

# George Barry Books recycles best sellers, do-it-yourselfers

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"this business." Comparing used bookstores to new is like comparing apples and oranges, Barry said. "We have as many individual titles as they do, but they have more books, more copies of each." He estimates his stock at 12,000 titles. "Not a huge stock," he says, but enough to overfill his 700 square feet.

**BARRY DESCRIBES** his store as general stock. His customers are basically genre readers, those who enjoy and stick to their favorite type, be it romance, science fiction, mystery, etc. They never come in expecting to find current bestsellers, but may be looking for a bestselling author's earlier work.

Customers, he finds, may be local or not, many of them visiting or working in the area.

"Kids in this area read and read well," he's said. "They're on a fast track because of the schools, and they continue to read through and just after college. 'What I've found is that they stop in early twenties until their forties,' he said. 'At that age the last book they read was for their last college exam. They've got a 30-year mortgage. They're on the fast track. It isn't lack of money.' In their late thirties and forties, they return, admitting they haven't read much in 10 or 15 years. 'Or they might have read a New York Times bestseller from time to time to give the appearance of literacy. I ask them about their interests and try to make a match.'"

"Sometimes customers think bookstore people are snobs, especially antiquarians. They're apologetic when you want to help them, saying 'Oh, I just read trash.' People should read what they enjoy. I have no attitudes. I'm a nonfiction reader. Right now I'm putting myself to sleep with books about Florentine lace-making. I don't care if they read Danielle Steele or Tolstol. They should read what they want to read not what they think they should read."

While he primarily deals with general stock, he occasionally exhibits pricier collectibles at Midwest antiquarian shows. "People think there's some mystery about old books. It's a business like any other, based on supply and demand. I like to say if it's a \$5 book, it's used. If it's \$25, it's out of print. If it's \$500 it's antiquarian."

"It's supply and demand. If it's old but there's little demand for it, the price is modest. There are more people looking for an early Stephen King than a 100-year-old obscure history book."

George Barry Books is at 31160 Orchard Lake Road just south of 14 Mile Road. Hours are 11 a.m. to 8 p.m. Monday through Friday, 10 a.m. to 7 p.m. Saturday, and noon to 5 p.m. Sunday. Telephone 737-8099.



The Dallas Brass will open Nardin Park United Methodist Church's 1991-92 music series. The group will perform popular to classical selections at 7 p.m. Sunday, Oct. 6, at the church, 29887 W. Eleven Mile at Middlebelt. Tickets are \$7, \$5 for students, senior citizens and members of groups of 10 or more. A light reception will follow the program. Child care is available. For more information call 478-8860.

## club circuit

**TRI-COUNTY SINGLES** meets from 8 p.m. to 1:30 a.m. today at Ryan's of Garden City, 3250 Cherry Hill, west of Merriman. Casual or dressy attire. No jeans. For more information call the hotline, 842-7422.

**WEST SIDE SINGLES** meets from 8 p.m. to 1 a.m. Friday, Sept. 27, at Ryan's of Livonia, Schoolcraft and Inkster. Dressy attire. No jeans. For more information call the hotline at 552-3160.

**VOYAGEURS SINGLES** will meet at 7:30 p.m. Friday, Sept. 27, at St. Paul Presbyterian Church, 27475 Five Mile Road, Livonia. The group is for those 45 and older. Certified hypotherapist Donna Lee Baylor of

Crime Wise will discuss what criminals don't want you to know — how crime victims are chosen. For information call 591-1350.

**THE MICHIGAN CHAPTER OF THE OHIO GENEALOGICAL SOCIETY** will meet for a workshop at 1:30 p.m. Sunday, Sept. 29, in the Farmington Hills Community Library, 32737 W. 12 Mile Road. Bring family charts and Ohio-related references to share. For more information call 553-0300.

**SINGLE PROFESSIONALS** will meet at 8 p.m. Friday, Sept. 27, in

the Community Center Farmington-Farmington Hills. A hot air balloon ride is scheduled for Saturday, Oct. 6, at a cost of \$150 per person. For reservations or information call 478-9181.

All club news and announcements for this column are to be addressed to: Club Circuit, Farmington Observer, 21898 Farmington Road, Farmington 48336. The information must arrive before noon on the Monday before Thursday publication.

## Everything old is new again

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Steve Zsuga knows the refinishing business inside out, thanks to his father, originator of Old World Refinishing.

Patience, patience. The company does not use stripping vats, nor does it machine sand.

"It takes time. Do-it-yourselfers want a miracle cure, magic in a can. They call saying the remover doesn't work. It works. It just takes time. The most important part is the sanding. You need nice even sanding to get a nice even stain and a nice even finish. It's time-consuming and time is what people are paying for. The materials are only 20 percent of the cost."

"I love my job," Zsuga said. In fact, there's only one part he hates — picking up and delivering. "I have a dad someone who knows about the refinishing because there are going to be questions," he said, "but I hate it. I'm not a furniture mover."

And it's expensive. "People can have pizza delivered for a \$1.10 to deliver furniture you need a \$30,000 truck that gets maybe four miles to the gallon and at least two guys. This is not a pizza delivery in a \$500 jalopy."

Old World Refinishing Ltd. is at 32726 W. Eight Mile Road, Farmington. Telephone 471-1017. Hours are 9 a.m. to 5 p.m. Monday through Friday, 10 a.m. to 2 p.m. Saturday.



Steve Zsuga knows the refinishing business inside out, thanks to his father, originator of Old World Refinishing.

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