

Middle income families hurt most

Consumers suffer pains of economic withdrawal

By JACKIE KLEIN

Credit counselors are true barometers of the topsy-turvy economy and consumers' financial problems.

That's the contention of Jerry McTaggart, president of the American Association of Credit Counselors, who operates six counseling offices in the state, one based at Northland in Southfield.

Since 1974, McTaggart said, his business has escalated, leveled off and doubled, depending on fluctuating economic trends. Things really started to boom in June, he said.

"Our job is to help people out of their credit and budgeting problems," he said. "Since June, we've been doing a lot of counseling for clients whose overtime pay has been cut back and, like all of us, are suffering the pangs of spiraling inflation and recession."

Credit counseling, McTaggart said, is sound business planning and management applied to daily financial operations of individuals and families. It goes on to carry out the week-by-week administration of a carefully planned

debt payment program along with credit controls and budget education, he said.

"We're involved in all phases of establishing and re-establishing credit for our clients," he said. "We help straighten out their mortgage and utility problems. For \$20 a month, we'll even pay their bills for them and give them an accounting and statement."

"OUR SERVICES are obtained by debtors, rather than creditors, and they include free budget analysis and developing a savings program. Our service charges are prorated monthly. Persons who make systematic payments to their creditors get a good track record instead of being considered deadbeats."

Most of McTaggart's clients earn \$15,000 a year and more, he said. If they were disciplined, he said, they'd have enough money to pay their bills and keep a savings account. Credit cards are the major cause of overbuying, he said.

Michigan's bank charge rates are the highest in the country, McTaggart said. Interest is 18 to 20 percent, 3 percent more than in other states. Credit card

'Since June, we've been doing a lot of counseling for clients whose overtime pay has been cut back and, like all of us, are suffering the pangs of spiraling inflation and recession.'

— Jerry McTaggart

services don't really want consumers to pay their charges immediately because finance costs are a boon to the "plastic" business and so is overbuying, he claimed.

"Consumers may have \$20 in their pockets when they go shopping, but they see some item for \$60 and out comes the plastic," he said. "There's often a difference between what people can afford and what they pay for with a tempting credit card."

"One control is putting a small limit of about \$300 on a charge card if you insist on having one. You can always ask for an increase. The trouble is, some cardholders get a cash advance to pay other creditors. These people incur more debts to pay debts, have more

budget problems and dig a deeper hole."

The grandeur of the media, McTaggart said, creates more and more impulse buying. That's why persons making \$15,000 a year can barely get by, he said.

"These consumers want beautiful toys and trinkets and they intend to pay for them with plastic," McTaggart said. "If they paid their charges immediately, they wouldn't have interest costs."

"CHARGE CARDS are supposed to be convenient. But they should be called debt cards with finance charges as penalties. People are forced to have gas cards in today's society, and that's

OK as long as they can pay their bills."

Consumer activists help pass laws to find a way to get people out of paying their bills, McTaggart said. But escape clauses like garnishments, repossessions and wage assignments are collection tools. Finance companies charge high rates of interest and banks try to prove that debtors really don't need to borrow money, he said.

"With this crazy rate of inflation and

the rising cost of gas and every other commodity, 20 cents doesn't buy 20 cents worth of anything," McTaggart said. "What happens to the guy who's been living on overtime pay and he's cut back to 40 hours a week?"

"What happens to the guy who's been living on his wife's paycheck and she gets pregnant? There's no longer such a thing as an easy payment plan."

LAMP SHADES
A COMPLETE SELECTION

Bring Your LAMP In
For A Fitting

TRADITIONAL HOME ACCESSORIES
COLLECTIBLES
BATH BOUTIQUE

800-820-77, ANN ARBOR TRAIL
PLYMOUTH • 411-8110 • 415-4070
Open Mon.-Sat. 9:30-6:00
Fri. 10:00-5:00

Pick O' the Wick

Arkin's Prime Meats

| | |
|-----------------------|--------------------------------|
| Frozen GROUND BEEF | Sealoff Homogenized MILK |
| \$1.59 lb. | \$1.59 a gallon |
| 10 lb. minimum | |

30008 W. 12 Mile
Farmington Hills
626-0610 • 626-0611

reflections
The Ultimate in Mirrors and Glass

With custom suggestions
just right for your decor.

33491 Seven Mile
at Farmington Rd. 476-8410

Wedding Invitations
Bridal Accessories
Hallmark Cards

McDevitt

7 Mile Farmington Rd. 478-0707
Farmington Center, Hwy. 10 & University Ave. Warren
Expanded Center, Concourse, Haines Woods

COUPON

FREE
Small Cone with any
Ice Cream Purchase

HOT SANDWICHES
NOW AVAILABLE

1 coupon per customer
Good thru Aug. 30, 1979

SOFT ICE CREAM
Farmington-8 Center
21021 Farmington, Farmington 476-2442

Maple Village DISCOUNT DRUG CENTER

FARMINGTON
2320 Farmington
476-6320

BEER WINE
CHAMPAGNE

MAPLE VILLAGE COUPON

\$1.00

OFF WITH THIS COUPON
YOUR NEXT NEW PRESCRIPTION OR REFILLABLE FROM ANOTHER PHARMACY. Good for one dose not applicable to controlled substances.

DATE: 1-1-1979

EASTERN MICHIGAN UNIVERSITY
Bachelor of Science in Health Administration

Eastern Michigan University is offering a Bachelor of Science in Health Administration in cooperation with Comprehensive Health Planning Council/Southeastern Michigan.

Those persons working in the health field and wanting to become managers or supervisors may now pursue a bachelor's degree through this Health Administration Program.

The course Health Care Issues is the first of five courses comprising the "core curriculum" requirement for the Bachelor of Science in Health Administration.

Health Care Issues will be offered at Comprehensive Health Planning Council/Southeastern Michigan by Eastern Michigan University's Continuing Education Division on Tuesdays, September 11 and December 5, 1979 from 5:30-7:30 p.m.

Information about registration for this course or about the Bachelor of Science in Health Administration can be obtained from:

Health Administration Program Office
104 Roosevelt Hall
Eastern Michigan University
Ypsilanti, Michigan 48197
(313) 487-0460

MAKE US YOUR #1 SCIENCE PROJECT

| | |
|------------------------------------|-------|
| Surgical scissors | 99¢ |
| Vacuum Tubes (3 pk.) | 59¢ |
| Pickled Frogs (12 pk.) | 10.98 |
| Kimax Test Tubes with screw tops | 79¢ |
| 37% Formaldehyde Solution (1 pint) | 2.98 |

We have chemistry sets and chemicals in stock

Special Discounts for Schools • Clubs

SCIENCE & THINGS... WORLDWIDE CENTER
34781 GRAND RIVER
478-8389

Dian S. Eidschun Antiques

Visit our 5,000 sq. ft. showroom
in The Pine Lake Mall
4337 ORCHARD LAKE ROAD
Corner of Lone Pine Rd., W. Bloomfield
626-5440

FREE SPINAL EXAMINATION
Danger Signals of Pinched Nerves:

1. Headaches, Dizziness, Blurred Vision
2. Neck Pain, Tight Muscles, Spasms
3. Shoulder Pain, Pain Down Arms, Numbness in Hands
4. Pain Between Shoulders, Difficult Breathing, Abdominal Pains
5. Lower Back Pain, Hip Pain, Pain Down Legs

Why FREE? Thousands of area residents have spine related problems which usually respond to chiropractic care.

This is our way of encouraging you to find out if you have a problem that could be helped by chiropractic care. It is also our way of acquainting you with our staff and facilities.

Examination includes a minimum of 4 standard tests for evaluating the spine and a contour analysis photo as shown above.

While we are accepting new patients, no one need feel any obligation. Almost all health insurance policies cover chiropractic care.

Dr. Walter S. Gross
Chiropractic Physician

27620 Five Mile Road
Livonia, Michigan 48154 427-6333

Please call for an appointment and bring a copy of this announcement with you.

We may not be the biggest but we are **MICHIGAN WOMEN** doing our best to serve you.

Madge-Lyn's featuring fashions for the full size figure

16-52 gowns, dresses, lingerie, etc.
20% off all Farmington Store
Visit our fantastic clearance corner

Madge-Lyn's
21015 Farmington Rd.
Farmington - 6 Center
Just North of 8 Mile
478-9750
Farmington
9:30 - 5:30 Daily
Fri. 11:00 - 8:00

BEL-AIRE LANES

FALL LEAGUES MEN'S LEAGUES

Men's Trio Sun. 8:30 p.m.
Bel-Aire Men's Tues. 9:30 p.m.
Men's Jr. House Mon. 8:30 p.m.
Men's Classic Thurs. 6:45 p.m.

LADIES EVENING LEAGUES
Koglerettes Wed. 9:30 p.m.

LADIES DAYTIME LEAGUES
Free Baby sitting

Salted Bowlers Wed. 12:30 p.m.
Morning Sides Tues. 9:30 a.m.

MIXED LEAGUES

Sun. Alternates Sun. 8:30 p.m.
Bel-Aire Kings & Queens Tues. 9:30 p.m.
Thurs. Mixers Thurs. 9:30 p.m.

FAMILY LEAGUES

Family Foursome Any Combination Sun. 10:30 a.m.
Father & Son Older and Young Sun. 10:30 a.m.

STUDENTS LEAGUES

Prope Trio Tues. 4:00 p.m.
Hi School Mix Thurs. 3:45 p.m.

MEN'S NITE SHIRT TRIO LEAGUE
4 Games - 4 Lanes
8:30 p.m. Begins Oct. 7

24001 Orchard Lake Farmington 478-1550

SENTENCE YOUR EARNINGS TO PLENTY OF HARD LABOR... NEW 4-YEAR MONEY MARKET SAVINGS CERTIFICATE*

MINIMUM \$100 BALANCE
Interest Continuously Compounded

This certificate pays interest on the average 4-year yield for United States Treasury Securities as determined by the United States Department of the Treasury. The interest rate on 4-Year Money Market Certificates is determined monthly by the Treasury Department. The rate in effect on the day the certificate is opened will remain in effect for the full 4-year term. Interest is continuously compounded on the most favorable basis possible - giving you the highest rate available on these certificates - 1% higher than banks can pay. In August, the rate is 7.95% per annum, and with continuous compounding the effective annual yield is 8.34%.

26-WEEK MONEY MARKET CERTIFICATES*

The Certificate's interest rate determined by the average auction rate (on a discount basis) for 26-week Treasury Bills. Federal regulations prohibit all financial institutions from compounding interest during the term of a 26-Week Money Market Certificate. If related to the account, interest is compounded at the time of renewal. The interest rate on 26-Week Money Market Certificates is determined weekly. The rate in effect on the day the certificate is opened is the rate in effect for the full 26-week term. Call 474-7250 to obtain the current rate.

We will continue to offer these savings also:

| | | |
|--|--|---|
| 8% ANNUAL RATE 96 MONTH CERTIFICATE SAVINGS \$100 MINIMUM YIELDS 8.24% ANNUALLY COMPOUNDED QUARTERLY | 7 1/2 % ANNUAL RATE 48 MONTH CERTIFICATE SAVINGS \$100 MINIMUM YIELDS 7.72% ANNUALLY COMPOUNDED QUARTERLY | 6 1/2 % ANNUAL RATE 12 MONTH CERTIFICATE SAVINGS \$100 MINIMUM YIELDS 6.66% ANNUALLY COMPOUNDED QUARTERLY |
| 7 3/4 % ANNUAL RATE 72 MONTH CERTIFICATE SAVINGS \$100 MINIMUM YIELDS 7.68% ANNUALLY COMPOUNDED QUARTERLY | 6 3/4 % ANNUAL RATE 36 MONTH CERTIFICATE SAVINGS \$100 MINIMUM YIELDS 6.60% ANNUALLY COMPOUNDED QUARTERLY | 5 1/2 % ANNUAL RATE DAILY INTEREST ON PASSBOOK SAVINGS YIELDS 5.61% ANNUALLY COMPOUNDED QUARTERLY NO MINIMUM BALANCE ADD ANY AMOUNT AT ANY TIME |

FIRST FARMINGTON SAVINGS & LOAN

22725 ORCHARD LAKE RD. Open Daily 9:30 to 5, Friday 9:30 to 7
Phone 474-7250 Saturday 9:30 to 12

Savings insured up to \$40,000 by the Federal Savings & Loan Insurance Corporation
Federal regulations require substantial penalties for early withdrawal from certificate accounts

Cuprinol 10 gallon bonanza.
Buy 7, get 3 free.
Limited time offer

Cuprinol Stain and Wood Preservative.
When it's wood against weather.

FARMINGTON LUMBER

474-4015
32800 GRAND RIVER FARMINGTON
Daily 8-6
Sat. 8-4