

short takes

If you recently opened a shop, captured an award, earned a promotion or are planning a new venture or project — and there's a Farmington-area business angle — we'd like to hear from you so we can share your news item with other Farmington Observer readers. Send items to: Short Takes, Farmington Observer, 3203 Grand River, Farmington 48034.

TOPS IN SALES

Tupperware Home Parties announced that Tina Maloney was the No. 72 manager in sales nationwide for the fourth quarter of 1986. She and her unit of dealers sold \$97,727 in Tupperware brand products from Sept. 29 through Dec. 28.

Maloney is a Tupperware manager with the local authorized Tupperware distributorship, Action Party Sales, Farmington Hills.

NEW IN TOWN

Ernie and Sandy Alfouny of Dagwood's Deli fame in the Downtown Farmington Center have opened a new restaurant, Potpourri Cafe, at 34037 Grand River, Farmington Hills. The telephone number is 470-8484.

The menu includes sandwiches, soup, salads, drinks and entrees with chicken and fresh vegetables. Hours are 11 a.m. to 8 p.m. Monday through Saturday.

The Potpourri Cafe is a cafe-style restaurant specializing in desserts and homemade sauces.

The Alfounys, Farmington Hills residents, have 30 years of food experience.

MONEY MANAGER

William Skillman of Farmington Hills, senior partner of Skillman, Ziesch & Co., CPAs, has been elected treasurer of the Detroit Athletic Club.

EXECUTIVE DIRECTOR

Norman Ehlers was named executive director of production purchasing for Ford Motor Co.'s North American Automotive Operations. The Farmington Hills resident joined Ford in 1982 as a purchase analyst for Ford Division. After several assignments with Automotive Assembly Division and Ford Division, he was named purchase analysis manager in the NAAO Purchasing Controller's Office in 1978. He was appointed director of procurement planning and analysis in 1977.

In 1979, Ehlers was named general purchasing agent for body and heavy truck parts purchasing. He was appointed director of chassis and heavy truck purchasing. In 1981, and executive director of purchasing and transportation services for the purchasing and supply staff in 1983.

NEWLY OPENED

Irving Geller announces formation of I. Geller & Associates, a public relations firm specializing in corporate communications and investor relations. Previous experience includes such firms as Unisys (Burroughs Corp.), Combustion Engineering and Sun Oil Co.

The telephone number for Farmington Hills-based I. Geller & Associates is 851-1407.

I. Geller & Associates clients include: Urban Science Application Inc., Potpourri Cafe, and the development of decision support software that enables management to examine a retail store network and determine the best locations and product mixes for branch outlets in a particular area. Founded in 1977 with General Motors as its initial client, USAI has since expanded its customer base to include domestic and foreign automobile companies, banks, land

Hills firm part of trade mission

A Farmington Hills company will be one of 30 Michigan manufacturers whose representatives accompany state Commerce director Doug Ross and state officials to a trade mission in Los Angeles March 2-3.

St. Clair Inc., on Hills Tech Drive, is involved in technical manuals, USA decontamination training programs, photography and art work.

Organized by the Commerce Department's Office of Federal Procurement Assistance, the trade mission is designed to help Michigan companies lure more defense work from the United States government — the world's largest purchaser of manufactured goods.

"Doing business with the federal government is big business," Ross said. "The state's federal procurement program has helped approximately 2,000 companies last year successfully compete for contracts."

"By serving as a matchmaker for area businesses, over \$240 million in government contracts were

awarded to Michigan firms during the past fiscal year through the statewide program. Those contracts had an impact on more than 3,000 jobs."

THE TRADE missions allow state government to link small companies capable of providing the required goods and services, with federal government prime contractors who are looking to buy specific supplies.

The Los Angeles trip will provide participants with exposure to parts buyers of military and aerospace systems for the federal government — contacts they would be difficult for these business representatives to make on their own.

The Michigan manufacturers will display their wares on the first day of the conference at the Los Angeles Airport. The contractors, in search of high technology and aerospace-related parts, will review the products during one-on-one meetings with the company representatives.

The participants then are scheduled to tour the facilities of some of the prime contractors the following day.

The California buyers will include representatives from Lockheed, Hughes, Ford Aerospace, General Dynamics, McDonnell Douglas and Rockwell — all of which subcontract millions of dollars in defense and aerospace for robotics, optics, lasers, transistors and other commodities.

"The potential of increasing Michigan's share of the market is great," said Micki Pasteur, deputy director of the Michigan Department of Commerce for local development. "The Department of Defense estimates that every \$1 billion in contracts retains or creates 35,000 jobs. Under a formula established by the federal government, one job has the value of \$26,500."

PASTEUR SAID last March's trade mission to NASA in Florida, the seventh sponsored by the Com-

merce Department since 1982, netted contracts worth more than \$1 million. Some of the participants are still negotiating new contracts and others anticipate receiving contracts soon.

Each company has been screened to ensure it is qualified and capable of fulfilling the contractors' needs and is familiar with the bidding processes and stringent quality requirements involved in obtaining government contracts.

The Federal Procurement Data Center reports that Michigan received 8,746 individual federal contracts in 1985, totalling \$3 billion.

Twenty-two Local Procurement Offices operate statewide to offer federal contract assistance to Michigan businesses. Some of those services include access to a computer network which provides an updated list of goods and services currently in demand, bid specifications and technical aid. In Oakland County, call 591-6400.

on the agenda

Agenda details for government meetings scheduled this week follow. All meetings are open to the public:

Farmington Hills City Council
Council Chambers
31555 11 Mile
7:30 p.m. Monday, Feb. 16

A series of public hearings has been scheduled:

- Introduction of zoning text amendment for special purpose districts. The proposed amendment would add a new SP-5 district to the zoning ordinance that would permit residential uses or, as an option, "Centers for Elderly Care and Health Services." Proponent: Sisters of Mercy.

- Rezoning request from RA-4 to OS-1 on the south side of Mulford, east of Orchard Lake Road. Proponent: Sami Harb for Donnicello Development Corp.

- Site plan consideration for multiple in HP-1 Copperwood, part of Copper Creek Planned Residential Development (PRD), north of 12 Mile, between Haggerty and Halsted. Proponent: Copperwood Creek Limited Partnership.

- Revised PRD plan for the south side of Nine Mile, west of Gull Road. Proponent: Leonard Siegal of Siegal/Touma Associates.

- Introduction of zoning text

amendment for buffer yard landscape requirements.

- Introduction of zoning text amendment regarding non-profit schools.
- Public alley vacation consideration north of Grand River, between Tuck and Springfield.

In other business, the council is expected to amend the subdivision control regulations to require connection of newly platted subdivision streets and consider a policy limiting the number of boards and commissions an individual may serve on at one time. Mayor Ben Marks also is expected to make appointments to boards and commissions.

The council also will consider a minor amendment to the Country Ridge FRD and approval of a final preliminary plat for Country Ridge No. 2, 3 and 4.

Farmington Public Schools
Board of Education
Fairview Early Childhood Center
28500 Oak Crest Court
7:30 p.m. Tuesday, Feb. 17

This meeting is a study session for the board to hear the early childhood education task force report. Preliminary reports regarding kindergarten have generated community interest, and a number of parents are expected to attend.

Farmington Hills Planning Commission
31555 11 Mile
7:30 p.m. Thursday, Feb. 19

In their public hearings meeting, planning commissioners will consider:

- A zoning text amendment to allow state-licensed family day care homes and group day care homes in single-family residential districts.
- Rezoning request from RA-1 to RCE on the east side of Haggerty, north of 12 Mile. Proponent: Ellen Parker, Joel Inc. Owners: Corinne Kobe, George and Adele Denomine, Hope Lutheran Church.

- Rezoning request from SP-1 to RC-2 on the southwest corner of 13 Mile and Halsted. Proponent: William Mayer. Owner: Lillian Glanz.

- Special approval to construct a 20-by-40-foot picnic pavilion on RA-2 on the east side of Farmington Road, south of 13 Mile. Proponent: Robert Libby. Owner: Kendallwood Swim Club.

- Cluster site plan in RA-1 on the west side of Drake, between 13 and 14 Mile. Proponent: James Funk.

Owner: James Funk Property Development Inc.

Farmington City Council
City Council Chambers
23800 Liberty Street
8 p.m. Monday, Feb. 16

Two property requests will be considered by council tonight. A request from Robert Swanson for a property split at the northeast corner of Nine Mile and Gull Road, plus a request from Livingston-Oakland Counties Federal Credit Union regarding buying city property will be heard.

City Manager Robert Deadman will give a report on the 1987-89 road repair and construction program.

A notice of intent to sell special assessment bonds for road improvements, an amended contract with Oakland County Animal Care Center, a construction estimate on an edge drain contract, and discussion of support for a senate road financing package are all on the agenda.

Annual appointments to the Downtown Development Authority Board of Directors are also scheduled during tonight's meeting.

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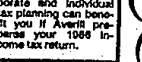
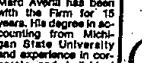
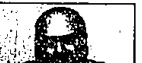
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