



Florida artist, Ann Sams, (above) has been painting canvas floor art, upholstery, wall and window coverings for 10 years. She works with colorfast paints on heavy white canvas with a strong latex backing when doing the rugs. She does them to order up to 12 by 15 feet. She will make coordinating fabric for drapes and upholstery. She started this phase of her career when she said she discovered she found it more fun "to be sitting on a painting" than looking at on the wall with a frame around it.



Design preview now taking place

Ann Sams, painter of canvas floor art, is one of a dozen artisans who are demonstrating at the Designer Preview VII at the Michigan Design Center, 1700 Stutz Drive, Troy, today and tomorrow, Sept. 24-25.

Mario Buatta, who recently completed the Grosse Pointe Farms home of Mr. and Mrs. Henry Ford II, is the speaker for the annual design industry luncheon today at the Troy Hilton. The event is sponsored by the Showroom Association of the Michigan Design Center in cooperation with the Design Center.

Buatta is known for his "undecorated look," in which he combines contemporary and antique furnishings and uses a subtle color mix rather than outstanding individual colors.

The newest showroom in a long and prestigious list at the Design Center is DIA, Design Institute America, which features contemporary furniture and their own SHOWCASE line of cabinets to house home electronic systems.

Crane Wallcoverings is another that opened in time for the fall preview. They carry Marimekko wallpaper as well as their own fabric and paper lines. They also carry blinds, floor coverings and carpeting.

Stroheim & Romann, a fabric showroom which opened at preview time, is another newcomer to the Design Center.

The Design Center is a large complex of wholesale interior furnishings showrooms for the design and architectural trade. It is not open to the general public except when accompanied by someone from the industry.

A second addition to the center is being planned for completion next summer. When that is done, there will be a total 232,000 square feet, all on one floor. Plans for Phase III include an atrium and restaurant, plus separate receiving, storage and delivery facilities to service the entire building.

Robert Alpern and Associates are the architects for the complex.

Understand how an auction works

Veteran auction-goers love the fun, the excitement, the tension and the bargains at an auction. And, even the calmest, most business like types will attest to the fact that "good buys" can often be found at auctions.

But, it's prudent for the novice to understand all the financial aspects before raising a hand (or a numbered card) for a bid.

For example, a buyer's commission may be charged in addition to the price. Inquire about this as well as terms of the sale and acceptable means of payment before bidding. If they aren't printed in the catalog, ask an attendant or the auctioneer. Many auction houses now charge 10 percent in addition to the final or "hammer" price.

Always carry enough cash to cover your bids if you aren't sure of the terms of payment before you arrive. Some auction houses take personal checks while others insist on certified or travelers checks.

Local auction houses have an announced preview time before the actual sale. It's then that the merchandise may be looked at along with possible documentation. Don't expect to be able to do that during the bidding.

Although all public auctions are free unless otherwise stated, country auctions may require an admission fee as a retainer. You can apply this amount to any purchase or reclaim the entire amount when you leave. Most country auctions operate on a cash and carry basis.

Large auction houses publish catalogs with their major sales. Each item is numbered along with a brief description and an approximate price it is expected to bring. Bidding seldom opens much lower than the bottom figure listed. Catalogs generally cost \$5-\$10, if you intend to keep a record of the prices paid, these are a valuable tool.

If you buy the catalog ahead of time, jot down your maximum bid beside the item and don't exceed it.

If you can't be present at an auction or if you want to avoid overbidding, there's an option available. Ask the auction house if mail or phone bids are accepted.



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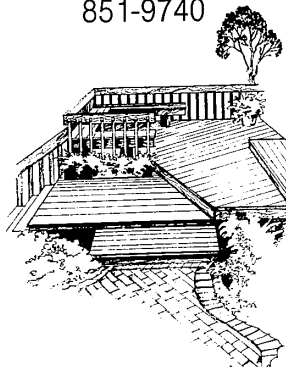
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