

**MARKETPLACE**

**Marketplace features a glimpse of suburban business news and notes, including corporate name changes, new products, new store or office openings, new affiliations, new positions, mergers, acquisitions and new ways of doing business. Write: Marketplace, Building & Business, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. Our fax number is (313) 591-7279.**

**■ COUNSELOR'S OFFICE**  
Thomas W. Gilroy, a licensed counselor, has opened an office for private and group sessions at 12078 N. Canton Center, Plymouth. He offers leadership training and counseling in the areas of career, education, grief, relationships and self-esteem. The phone number is (313) 455-3173.

**■ NEW PRACTICE**  
Dr. Susan Stevens of Farmington Hills, a family practice physician on the staff of Oakwood Hospital, Dearborn, has opened a practice at 19900 Haggerty, Suite 104, Livonia. The phone number is (313) 462-0090. She has a special interest in adolescent medicine and women's health care.

**■ CONTRACT AWARDED.**  
Nederman, Inc., Westland was awarded a \$4.1 million contract to install vehicle exhaust extraction systems for the New York City fire department. The company will install its pollution control systems, Nederman MagnaTrack, MagnaStack and MagnaRail, in 221 firehouses and on more than 500 pieces of fire apparatus. The groundwork for the project started in 1985, when the New York fire department began studying firefighter exposure to diesel fumes in its firehouses. In June 1992, Nederman and two other manufacturers installed equipment for a six-month trial in 10 firehouses. "During that time, the firehouses recorded in excess of 5,000 emergency responses per year, per house, and Nederman equipment demonstrated an outstanding performance record," the company said.

**■ AN ACQUISITION**  
Troy-based Arbor Drugs entered an agreement to acquire Burton Hollow Sav-Mor Pharmacy in Burton Hollow Plaza at 17176 Farmington Road, at Six Mile, in Livonia.

The acquisition, which includes Burton Hollow Sav-Mor's prescription files, should be complete early this month, Arbor said. The 6,000-square-foot store will re-open under the Arbor Drugs name, becoming the company's 153rd store. Arbor said it will expand the store to 10,600 square feet.

The Burton Hollow store is Arbor's 50th Wayne county store and the fourth in Livonia.

**■ HOUSING GRANT**  
The Home Depot, America's largest home improvement retailer, presented a \$20,000 grant to Habitat for Humanity of Greater Detroit. It's the largest corporate contribution to date for this non-profit organization, which builds affordable housing in partnership with families in need. The presentation was made last week at a VIP celebration celebrating the opening of Home Depot's Pontiac store at 545 S. Telegraph.

"The development of affordable housing, neighborhood renovation and helping at-risk youth are at the center of Home Depot's commitment to the metro Detroit area," said Ken Ubertino, Home Depot's vice president of merchandising.

The Pontiac store is the first of five stores to open in metro-Detroit this year. Other stores are planned in Redford Township, Canton, Northville Township and Warren.

**■ HONOR ENGINEERS**  
Siemens Automotive said its North American engineers, based in Auburn Hills, Virginia and Canada, accumulated 44 patents last year — more than any of Siemens' other 16 companies operating in North America.

The Auburn Hills-based supplier of electronic and electro-mechanical products recognized four local engineers for their patented designs in automotive technology: Charles Cook, Rochester Hills; James Robnett, Royal Oak; Paul Daly and Henry Dozier, both of Troy.

Siemens is among the top 20 U.S. industries in terms of issued patents, with 619 issued in 1993.

**■ FREE BANK RATING**  
Customers can check out their bank's financial status by calling a toll-free service based in Coral Gables, Fla. Bauer Financial Reports, a

bank research and rating firm, will advise if your bank is satisfactorily capitalized or undercapitalized. If the bank is a program sponsor, Bauer also will check its star-rating and financial highlights; this information is available to customers of non-sponsor banks for \$10. Locally, Metrobank, N.A., Farmington Hills, is among program sponsors.

For information, call 1 (800) 388-6686 Monday through Friday, 8:30 a.m. to 8 p.m. Eastern time. The free service is limited to two banks per call.

**■ SLICE DOWNPAYMENT**  
A new mortgage requiring a 3-percent downpayment on home loans is available through Houston, Tex.-based Commonwealth United Mortgage, which has a Farmington Hills branch.

The 97 percent Loan-to-Loss Community Buyers program will benefit borrowers who have a solid credit history and have demonstrated the ability to manage debt, but don't have the funds to buy under conventional guidelines, the company said. Most conventional loans require a downpayment of at least 5 percent.

Commonwealth was one of seven national mortgage lenders chosen to participate with GE Capital Mortgage Insurance and Fannie Mae. Certain restrictions may apply to the program.

**■ TOP FUND**  
Amelia Earhart Eagle Equity, a new proprietary mutual fund, was ranked third among 1994's top performing general stock funds as of mid-February by Lipper Analytical Services. The fund focuses on technology and telecommunications stocks. Its total return was 8.18 percent; the general stock fund average for the same period in 1994 was 1.48 percent.

The fund was started in March, 1993 by Jill H. Travis, president and CEO of Amelia Earhart Capital Management, Southfield.

**■ FLORIDA BOUND**  
Detroit-based Farmer Jack and Hamilton, Miller, Hudson and Fayne Travel Corp., Farmington Hills, have teamed up to offer Farmer Jack customers bargain air fare to Orlando, Fla. between June 1 and Sept. 30, 1994. Customers can get a one-way, non-stop, ticket for \$70 (based on roundtrip travel) Monday through Thursday. Weekend travel is \$89 one-way.

**DATEBOOK**

**TUESDAY, MARCH 15**

**HOME BUSINESS**  
Madonna University in Livonia presents a seminar "Smart Systems For Profit In The Home Office" 7-9 p.m. on campus. Topics include invoicing, ordering and filing. Cost is \$20. For information or reservations, call the continuing education department at 313-591-5188.

**PR STRATEGIES**  
The Detroit Chapter of the Public Relations Society of America presents a program "Strategies for a Winning Relationship Between Marketing and Public Relations Professionals" noon at the Radisson Plaza Hotel, Southfield. Speaker: Jeff Stoltman, president of the Detroit American Marketing Association and marketing professor at Wayne State University. Cost is \$18 for members, \$20 for non-members and \$10 for PRSA retirees. For reservations, call Nancy Saldmore at 545-6499 by March 11.

**INSURANCE APPRAISALS**  
The Detroit Chapter of the American Society of Appraisers presents a program "Insurance Appraisals," a discussion on procedures for machinery and equipment, 7 p.m. at the Botsford Inn, 28000 Grand River, Farmington Hills. Speaker: Stewart M. Shipper. Cost for the program and dinner is \$25. For reservations, call Mike Kuschat at 528-3366.

**INVESTMENT BASICS**  
The Oakland University Continuum Center offers "Investment Basics for Women" 7-9:30 p.m. on campus in Rochester. Program presenter: Jack Bryan, certified financial planner. The fee is \$39. Registration requested by March 11 at 370-3033.

**THURSDAY, MARCH 10**

**LIVING TRUSTS**  
Madonna University hosts a free seminar on living trusts 7:30-9 p.m. at its Livonia campus. The seminar addresses managing your estate during your lifetime and eliminating probate fees and estate taxes. Speaker: John C. Rexford, lawyer. For reservations, call 591-5123.

**FRIDAY, MARCH 11**

**UNEMPLOYMENT INSURANCE**  
The American Society of Employers presents a seminar "Controlling Cost of Unemployment Insurance" 9 a.m. to 12:30 p.m. at its office, 23815 Northwestern Highway, Southfield. Speaker: Margaret O'Riley, executive director, Employer's Unemployment Council. Cost is \$95 for members, \$125 for non-members. Advance registration requested at 353-4500.

**RELATIONSHIP BELLING**  
John E. Mitchell will delve into such topics as understanding behavior, problem solving and managing your time during a seminar "Relationship Belling" 9 a.m. to 4 p.m. at the Somerset Inn, Troy. Cost is \$199 for advance registration, \$249 at the door. To register, call 313-652-7606.

**MARKETING WORKSHOP**  
The Michigan Association of Community Arts Agencies and the Accounting Aid Society sponsors a workshop on marketing and promoting arts and cultural organizations 9:30 a.m. to 2:30 p.m. at Schoolcraft College, 18600 Haggerty, Livonia. The fee of \$35 includes lunch. To register, call 961-1840.

**EMPLOYMENT LAW**  
The Council of Chambers of Commerce of Oakland County and Dickinson, Wright, Moon, VanDusen & Freeman present their "Fifth Annual Employment Law Update" 7:30 a.m. to 4:30 p.m. at Walsh College in Troy. Cost is \$90 for chamber members, \$120 for non-members. For information of reservations, call 810-473-3440.

**MONDAY, MARCH 14**

**COMMUNICATION SKILLS**  
The American Society of Employers presents a seminar "Win-Win Communication Skills" 9 a.m. to 4:30 p.m. at its offices, 23815 Northwestern Highway, Southfield. Speaker: Joe Tabern, Productive Training Services. Cost is \$195 for members, \$225 for non-members. Advance registration requested at 353-4500.

**WEDNESDAY, MARCH 16**

**LUNCHEON**  
The Society of Environmental Scientists hosts a luncheon discussion on "Plant Decontamination and Demolition" 11:30 a.m. at the Rensselaer Building, 100 Farmworth, Detroit. Speaker: Ronald Pardon, NAO property management group, General Motors. Cost is \$22 for Engineering Society of Detroit members, \$25 for non-members. For reservations, call 1-800-589-9907.

**PAPER LOSSES**  
Women in Communications hosts its annual recognition of the Freedom of Information Act with a dinner program at 6:30 p.m. at the New Anchor Bar, 450 Fort St., Detroit. Keynote speaker: Bryan Gruley, Detroit News-Washington Bureau reporter and author of the book Paper Wars about the News/Free Press joint operating agreement. Cost is \$18 for members, \$15 for students, and \$22 for non-members. For reservations, call 652-1460 by March 11.

**DATA TECHNOLOGY**  
The Data Processing Management Association Detroit Chapter hosts a discussion on "An Overview of Client/Server Technology" during its March meeting at the Skyline Club, 2000 Town Center, Suite 2800, Southfield. The cost for dinner, served at 6:30 p.m., is \$22 for members and students, \$27 for guests. The program, which begins at 7:45 p.m., is free and open to the public. For reservations, call 696-2707.

**SURVIVING CHAOS**  
The Women's Economic Club hosts Ann M. Morrison, executive editor of Fortune, who will speak on "The Chaos of Surviving in the Midst of Change" for the Westin Hotel, Detroit. Cost is \$18 for members, \$25 for guests. For reservations, call 923-5085.

**HUMAN RESOURCES**  
The National Association of Women Business Owners presents a four-part series on human resource issues to meet the special needs of small business owners who have too few employees to support an on-staff position. Sessions meet this date, April 20, May 18 and June 15 in Farmdale. Cost for NAWBO members is \$45 per session, \$155 for the series; non-members, \$65 per session, \$205 for the series. For information or reservations, call 396-3576.

**MARKETING BRANDS**  
The American Marketing Association Detroit Chapter hosts Joseph Plummer, director of worldwide planning for D'Arcy, Masius Benton & Bowles/New York, 5:30 p.m. at Embassy Suites, Southfield. Plummer will identify the benefits of building brand equity. Cost is \$25 for members, \$30 for non-members. For reservations, call 569-7095.

**MATERIAL MANAGEMENT**  
Oakland University Division of Continuing Education presents a seminar "Real-Time Material Management (Barcoding)" 9 a.m. to 4:30 p.m. at Meadow Brook Hall on campus in Rochester Hills. Speaker: Edward S. Coe. Cost is \$205, \$175 for members of the American Production and Inventory Control Society. For information, call 810-370-3100.

**THURSDAY, MARCH 17**

**SALES CONFERENCE**  
Network Productions sponsors a day-long professional development sales conference starting at 8:30 a.m. in the Westin Hotel at the Renaissance Center, Detroit. Speakers include Brian Tracey, Troy Alessandra and Lou Holtz. Cost is \$149. For reservations, call 810-669-1150.

**COLLECTIBLE CARS**  
The Bank of Bloomfield Hills presents a free seminar "Hot Wheels: Collectible Cars and What Investors are Buying" 7-8:30 p.m. at the Townsend Hotel in Birmingham. The forum is part of the bank's 1994 Alternative Investment Series. For reservations, call Kathy Conner at 810-644-2301.

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