

## business people

Venture Communications in Troy has appointed Deborah Ann Westfall as marketing representative.

Grace & Wild Studios, Farmington Hills, promoted Kathy Fredryk from customer service supervisor to account executive; Raleigh Nelson, as commercial account executive, and Jeanne Withers, from sales associate to sales service representative.

Roland Campbell of Birmingham has joined the corporate sales staff of National Reproductions Inc., a leading southeast Michigan supplier of printing, copying, reprographic and fulfillment services.

Film Craft Video, a Farmington Hills-based teleproduction facility has appointed Earl Jo Vest director of sales and marketing.

Kent Darragh of Birmingham was appointed to vice president of operations at Cadillac Plastic and Chemical Co. in Troy.

Anthony A. Gautney of Franklin was appointed vice president, Corporate Cash Management at Comerica Bank-Detroit, principal subsidiary of Comerica Inc.

Mersey Health Services of Farmington Hills announced the appointment of Nancy C. Hart as executive vice president of Sisters of Mercy Health Corporation, the major subsidiary of Mersey Health Services. Also



Gauthney



Campbell



Darragh



Vest



Nelson



Fredryk



Withers



Westfall



Kinney



Hart

appointed was Catherine F. Kinney as assistant vice president of Quality Services.

Richard Paschke of Farmington has joined A-1 Transmissions Inc. of Livonia as director, corporate advertising.

Yee/Minard & Associates, a Southfield-based marketing research firm, announced promotions. Patricia Zelle of Redford was promoted to vice president and director of code and lab operations. Susan Galantowicz of Birmingham was promoted to the position of project director.

Kathryn A. Owens of Bloomfield Hills, was promoted to vice president of finance for A&W Restaurants Inc.

Katherine E. Groudin has been named branch manager of IBM's Detroit Metro branch in Southfield.

Liada Ebejer of West Bloomfield was appointed to the position of account coordinator at Kolon, Blitzer and Desmond Inc. headquartered in Troy.

David Humphrey was named vice president/general manager of United Artists Cable of Oakland County and United Artist Cable of Orion and Independence Townships.

Roger Pryor has joined Plan Tech Inc., Troy-based automotive consulting firm as project manager.

Jerome Bookstein senior vice president-investments, has been elected a member of the 1991 President's Council of Prudential Securities Inc. in Birmingham.

Sherwyn Lebovitz of Birmingham, senior vice president, has been elected a member of the 1991 President's Council of Prudential Securities Inc. in Birmingham.

Robert Cramley of Beverly Hills was appointed general manager of the Control Components Division at Kelsey-Hayes in Romulus.

Milt Monforte was named manager of Harper Associates, a Farmington Hills Executive Search Firm.

AT&T General Business Systems, a small business customer support organization, announced Achievers' Club award winners. Jill Michonaki of Rochester and Christian Gross of Southfield 1990 winners are account executives who cater to customers needing business telecommunications systems requiring from five to 20 phones. They also represent a complete line of fax and data equipment for small business application.

Elaine Creed of Birmingham was promoted from account executive to executive vice president at Harris Advertising, Ann Arbor.

Mary Ann Short was appointed to the position of vice president of marketing at Huntington Banks of Michigan, Troy.

Jill H. Travis was promoted to senior vice president at Huntington Banks of Michigan, Troy.

MIDA Dental Plans Inc., headquartered in Southfield, one of the nation's leading managed dental care providers, has promoted Dr. Stephen Patterson of West Bloomfield to national director of professional services.

Daniel R. Dreyer of Farmington Hills, an automotive account manager with ARCO Chemical Company, has won a place in the company's President's Club, a group of top marketing representatives honored for their outstanding sales performance. This is the second year he has earned the award.

Diane Bliet, a former director of nursing at Plymouth Court Nursing Home in Plymouth, was named director of nursing of Charter House of Farmington Hills, a convalescent and nursing center.

Dennis Syrkowski rejoined Nordhaus Research Inc. of Southfield as a senior project director.

Robert A. Denton Inc. in Rochester Hills announces the affiliation of James L. Blaker with Denton Inc.

The Hopkins Group in Farmington Hills appointed Lynette Boha and Ed Donald creative director and senior art director respectively.

Charles P. Davey of Birmingham retired after 34 years of service with The New England, a Boston-based life insurance and investment company.

## DON'T REPLACE SUNKEN CONCRETE



Do You Have A Problem With...

- Sidewalk uneven; afraid of tripping?
- Sloops and patios settling toward the building?
- Driveways and parkways tilted or uneven?
- Warehouse or plant floors settled?
- Floor joints move, voids under floors?

SAVE UP TO 1/2 of Replacement Costs with our remarkable way of raising concrete.

**KENT CONCRETE INC.**

Call ... 1-800-968-2345 For Free Estimates

## marketplace

Dennis R. Green & Associates in Southfield named TUV Rheinland of North America - Northern Central Branch in Livonia as its advertising/public relations agency.

Casfield Powers & Associates Inc. opened its office in Birmingham. It is at 355 S. Woodward. The phone number is 433-0347.

Dawber & Co. Inc. of Southfield will receive a Telly Award for its non-broadcast sales production entry, "Electric Car."

Ross Roy Communications designed point-of-sale displays to help sell Chrysler-Plymouth, Dodge and Jeep brands outside North America.

DDB Needham Worldwide Advertising was selected by Health Alli-

ance Plan of Michigan as its advertising agency.

J.A. Versical & Associates Inc. of St. Clair Shores and Schaden, Rochow & Co. of Birmingham announce the merger of their independent insurance agencies. The agency will operate as J.A. Versical & Associates Inc. and be headquartered in St. Clair Shores at 22100 Greater Mack. The telephone number is 774-5300. Daniel Rochow is a resident of Farmington and Thomas Schaden is a resident of Birmingham.

CAP Gemini America (CGA) of Troy celebrated its first year in the Detroit professional services market. CGA is the American division of CAP Gemini Sogeti, headquartered in Paris, France. CGS is the second

largest professional services company in the world, with operations throughout the European Economic Community, the United States and Canada and earned revenues of approximately \$2 billion in 1990.

Systems Documentations Service Inc. moved their facilities into Classic Design Inc.'s Technical Design Center in Troy. Systems Documentations Service Inc. has been in the technical publishing business for two years. They would welcome a tour of their facilities. To set up a visit call SDS at 589-7899.

Southfield-based Sheldon J. Scott Inc. has been selected as affiliate public relations counsel to the international public relations firm Fleishman-Hillard Inc., based in St. Louis, MO.

## Anybody can pay retail. But why?

The inside trick to getting great prices on great furniture is to shop CORT Furniture Rental's Resale Center — early in the week, and often. Fine brand name furniture comes from rental to offices, homes, condos; it's fully reconditioned and offered at fabulous resale prices.

Assorted Style  
**HEADBOARDS** From \$19

Armstrong, Orleans, Lea, Bassel  
**THREE PIECE BEDROOM SETS** From \$249

Wood, Brass & Glass, Lacquer  
**OCCASIONAL TABLES** From \$49

Daysfrom, Douglas  
**DINETTE SETS** From \$99

**OCCASIONAL CHAIRS** From \$69

**CORT.**

Furniture Rental Resale Center.  
28720 Northwestern Highway/Southfield/358-4303  
3921 Rochester Road, between Wattles & Big Beaver/Troy/524-1022  
Mon.-Fri. 10-7, Sat. 10-5  
MasterCard/VISA/American Express  
The 1st outlet for furniture.

**SPECIAL OFFER!**  
Bring in this ad for an additional 10% OFF

## WHETHER YOU NEED A MORTGAGE OR WANT TO REFINANCE, HERE'S AN OFFER TO BRING DOWN THE HOUSE.

**RESIDENTIAL MORTGAGE AND REFINANCING COUPON**

Presented to \_\_\_\_\_

Transferable to a third party, this coupon shall be the payment of one month's mortgage payment when presented.

At time of application, limit this coupon per home purchase or refinance. It may be used for a limited time only, and subject to change without notice.

**FIRST OF AMERICA-SOUTH EAST MICHIGAN**

The cost of a house is one thing. The cost of getting into a house — the mortgage application and loan documentation fees — can be something else altogether. And that goes for refinancing, too.

But right now, with interest rates at their lowest in recent years, it's a great time to get a mortgage or refinance. And at First of America, for a limited time, we're making it even better by waiving our \$200 mortgage origination fee.

As always, we have competitive rates and we'll help you find just the right terms and payment plan for your budget. We start by offering an array of mortgage and refinancing options, including fixed and adjustable rates, FHA loans and other flexible payment plans. And we'll reply to your application fast.

If you're buying or refinancing a home, contact your Realtor, call our mortgage department at 1-800-745-4196, or stop by any one of our 75 convenient First of America Bank-Southeast Michigan branches.

With an offer like this, you're practically home free.

ONE OF THE MIDWEST'S LARGEST BANKS ONE WITH YOU WHEN YOU WANT TO BUY **FIRST OF AMERICA**