

**the business beat**

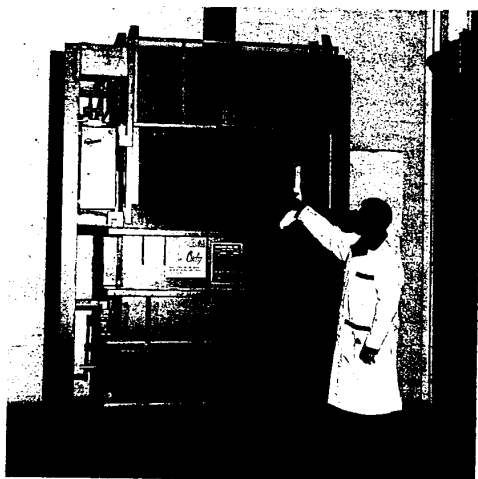
**OU Has Courses In Real Estate**

ROCHESTER Eight real estate courses including two new ones, Computers in Real Estate and Essentials of Selling Residential Real Estate, are offered by Oakland University in a new six-week late spring term which begins the week of May 10 and ends before the advent of summer vacations. All courses meet two evenings per week with the exception of Real Estate Brokerage Analysis, instructed by Al O. Viorel, director of the graduate realtor institute program and general manager of Gross Realty Co., which meets 6:30 p.m. on Tuesdays and Thursdays.

COMPUTERS in Real Estate has been especially designed for real estate personnel, to introduce them to computer hardware and

source data entry equipment. "Computer programs are explained in simple terms. We'll construct a real estate information system in class using sales specifications supplied by participants," says Edward Van Slambrouck, Jr., course instructor and senior computing specialist, Oakland University, who teaches this new course on Tuesdays and Thursdays. A provocative in-depth analysis of selling residential real estate is the format for Essentials of Selling Residential Real Estate conducted by Viorel which meets on Mondays and Wednesdays.

Introduction to Real Estate on Tuesdays and Thursdays aids those new to the field to prepare for the real estate salesman license examination.



**LATEST WEAPON IN ENVIRONMENT WAR** — Here is the baler being produced by the Bra-Con Co., Livonia, to help fight the battle for a better environment. Neal Marvin, service engineer for the company, is tossing in the card boxed to demonstrate its workings.

**Helping Environment Can Bring A Profit**

Bra-Con Industries, a Livonia based firm, has joined in the battle for improved environment. Located at 12001 Globe Road, the firm manufactures an automatic compactor and baler that compresses waste paper, cardboard, and other waste paper products into a neat, compact bale that can be resold to paper processors.

Robert Considine, president of the company, says: "The only way to effectively fight waste and litter is to make it efficient and profitable. And our latest model does just that."

THE BALER not only compresses the waste paper, but also can serve as a container until a sufficient amount of waste is collected to have it compressed.

"This makes the baler doubly useful," Considine said, "and it is this feature that is giving our product such a wide acceptance at shopping centers, supermarkets, assembly plants, warehouses and office complexes."

The baler is especially helpful where businesses do not have space for dumps-

ters, the large collecting bins that are picked up mechanically and dumped into refuse trucks.

Many of the supermarkets are finding that the baler, used as storage, is freeing so much space and aiding in keeping the store clean that it is the latest instrument to improve public relations.

The acceptance has been so pleasing that Bra-Con officials foresee the day when most local municipalities will have a compactor a requirement for all businesses having a volume of paper waste products.

**OCC Club At Conference**

Twenty students from the business and marketing club of the Orchard Ridge Campus, Oakland Community College, attended the fourth annual Michigan Junior Collegiate (DECA) Distributive Education Clubs of America state leadership conference held at Western Michigan University, March 11.

The OCC team, under the leadership of John Faniel, Two students, Pat Dohany, 20827 Midway, Southfield, and Kathy Huculak, Detroit, now have the opportunity to represent OCC and the State of Michigan at the national DECA conference in San Antonio, Texas, April 16-21.

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**New CPAs Certified By State**  
Several Observerland residents are among the newly accredited accountants granted CPA certificates by the Michigan State Board of Accountancy. The certificates are awarded candidates who have met the educational and experience qualifications and passed the uniform CPA exam given in all states.  
Livonia residents receiving the certificates included Frank L. Adams, 29003 W. Chicago; and Charles Dunleavy, 9950 Henry Ruff.  
Four Westland residents were certified. They are: Robert L. Anthony IV, 34621 Spring Valley; Helen M. Baker, 1213 Dowling Court; George A. Cousins, 213 Marie Avenue; and Charles W. Widener, 35429 Schley.  
Richard Lee Harden, 24460 Buchanan Ct., Apt. 1865; Malcolm R. Milne, 27427 Hystone; and Bruce H. Seyburn, 34411 Connors Rd., all of Farmington, were also certified.

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**Honor Band**  
Michigan State University's Marching Band was one of seven runners-up in the 1970 "All American College TV Band" competition, and was the only Big Ten band so honored.  
**GM Offers Speakers To Public**  
Groups and clubs interested in arranging programs for the coming months can get an assist from the General Motors operations in Livonia.  
The Livonia GM Speakers Bureau offers a variety of programs, talks and films on the auto industry, traffic safety, and the environment for programs of public interest and group functions. Requests should be made to Marshall F. North, personnel director, Chevrolet Spring and Bumper plant, 13000 Eckles Road, Livonia, 48151.  
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