or are touring with professional shows.

Whether a student is part of the Recreational or Intensive Program, the same high-quality instruction taught by the same teachers is given to all students.

The school also offers all-boys and men's classes.

Other features which make the school unique in the area are the professional sprung floors —

resilient structures that protect against common dancing injuries.

Dance instruction is available all year long.

Every July The Piazza Dance Company offers a week-long intensive workshop with visiting faculty as well as a mini-workshop with permanent staff.

Fall registration will be held from 4-7 p.m. Aug. 22-25 and Aug. 29 through Sept. 1. Call the studio at (248) 348-3720 for enrollment information or access their Web site at [www.piazzadanceco.com](http://www.piazzadanceco.com).

The Piazza Dance Company is located at 42333 Seven Mile Road, in the Northville Plaza.



Submitted Photos

