

Thursday, August 20, 1981

marketplace

THE BIRMINGHAM-BLOOMFIELD Board of Realtors report sales of 192 homes during July totaling \$26,206,214. The average price was \$136,490. Residential properties listed during the month were 414. Of the 192 sales, 35 percent of the buyers used land contracts, and 25 percent assumed mortgages. 16 percent utilized new mortgages and 3 percent paid cash.

IN THE WESTERN WAYNE Oakland County Board of Realtors territory, the average price in May declines 3.5 percent to \$58,209. In 1980, it was \$60,330 and \$55,237 in 1979. The national median price of \$49,700 in 1978 rose 1.3 percent in 1979 to \$50,700. In 1980, the national median price was \$52,300 with it reaching \$56,400 in May. Forecasts indicate the median price reaching \$67,600 by year's end, \$75,400 in 1982 and \$83,400 in 1983. Out west, the median price in May was \$95,500 with the north central states reporting \$56,800.

THE U.S. SMALL BUSINESS Administration Can Help Small Business in Michigan will be the topic of Raymond Harshman when he speaks to the American Society of Women Accountants dinner meeting at 6:30 p.m. Tuesday at Schweizer Place, 260 Schweizer in Detroit. Harshman is district director for the Small Business Administration in Michigan. For more information and reservations, call Catherine Hacker at 965-2430, ext. 4829.

THE TROY-BASED SPERRY Vickers' Hydraulics School in Clawson celebrated its 30th anniversary training company employees and customer representatives from around the world in fluid power education. More than 17,000 students representing 3,700 companies have graduated from the school. The school's staff also tours the United States regularly to conduct in-plant courses for Sperry Vickers customers. The staff includes Royce Sear, Bob Mendrick, Al Brown, Fred Hines, Bob Jackson, Bill Martin, Bob Zelez, Sandra Bradley and Karen Grayson.

LARRY PLISKA OF Platera Tropical Greenhouses Inc. of Troy won a Merit Award in the Interior Plantscape Association's Third Annual Awards Competition for installation of tropical foliage in the Detroit Plaza Hotel during February.

STRUCTURAL MECHANICS Consultants Corp. of Southfield, an engineering consulting service organization, has opened a branch office at Van Dyke in Warren. The new center employs engineers utilizing computer-aided design programs for investigation of structural integrity, material optimization and weight reduction of automotive components.

CECILE AND SONNY Raichlen will open another Cecile's at 850 Woodward in Birmingham. The store will carry a full line of health and beauty aids, household products and other products at discount prices. The Raichlens have more than 25 years experience in owning drug and high-volume discount stores.

UNION WAGE RATES for building trades in large cities increased an average of 6.8 percent from April 1 to July 1, 1981, according to the U.S. Department of Labor's Bureau of Labor Statistics. The second quarter gain exceeded a 5/6 percent gain recorded a year earlier and was the highest second quarter increase since 1971.

business people



Willions



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AUDREY PEARL, the first woman in Michigan to achieve the designation of certified financial planner, was elected president of the Southeast Michigan Chapter of the International Association of Financial Planners. Pearl heads her own financial planning firm in Southfield.

LON MAKANOFF of West Bloomfield was admitted as a member of the Deloitte Haskins & Sells accounting firm.

THOMAS WILLIAMS of Birmingham was named managing director of SOFINSA, S.A. de C.V., a new leasing joint venture formed by Detroit Bank & Trust in Mexico City.

DAVID ZIMMER of Birmingham was appointed to assistant controller corporate financial control for Chrysler Corp.

JAYNE GOLDEN was promoted to national accounts manager or Cadillac Plastic and Chemical Co. in Birmingham.

JAMES ANDERSON of Troy was appointed machine tools sales manager for DeVlieg Machine Co.

MICHAEL BENS JR. of Troy, **STEVEN AZOURY** of Troy and **J. RAMON MCCARNS** of Birmingham were three of top salesman in the nation for Northwestern Mutual Life Insurance Co.

PATRICIA STANLEY was appointed public information coordinator for the Woodland Medical Center in Novi.

RAY JACOBS of Birmingham was appointed to head the Western sales regions for Abitibi-Price Corp.'s building products group.

TODY CITRIN of Bloomfield Hills was appointed to the Statewide Health Coordinating Council as a consumer-at-large representative. He is a partner in J.A. Citrin Sons Co. in Southfield. **GERSON COOPER** of West Bloomfield, vice president of administration at Botsford General Hospital, was reappointed a provider-at-large member.

LAURENCE HOWARD of West Bloomfield was reappointed to the Michigan Higher Education Assistance Authority. He is administrator and chairman of the Radio Electronic TV Schools of Detroit.

HENRY MONTAGUE, president of the Michigan Restaurant Association, was named president of the International Society of Restaurant Association Executives (ISRAE). Montague is a resident of Birmingham.

ALFRED FERNANDEZ of Troy was elected to the board of directors of the Inner-City Business Improvement Fourm (ICBIF). He is district manager for field repair administration staff at Michigan Bell. **GUSTAVO GAYNETT**, director of operations for Michigan of

the Community Relations Service of the U.S. Department of Justice, was also elected to the ICBIF Board of Directors.

THOMAS McINNES of Birmingham was promoted to second vice president and operations officer at Manufacturers National Bank of Detroit.

DONALD PAS, senior staff photographer at Sperry Vickers in Troy, was elected to the board of directors of the newly formed Great Lakes Industrial Photography Association.

DOUGLAS COOK of Troy was appointed vice president, National Division of U.S. Banking for Detroit Bank & Trust.

DR. JOSEPH ELLIOTT of West Bloomfield was named head of the Henry Ford Hospital's Division of Vascular Surgery (General Surgery II).

JOHN HROMI of Birmingham, chairman of the mechanical engineering program at Lawrence Institute of Technology, was elected president of the 30,000-member American Society for Quality Control.

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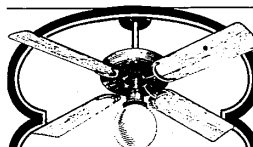
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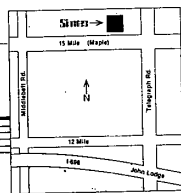
ATTEND THIS FREE COMPUTER SEMINAR

Although the Simtec Computer Department Store won't be open to the public until September 1, we've had a lot of people stopping in to ask about computers and what they can do. The interest has been so great that we have decided to hold a pre-opening computer seminar—a sort of preview presentation of how personal computers can make your day-to-day life easier. This free one-hour seminar will discuss and demonstrate many of the ways computers can simplify your decision-making processes, provide personal and business financial analysis, plus a fantastic new personal information management system. We will also cover the ease and versatility of presenting your analyses through the use of computer graphics—in a variety of formats such as bar and line graphs, pie charts, etc.—and an interesting array of presentation techniques, including electronic slide production and hard-copy printouts. Make plans now to attend this most, highly informative session on Saturday, August 29. To reserve your seat:

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The securities are offered by offering circular only, available at company office, which explains "secured" and "unsecured" and are for sale only to bona fide residents of the State of Michigan and are not intended for resale to nonresidents.