

## Companies make foreign mark

Two Farmington area businesses, ACE Controls and Jervis B. Webb, are increasing their influence on the world market.

ACE Controls Inc., a Farmington-based company, born in William Chorky's basement in 1963, recently was awarded the 1984 President's "E" Award by the United States Department of Commerce.

ACE Controls manufactures industrial shock absorbers.

The award was given to ACE for contributing "significantly in the effort to increase U.S. exports" and for expanding foreign sales during a five-year period.

To win the honor, companies must have a higher percentage of exporting than the industry's average. ACE's export sales exceeded 40 percent of its total sales, while the fluid power industry average was 20 percent of sales were exported.

"The President's 'E' Award is particularly meaningful to ACE Controls as an illustration of the strong business climate in Michigan and the Detroit area," said Chorky, ACE Controls president.

The corporation has expanded from Chorky's basement to a 35,000-square-foot facility in the city's industrial park. Presently, it is expanding to 52,000 square feet.

ACE became involved in the export market in 1965 when Chorky attended a fluid-power show in London, looking for opportunities to expand into the international market.

ACE expanded to Europe in 1966 and the next year was represented in Japan.

With offices in England and West Germany, the corporation is also represented in South America, the Middle East, Australia and South Africa. The corporation also exports to the Soviet Union.

To keep up with the interest of foreign customers, ACE Controls prints its business literature in seven languages.

JERVIS B. WEBB has looked to the east, the Far East, that is, by entering into a contract with the world's most populous country, China.

The China's Machinery Export/Import Corporation, along with the Chengde Mining Machinery Works, recently entered into a business agreement with Webb, a producer of overhead conveying systems.

The agreement calls for Webb to supply Chengde with technology in conveyor systems, forging and controls for seven years.

A great potential exists in the market for the conveyors Chengde will manufacture in the Chinese market, according to one of the Chinese specialists who visited Webb recently.

A wide variety of industries are interested in using conveyors, said Huang Xin, deputy leader of the Chinese group.

"They range from automobile manufacturers to iron and steel plants," Huang said.



Tim Chin, standing far right, a Webb mechanical engineer and purchasing agent, instructs Chengde's engineers on the Webb overhead conveying system. Looking on are, top, from left, Wu

Tongshun, Ren Binglin and Chin. Sitting, from left, are Wang Shou-qiang, Yan Qingyao, Pan Yongheng, Liang Baozhong.

## Computer class goes elementary in Walled Lake

Each elementary building in the Walled Lake school district should have a minimum of eight computers, according to a recommendation from the computer curriculum committee.

"It's time to move more rapidly in the purchase of equipment and software," said Elementary Education Director Hugh Davies.

The 18-member committee of elementary teachers and administrators also recommended the district hire a full-time district computer coordinator and establish a district "advisory committee" on computer education.

The curriculum committee, which was chaired by elementary library coordinator Beverly Rentschler, presented its report last month at a board study session.

The recommendations will be reviewed and revised before coming before the board for action later this fall.

THE DISTRICT needs to buy 42 new computers and update 18 in order to meet the minimum requirement of eight computers per building, Rentschler said. The most recent cost estimate for these purchases was about \$52,000, she added.

"I'd like to see more aggressiveness in terms of numbers (of computers)," said trustee Ronald Sevelo.

Currently, the number of computers per building varies widely. According to a survey conducted by the committee, Keith has the most computers with six, while Twin Beach, Decker and Glenbury have the least — two.

Rentschler said that eight computers per building is a minimum, and the recommendation for computer purchases will be reviewed to take into account building enrollments.

IN ADDITION to setting equipment standards, the committee proposed a computer curriculum which would introduce every youngster to computers in kindergarten and provide a sequence of computer study through the sixth grade.

The goals in grades K-3 include introducing students to computer terms and developing keyboarding skills. Children will be taught proper care and handling of the computer and its software.

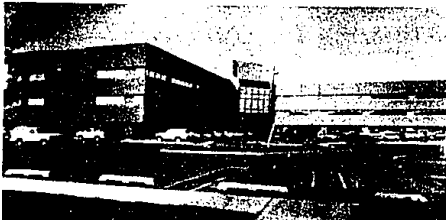
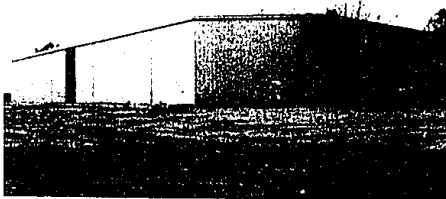
In grades 4-6, students will begin to develop word processing skills. They will be expected to master basic computer terminology and begin using the computer for problem solving activities. In the fifth and sixth grade, students will learn how computers influence society and have an opportunity to discuss computer-related careers.

TO ORGANIZE materials for teaching this proposed curriculum, it was necessary to take inventory of all software currently in use on the elementary level.

"The task of reviewing software is at least as difficult as reviewing textbooks, if not more," Davies noted. "It becomes a professional obligation to choose and use software wisely, just as with textbooks."

The computer curriculum committee recognized that elementary staff will need in-service to implement the proposed program.

Secondary Education Director Carl Pacacha noted that grade 7-12 computer education has not been forgotten. "By the end of the year we will see that addressed," he said.



Plain or fancy, take your choice when it comes to the pre-engineered "tin shed" concept. The World War II concept of Quonset hut construction has evolved into one which can provide either storage space (top) or attractive business offices (bottom).

## Metal buildings seek a new image

The image of the old World War II Quonset hut has stuck in the minds of Americans since the world-wide conflict as the ugly duckling of architecture.

But the pre-engineered metal buildings of today are a much different breed of cat, according to Farmington Hills executive Ernest Klein.

Statistics from the Metal Building Manufacturers Association show that more than 50 percent of low-rise commercial and industrial buildings of less than 150,000 square feet constructed in the U.S. are pre-engineered systems.

"Some of the best-looking buildings are built with pre-engineered structural systems," says Klein, an executive of the Garrison Co., on Indoplex Circle in Farmington Hills.

"The structures can be used with virtually any exterior material," he says.

Noting that pre-engineered systems are still used for warehouses and manufacturing plants, the system now is being used for banks, churches, offices, motels, and shopping centers.

A building's appearance, according to Klein, is all in the mind of the designer. In addition to metal paneling used on the exterior, such things as wood, glass, tilt-up concrete, brick and

masonry exteriors are being used to gain the desired look.

"When you add an attractive exterior to the structural integrity of a building system, you've got an efficient, economical, long-lasting and aesthetically pleasing place to work or play," he says.

He also noted that with a metal standing seam roof system, roof leaks are less of a problem.

"Because they're pre-engineered, the buildings usually go up faster, and the builder can tell a buyer how much his office or store or recreational facility is going to cost up front. There aren't a lot of delays and unanticipated expenses," he says.

Energy conservation also has added to the glamor of the once unglamorous metal building.

"We don't have to overdesign to meet some 'estimated' requirement, and that saves money," he says.

"The fact is that these buildings are light and well-insulated. Our roof and building systems are tested so that we know exactly how much insulation is needed and how much air conditioning and heating equipment is necessary to meet comfort and efficiency requirements," he says.

## on the agenda

City of Farmington Hills  
City Council Agenda  
Regular Meeting  
Oct. 9, 7:30 p.m.

### Unfinished Business:

- Consideration to vacate the portion of Yorkdale Road north of lots 3 and 4 of Kensington Gardens Subdivision in Section 35.
- Consideration of issuance of final Class C liquor license.
- Consideration of request from J.P.G. Inc. for a new entertainment permit to be held in conjunction with 1984 Class C license with dance permit located at 27815 Middlebelt Road.

### New Business:

- Consideration of application to withhold from State Land Sale Property at 21149 Cass, Tarabusi Roseland Gardens, Lots 281 and 282.
- Consideration of appointments to boards and commissions.

### City Manager Report:

- Recommends the adoption of a resolution authorizing the execution of a purchase order to upgrade the city council recording and sound system.
- Recommends the adoption of a resolution authorizing the execution of a contract to construct a maintenance building at San Marino Golf Course.
- Recommends the adoption of a resolution authorizing the procurement of two dump trucks and two inspection vehicles.
- Recommends the adoption of a resolution authorizing the procurement of an asphalt infrared patcher.
- Requests authorization to execute agreement for custodial services.
- Request for executive session to discuss purchase of property.

## Christman named as vice president

National Bank of Detroit has announced the appointment of Lawrence L. Christman of Farmington Hills as first vice president in its Western Metropolitan Regional Banking Division.

As director of the Metro South Region, a position he has held since 1981, Christman is responsible for banking operations at 14 branches located in southwestern Detroit suburbs.

He joined the bank in 1968 as a credit analyst trainee and was promoted to assistant cashier in 1971.

He was transferred to the Warren Regional Banking Center as commercial loan officer in 1972 and elected assistant vice president in 1973.

The following year, he was named commercial loan manager and second vice president. He was transferred to the Credit Administration Department as credit manager in 1977 and elected vice president in 1978. In 1979, he was named commercial loan manager of the Metro West Regional Banking Center.

Christman is a graduate of Indiana University and has completed the Graduate School of Bank Management

at the University of Michigan.

Christman is director of NBD F&M Bank, N.A., and NBD Dearborn Bank, N.A., affiliates of NBD. His memberships include the Indiana University Alumni Association, Delta Sigma Pi Fraternity and Robert Morris Association.



Lawrence Christman

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