

Business

Barry Jensen editor/591-2300



Thursday, February 7, 1985 O&E

OJTC

business people

John N. Doyaras of Birmingham has been named associate professor with tenure at Oakland University. Doyaras teaches music.

Three people have been promoted by Walsh College of Troy. They are: Patrick D. Barrett to director of undergraduate admissions and records; Mary Cay Pollock to director of Walsh College — Port Huron; and David G. Basch to director of graduate admissions and college relations.

Robert F. Schwalm of Troy has been named division vice president — manufacturing at General Dynamics Land Systems Division.

Patrick M. McQueen of Bloomfield Hills has been named senior vice president at Manufacturers National Bank of Detroit.

Robert S. Ajemian of Birmingham has been named manager, workplace and facilities, for the Motor Vehicle Manufacturers Association in Detroit.

Ronald A. Hüggs has been named a vice president with Anthony M. Franco Inc., public relations counselors.

Michael R. Capaldi has been named executive vice president of Merchandising Incentives Corp.

Maureen Dietz of Rochester has been named a customer service representative at General Electric Mortgage Insurance.

Michael G. Wellman of Troy has been named vice president for corporate planning of K Mart Corp. with headquarters in Troy.

John M. Rady of Birmingham has announced his retirement from American Natural Resources Co. as of May 1. Rady served as senior vice president and secretary of American Natural Resources Co.

Gwenn L. Carr of Bloomfield Hills was named vice president and secretary of American Natural Resources Co. effective May 1.

Linda Clark has been named service school instructor at the corporate headquarters of Kelly Services Inc. in Troy.

Steven L. Vinson has been named manager, unemployment compensation and state disability, at the corporate headquarters of Kelly Services Inc. in Troy.



Schwalm Pollock

Stewart N. Smith has been named vice president, Automotive Sales for Uniroyal Inc. in Troy.

Elizabeth S. Palmer of Southfield has been named assistant loan officer in National Bank of Detroit's western regional banking division, metro south commercial loans.

Michael Mayer was named program director of WRIF-10 in Southfield.

Sharon E. Douglas of Southfield has been named an associate in the Audit Department at Plante & Moran, certified public accountants and management consultants. Douglas holds a B.A. from Michigan State University and is a member of the AICPA, MACPA, Petroleum Accountants Society of Michigan and the accounting fraternity Beta Alpha Psi.

John Shuler, of Bloomfield Township, president of Mechanical Heat & Cold Inc., has been elected president of the Metropolitan Detroit Plumbing & Mechanical Contractors Association. He will serve from Jan. 1 through Dec. 31, 1985.

Nick Boneff, Ph.D., of Southfield has joined the staff of Providence Hospital, Southfield, as program coordinator and clinical psychologist in the Day Treatment Center, department of psychiatry.

Arthur J. Rohde has been named director of sales for MCI Midwest, covering Michigan, Ohio, Indiana, Illinois and Wisconsin from offices in Southfield. Rohde has overall sales responsibility for the division, including equal access and all current commercial, residential and credit card products.

Denise Anton has been named to vice-president of marketing and operations for Anton's Inc. As vice-president of marketing and operations, Anton will direct all advertising, public relations and internal operations.

A few tips at income-tax time

By Sid Mittra
special writer

It time to take the pledge again: "This year I'm going to avoid all taxes by using all of the legal means available to me."

This is easier said than done, unless you engage in year-round tax planning. Here are some tips on how you can achieve this objective.

1. Claim all possible deductions. The law allows you to take many deductions, such as auto expenses, business at home, charitable contributions, dependents, home, IRAs, job hunting, moving and more. Make sure that you claim all legitimate deductions.

2. Don't forget large deductions. If you itemize, you can almost surely beat the IRS tables on state and local taxes by saving sales tax receipts. This is because these tables are based on estimates on what the average family of your size and income spends on taxable items in your state. If you save sales tax receipts, you can claim the actual taxes paid. In addition, you can deduct

the taxes paid on big-ticket items, such as automobiles and refrigerators.

3. Know your marginal tax bracket. Under a provision of the new legislation called indexing, this year's tax rates have been adjusted for last year's inflation. Your marginal tax bracket is determined by how much of the "last" dollar earned by you goes to Uncle Sam. For instance, if you and your spouse jointly earn between \$35,630 and \$47,870 in 1985, you will be in the 33-percent tax bracket.

Knowing your tax bracket is critical for tax planning. It tells you not only how much of any profit you get to keep but also the value of various deductible expenses.

If you are in the 33-percent tax bracket, you know that each dollar of real estate depreciation you claim or mortgage interest you pay really costs you only 87 cents. The same goes for your after-tax cost of charitable donations.

Another use of your tax bracket is determining whether it makes sense to buy tax-free bonds or give income-producing assets to a child, for example,



finances and you

Sid
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who would be in a lower tax bracket than your own.

4. Consider investing in tax shelters early. The new law would force the promoters to market the best tax shelters during the first part of the year. Naturally, each shelter you buy must be economically sound. But by buying tax shelters, you make Uncle Sam share part of the investment cost and thereby increase your net worth.

Good tax planning does not mean worrying all the time. It does mean considering tax angles of what to do.

EDUCATIONAL SEMINAR: The Observer & Eccentric Newspapers and the Coordinated Financial Planning staff will conduct a seminar 7-10 p.m.

Tuesday, Feb. 12, at the Kingsley Inn, 1475 N. Woodward Ave., Bloomfield Hills. This seminar will cover: Strategic planning; comprehensive and retirement planning; tactical planning; insurance, taxes, education, wills; product planning; mutual funds, stocks and bonds, real estate and oil and gas tax shelters. An out-of-town investment specialist will discuss a specific tax shelter.

The seminar is free, but registration is required. For more details, call 643-8888.

Sid Mittra is president of Coordinated Financial Planning Inc. in Troy and a professor of economics and management at Oakland University.

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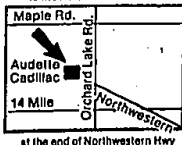
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