

Thursday, August 5, 1976

Vitamins are biggest business

Beauty products are in harmony with nature

By YVONNE B. DEVLIN

Changing the environment to one that is clean and healthy for everyone and everything that lives in it is the goal of Bob Hendrickson, distributor of Shalkee products at 2801 Grand River in Farmington.

"We sell five complete lines of products that are in complete harmony with nature. They are in balance with the ecology of the land as well as the cells of the human body," he says.

Ninety-five per cent of his business is from vitamin supplements but he also sells cleaners (household and industrial), beauty aids, men's and babies toiletries and pet products, says Hendrickson.

"All the products that we sell are made from fruits and vegetables with no chemicals or preservatives," he says.

The beauty aids include cucumber and avocado creams, proteinized masks and refreshers. Hendrickson promotes his facial partners where he'll come to a home and demonstrate the use of these cosmetics.

"I WAS TRAINED by my coordinator to give these facials. He worked as a Hollywood makeup artist for two years," he says.

Hendrickson starts the facial with a natural cream lotion proteinizer cleanser. He lets the girl use all the cleansers so they can find the ones that are compatible with their skin type.

"Avocado seems to be the most popular because it's for drier skin. Soap is drying and that's what most of these girls have been using," says Hendrickson.

After the skin is cleansed, he recommends using a refresher. The refreshers contain no alcohol, he says.

A moisturizer is then applied and now the face is ready for the cosmetics, he says. All the beauty aids are water-based.

"I've done about 30,000 facial parties in the Farmington area. The parties have from one to nine girls and I don't touch them. I just dispense the products in their proper sequence," says Hendrickson.

There is no cost for having the party and the incentive for the hostess includes 15 per cent gross of the products sold, he says.

Shalkee pet products include a shampoo and coat conditioner.

"I've heard some people from Toledo say that when they started using our product, their dogs started bringing home blue ribbons," he says.

The nutritional program is guaranteed by the California-based company, he says.

"Customers get results in 30 days or their money is returned," he says.

They usually will start with the basic vitamin-mineral combination called Vascia which is made for persons who feel they're lacking something in their diet and want a supplement, says Hendrickson.

"We're in the Great Lakes area and none of our detergents or cleaners contain NTA phosphates or boron which may contribute to pollution," he says.

THE BASIC CLEANER is formulated from a variety of organic oils that are blended in such a way that the pH is 8.3, which does not irritate human skin, he says.

It also is non-toxic and can be ingested with ill-effects, claims Hendrickson. "Shalkee products donated Basic II during the recent oil spill in San Francisco to clean boats and pilings," he says.

There was a 25 per cent survival rate on wildlife cleaned with Basic II compared with 3 per cent when other materials were used, says a letter from the Hayward, Calif., Chamber of Commerce.

Hendrickson says that since he joined the company three years ago, his income has doubled from what he earned as an electrician at the Ford-Wisom plant.

"I'd say 85 per cent of the distributors are housewives who are supplementing their income. How much one earns depends on motivation, but someone can

make up to \$150,000 a year," he says.

The company does have an incentive program so that after one becomes a supervisor there is a bonus car which is renewable every two years, he says.

"There are also free 6-day conventions where we travel to places like San Francisco or London," he says.

In two years Hendrickson claims he'll

reach the level where he can retire.

"One can retire at any age after the level of coordinator is reached with four supervisors below you. You must stay at that level for one year," he says.

"This is an opportunity for anyone and what they obtain is geared by their ambition," he says.

APS receives \$3 million joint international order

Automatic Production Systems (APS), a division of Ingersoll Rand, Farmington, has received an order valued at more than \$3 million for a joint venture of three major European automotive producers.

Known as SOFIM, or Society of French and Italian Motor Companies, the venture consists of Fiat, Alfa Romeo and Renault.

Under the terms of the contract APS

will design and build an assembly line for the production of small diesel engines for both cars and light trucks.

The new assembly line, which will use eight non-synchronous carousel conveyors and one powered roller conveyor, is being installed at a manufacturing plant under construction in Foggia, Italy, 200 miles south of Rome.

The assembly line will turn out three engine sizes ranging from 36 to 146 horsepower in three, four and six cylinder configurations. SOFIM, which was recently formed to manufacture a standard diesel engine, plans to market the engines worldwide, but principally in Europe.

APS Division in the last three years. In November 1975, the final section of an 800-foot long highly automated, V-8 engine assembly line was shipped from APS Farmington plant to the Soviet Union's Kama river truck assembly plant, approximately 600 miles east of Moscow.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

Federal spending keeps increasing

Federal spending has been growing much faster than the rate of expansion of the U.S. economy.

In the past 30 years, federal spending has risen nearly 375 per cent and Gross National Product—the nation's total output of goods and services—by 275 per cent.

In the two fiscal years 1975-76, federal outlays rose about 30 per cent—almost double the GNP increase of 20 per cent.

Government spending at all levels—federal, local and state—today account for 36 per cent of the GNP. In 1959, a representative year, it was 21 per cent of GNP and in 1950 only 12 per cent.

Tax payments to federal, state and local governments have been among the most rapidly rising items in the typical family budget.

According to a recent study, while the overall cost-of-living rose by 60 per cent since 1959, total taxes increased 40 per cent.

THE NEW ASSEMBLY line, which will have more than one quarter mile of transfer line, is designed so that the arrangement of operator assignments incorporates the team concept as applied to the automotive industry.

One feature will be job enrichment, a term that means an operator performs numerous assembly functions at a single work station in order to decrease monotony and increase worker involvement with the end product.

The use of Ingersoll Rand standard components, such as the non-synchronous transfer carousel, will make it possible for the APS to ship the major portion of the assembly line system in less than a year.

When completed this system will take an engine block from the machining area and transfer it through various assembly operations until it is completed and ready for final hot testing.

This is the second major diesel engine assembly system contract received by the

Regulation costs

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

The tightening web of regulation over the American economy is pointed up by Congressional enactment from 1962 through 1975 of 29 bills setting up 31 new federal regulatory agencies.

Enforcement of controls now requires over \$100,000 civil services.

The cost burden of regulation on the American economy is estimated at more than \$60 billion each year—costs ultimately borne by consumers in higher prices for everything purchased.

</