

How car dealers feel about lifting of trade restrictions

Thursday, January 10, 1985 O&E

(F11A)

By Neal Maldane
staff writer

Even though 1985 is almost here, several local car dealers fear that George Orwell's "Big Brother" from the novel "1984" may establish additional hours for Detroit area auto sellers.

The dealers were reacting to a Federal Trade Commission suit that

charges 105 area dealers and more than 100 individuals and agencies with conspiring to close most nights and on weekends. Looting the suit could force dealers to open Saturdays and more evenings.

The major controversy surrounds opening on Saturdays, a practice that has met with picketing and violence in the past.

The majority of Detroit-area dealerships are open Monday through Thursday in addition to normal weekday hours but have no weekend hours. Most car sellers in other major cities have weekend hours.

Tel-Twelve AMC/Jep/Remant has opened on Saturdays since fall in an effort to establish the new dealership in the competitive Detroit market, said

Frank Lopez, who owns that showroom and Southfield Dodge with John Chin. Six people from other dealerships, sometimes as many as 20, picketed Tel-Twelve AMC and damaged both dealerships by breaking windows, Lopez said.

BUT EVEN WITH the property damage and picketing, Lopez said the FTC

action is unnecessary.

"I'm caught in between because I have a dealership that is open Saturdays and one that is closed," said Lopez. "I hear both sides of the issue."

"I feel that we shouldn't be forced as a group to have certain hours even though I have a dealership open Saturdays,"

"As an independent businessman, if I want to open on Saturdays, I should be able to open on Saturdays."

Lopez said local, not federal, intervention is the answer.

"I handled it on the local level," he said. "I proved to the court that the number of protesters were making people act in an abnormal way and got a court order limiting picketers to 10 at a time. Since then, I have had no trouble. I think that is the way it should be handled."

Martin "Hoot" McInerney of Star Lincoln-Mercury, Southfield, Oakland Dodge, Madison Heights, Town and Country Dodge, Farmington, and other area dealerships said the FTC action is "stupid."

"I'M ASTOUNDED THAT the government can get involved and order people to work," he said. "Is this Big Brother coming in?"

McInerney, who is named in the suit, also said it was ironic that dealers are named in the suit because they are not the ones causing the damage or picketing.

"The complaints have not been that dealers are breaking windows or threatening people. We're not restricting trade."

The dealer said his showrooms are not open on weekends because his

salespeople do not want to work the extra hours. The FTC action, he said, could result in the creation of a sales union.

"This may cause salesmen to unionize, and every three years they will want more money and you know who pays in the end?" he said. "If common sense prevails, this will be thrown out."

Mary Falvey Fuller of Falvey of Troy agrees that "Government has no right to tell business when to open."

But she disagrees with dealers who view the FTC action as undue government intervention. She said it's aimed at giving dealerships ammunition to fight trade restrictions enforced by vandals "hit squads."

"The complaint wasn't brought because dealers don't want to be open on Saturday," she said. "It's just the opposite. Dealerships that want to open have been restricted. There's no question there's restrictive trade and that hit squads are illegal."

"The other part of the complaint says that for those cited, one requirement is to stay open on Saturdays. That's punishment for the illegal actions they've taken in the past."

Her dealership, which was not named in the suit, was picketed several times by salespeople from other dealers when it tried to open Saturdays, Fuller said.

But McInerney said the violence can be handled by better law enforcement and not through federal requirements.

In addition, he said, there are many other businesses not open on Saturdays.

"It's ironic that when we called the FTC in Washington on Saturday to find out more information, the taped message said no one was there. The office was closed."

These 2 car dealers split views

By Neal Maldane
staff writer

When President Ronald Reagan met with Japanese Prime Minister Yasuhiro Nakasone on Wednesday, the two leaders failed to reach an agreement concerning import car restrictions.

That news is not what Bob Page of Page Toyota in Southfield or Mike Aberlich of Southfield-based American Motors wanted to hear.

Those two men are on opposite sides of the import quotas argument which has restricted the number of Japanese cars imported into America since April

1981. The agreement between the two countries expires in March.

"No, I don't think they should be extended," Page said. "We're on a level playground right now, let's go at it."

"We haven't caught up yet," said Aberlich who is AMC's manager of government communications. "We are starting to see the fruits of voluntary restraints. With restraints, we have been able to hold our own in the small-car market."

While against the restraints, Page said the quotas have provided a mixed blessing for his dealership.

From a consumer's point of view, it's bad. The demand is out there but the product is not.

That creates a situation in which the cars are hard to get and expensive to buy, he said.

"EVERYONE IS essentially paying retail prices for the cars. The consumer is paying a higher profit to the dealer than he was prior to the restraints."

Before the government enacted restraints, Page said his dealership sold 1,400 Toyotas a year. Now, with the limited supply, he said 1984 sales would be around 1,000.

"But we will make the same gross profit in the new car department by selling 40 percent fewer cars."

"Life is a little bit easier for a dealer. We don't have to work as much and we don't have the cars sitting here. In most cases, our cars are pre-sold so our costs are lower."

"But business is more fun when the product is available. It's frustrating when you can't show a car or when the factory runs a sale and you don't have the product."

"When you make up your mind to buy a car, you're ready to move. I can't tell you how many returns we have written because the customer got tired of waiting for the car."

The restraints have worked, Page said. The huge profits earned by American auto makers point out that parity has been reached, he said.

Hospital offers heart classes

Learning to Live With Your Heart Condition — a series of classes on Tuesday and Thursday evenings at 7 p.m. offered without charge at St. Mary Hospital, Livonia — is a five-part program held monthly for heart patients and their families.

The five classes address:

- "Your Heart Condition and Your Future," explaining what causes heart disease and how risks can be reduced.
- "Signals for Action," on physical activity after a heart attack.

- "Your Prescription for Health," a discussion of effective use of medicines by a pharmacist and nurse.
- "You are What You Eat," a dietitian's evaluation of special diets and healthy eating for heart patients.
- "Coping With Stress," on how emotional reactions cause physical stress and what to do about it.

All classes are held in St. Mary Hospital's fourth floor classroom. Call Nursing Services at 464-4800, Ext. 2314 for further information and to register.

Mall plans antique show

An antique show will come to Tel-Twelve Mall Jan. 17-27. The show offers not only a wide variety of antiques and collectibles but also a wide variety of services.

Chair canning and rushing, professional buffing of brass and copper, restoration carving of wood and ivory, furniture refinishing and doll repair will all be available.

Tel-Twelve Mall is at Telegraph and 12 Mile roads in Southfield. Hours are 10 a.m. to 9 p.m. daily and noon to 5 p.m. Sunday.

Admission to the show is free.

Call in your results:
Observer
591-2312
Eccentric
644-1101

RESTYLE
Your Wide Lapels to 3 1/2"
Suits, Sport Coats, Topcoats
Expert hand tailoring Quality work
Satisfied customers for over 30 years
\$30.00
SPECIAL FITTING FOR WOMEN'S GARMENTS - IN HOUSE TAILOR
Women's Alterations Also
TOWNE TOGGERY
474-8030 23227 ARMINSTON ROAD at Grand River
FARMINGTON, MI 48334

BIRTH DEFECTS
March of Dimes
Your kitchen is on fire.
American Red Cross

January Carpet Clearance
SALE
SAVE 25% TO 60%
Carpeting and Vinyls
Remnants • Roll Ends • Mill Closeouts
Discontinues & Much More!
Rite Carpet
28188 Schoolcraft
Livonia • 422-5200
SHOP DAILY 9 to 9; Sat. 9-6 • CLOSED SUNDAY
Best Financing
*Part of American Home Improvement Loans

Clip and Save
DISCOUNT POP & BEER
7 Up • Crush
Like • Barbeque
Canada Dry
6 16 Oz. \$1.79 + dep.
btl.
FAYGO
8 1/2 Ltr. \$1.69
btl. + dep.
Pepsi • Pepsi Light
Diet Pepsi • Pepsi
Free • Mountain Dew
Diet Pepsi Free
btl. \$1.29 + dep.
No Coupons Necessary • NO LIMIT • Good January 10th thru 16th, 1985
POP CANS FOR OFFICE OR SHOP — CALL FOR INFO
2343 1338 2343 2940
GRAND RIVER MIDDLEBELT TELEGRAPH FORD RD. PONTIAC RD. ROCH. RD.
W. of Powers N. of 8 Mile S. of Michigan W. of Middlebelt 421-6150
477-6475 421-6870 277-3080 421-6150
Clip and Save

Anderson
Michigan's No. 1 Sewing and Vacuum Dealer
SEWING MACHINE REPAIR
1. Check, Balance, Adjust Tension
2. Oil and Clean Entire Machine
3. Lubricate, Inspect Electric Motor
4. Inspect All Moving Parts
5. Inspect All Wiring for Safety
6. Defect, Adjust All Thread Control Mechanisms
7. Clean, Adjust All Foot Control Mechanisms
ONLY \$9.50
REG. \$22.95
VACUUM REPAIR SPECIAL
1. Oil & Clean Entire Vacuum
2. Lubricate & Inspect Motor
3. Inspect All Moving Parts
4. Inspect Wiring for Safety
5. Clean Drain Hole
6. Inspect Outer Bag
ONLY \$7.50
REG. \$16.95
26578 ORCHARD LAKE
FARMINGTON
HILLS
626-0655
EXPIRES 1-17-85

WANTED
STUDENTS OF MUSIC WISHING TO STUDY WITH ONE OF THE FINEST TEACHING STAFFS IN MICHIGAN, CALL
HAMMELL MUSIC, INC.
LESSON DEPARTMENT.
427-6040
LIVONIA M-Th 2:00 to 8:00 Sat. 9:00 to 5:00

For the most up-to-date printing service
News Printing, Inc.
Business Forms, Brochures, Stationery, Newsletters
560 S. Main Street
Northville 48167
349-6130

Hair's Inn
FAMILY HAIR CARE
HAIR CUTS \$7
Includes Blowdry
PERMS \$25
Includes wash, cut & style
Good with selected stylists
• Electrolysis •
• 16 For Seniors •
• Cream Manicure •
• Nail Wraps •
18784 MIDDLEBELT at 7 MILE
NEXUS 471-0830

KOSCH'S
RESTAURANTS
"A Sporting place To Drink, Meet, Eat"
Buy One Sandwich at Regular Price, Get Any Second Sandwich FREE
SOUPS • SALADS • SANDWICHES
West Oaks Shopping Center
I-96 at Novi Rd.
DINE IN or CARRY-OUT
PLEASE PRESENT COUPON BEFORE ORDERING
EXPIRES JANUARY 20, 1985
Mon.-Sat. 8:30-9, Sun. 12-4
348-8234

CLIP AND SAVE
DISCOUNT POP & BEER
7 Up • Crush
Like • Barbeque
Canada Dry
6 16 Oz. \$1.79 + dep.
btl.
FAYGO
8 1/2 Ltr. \$1.69
btl. + dep.
Pepsi • Pepsi Light
Diet Pepsi • Pepsi
Free • Mountain Dew
Diet Pepsi Free
btl. \$1.29 + dep.
No Coupons Necessary • NO LIMIT • Good January 10th thru 16th, 1985
POP CANS FOR OFFICE OR SHOP — CALL FOR INFO
2343 1338 2343 2940
GRAND RIVER MIDDLEBELT TELEGRAPH FORD RD. PONTIAC RD. ROCH. RD.
W. of Powers N. of 8 Mile S. of Michigan W. of Middlebelt 421-6150
477-6475 421-6870 277-3080 421-6150
Clip and Save

COUPON
SEWING MACHINE REPAIR
1. Check, Balance, Adjust Tension
2. Oil and Clean Entire Machine
3. Lubricate, Inspect Electric Motor
4. Inspect All Moving Parts
5. Inspect All Wiring for Safety
6. Defect, Adjust All Thread Control Mechanisms
7. Clean, Adjust All Foot Control Mechanisms
ONLY \$9.50
REG. \$22.95
VACUUM REPAIR SPECIAL
1. Oil & Clean Entire Vacuum
2. Lubricate & Inspect Motor
3. Inspect All Moving Parts
4. Inspect Wiring for Safety
5. Clean Drain Hole
6. Inspect Outer Bag
ONLY \$7.50
REG. \$16.95
26578 ORCHARD LAKE
FARMINGTON
HILLS
626-0655
EXPIRES 1-17-85

BASEMENT FLOODED?
WE INSTALL NON-ELECTRIC SUMP PUMPS!
A'S Plumbing & Heating Co.
Since 1948
698-2920

HAIR STYLES OF THE 80's
• STYLING
• MAKE-UP
• FACIALS
• HAIRCUTS
Hair Sanctuary
34633 Grand River
FARMINGTON
GRECKEN 477-5231

HAIR STYLES OF THE 80's
• STYLING
• MAKE-UP
• FACIALS
• HAIRCUTS
Hair Sanctuary
34633 Grand River
FARMINGTON
GRECKEN 477-5231

BACK IN LIVONIA
MODERN-9
Formerly at 15378 Middlebelt & 5 Mile
LIGHTING SHOWROOM
33509 W. 8 Mile
W. of Farmington Rd.
471-0450
Mon.-Thurs. 10-6, Fri. 10-6 Sat. 10-6, Sun. 11-4
ELECTRICAL SUPPLIES
33422 W. 8 Mile
E. of Farmington Rd.
471-0451
Mon.-Fri. 8-5 Sat. 8-Noon

AGORAPHOBIA
(Fear of Fearful Feelings)
Symptoms:
Heart Palpitations
Feelings of Unreality
Shortness of Breath
Panic Attacks
Diarrhea
Nausea
"For more information about Agoraphobia and its treatment, attend a free group seminar conducted by:
Dr. David Wartel, Ph.D.
and
Lucinda Bassett
(a recovered Agoraphobic)
*For Reservations and Information Call:
626-1330

ATTENTION PROPERTY OWNERS OF OAKLAND COUNTY!
DUE TO THE HEAVY ICE STORM...
JAY STEWART PLUMBING & HEATING CO.
IS OFFERING SPECIAL LOW RATES FOR ALL OF YOUR PLUMBING & HEATING REPAIRS.
CALL 968-0999
Master Plumber License #03573
Senior Citizens Discount Available

Senior Sale
20% 50% 80%
OFF EVERYTHING
Save 20% on all drapery and upholstery fabrics.
Sealers, Cleaners, Save an additional 10% on any drapery order or floor samples.
FLOOR SAMPLES
CLEARANCE
Save 50% off on Furniture, Draperies & Blinds
Baker Street Interiors, Ltd.
formerly "Ryan's Spring Crest Draperies, Inc."
16701 Middlebelt, Livonia
421-6900