

Stars from page 1F

national, Southfield. She'll coordinate sale and consumer information and commercial promotion for all NTT locations.

Sheldon L. Stone of Birmingham joined Plante & Moran, Southfield, as a management consulting associate. He specializes in banking, retail and service organizations. He previously was consulting director for Aim Executive, Troy. Stone

Ted J. Andrux of Rochester Hills joined ESPN's Detroit sales office as vice president of advertising sales-mid-eastern region. Before joining the network, he was vice president of sports sales for Turner Broadcasting.

Andrux

Thomas H. Bergh of Southfield, previously a senior associate of Raymond Prupok, became a shareholder in the Southfield law firm. He practices in the employee benefits, estate planning and business groups.

Bergh

Jim Williams of Berkley becomes art director for The Berline Group, a Bingham Farms advertising and public relations agency. He previously was art director for Bruce & Chato Advertising, Bloomfield Hills.

Williams

Michigan National Corp. Farmington Hills promoted Carol Repko to vice president. As director of welfare benefits, she oversees administrative, legal compliance and budget responsibilities for employee welfare benefit programs.

Repko

Richard I. Loeb of Huntington Woods, an attorney in the Detroit office of Miller, Canfield, Paddock and Stone, was appointed vice chairman of the F-1 Fiduciary Responsibility Committee of the Probate and Trust Division of the American Bar Association's Section on Real Property, Probate and Trust Law.

Loeb

Gordon A. Shull of Farmington Hills, a licensed representative for The Equitable, earned the Chartered Life Underwriter (CLU) designation from The American College. Bryn Mawr, Penn. His office is in Troy.

Shull

James T. Bender of Bloomfield Hills was named president and chief operating officer of Ziebart Corp. and Ziebart Canada. LUL He joined Ziebart's technical and marketing services division in 1978.

Bender

Raymond Markum of Westland joins Tennyson Chevrolet, Livonia, as an auto bodyman. He has 15 years' experience as a painter and bodyman, including more than four years with Masco in Redford. Detroiters Vince Ogletree, a student at Detroit College of Business, joins the parts-sales department.

Marta Rand-Weston of Royal Oak joined Unique Film & Video, Farmington Hills, as assistant editor. She's worked for Producers Color, Southfield, Filmcraft, Farmington Hills, and several Detroit-area advertising agencies.

The Michigan Society of Professional Engineers recognized two Oakland chapter members: Martin Gabriel of Bloomfield Township, senior reliability engineer for Ford Motor Co.'s powertrain operations, was named Michigan's Engineer of the Year. Robert Blanchard, a Lawrence Technological University student in Southfield, is Michigan's student of the year. The two, nominated from 19 statewide chapters, were recognized for contributions to MSPE and to the public.

Walnut from page 1F

Leigh sells lots only to buyers — not builders — to better maintain quality control. Buyers pay \$110,000 to \$165,000 for a lot. Bova Construction of Bloomfield Hills does the building.

Buyers can select from hundreds of designs provided by Leigh or bring in their own plans — as long as they meet quality standards.

And if that weren't enough, buyers at Walnut Brook will see that their little corner of the world probably will remain in a fairly natural state since it's bounded by a golf course, park and nature preserve.

"The number-one thing we hear (from visitors) is that it will be private forever," Leigh said. "Number two is the quality approach we take. People like that. Third is the beauty of the place."

You can start with the landscaping.

Leigh said he planted 600 trees including white spruce and red pine, 21 rock outcroppings, thou-

sands of perennials, 1,000 flats of annuals and 110 low voltage lights.

Electrical and cable utility lines are underground.

Then there's the quality assurance and architectural control measures.

For instance, ranches must be at least 2,400 square feet, two stories, 3,200 square feet. All garages must be "side entry. Each home must install and maintain an outdoor lamp.

Driveways shall be constructed of asphalt, brick pavers or aggregate, not concrete. Only in-ground pools are allowed. Fences marking boundaries are not permitted.

The majority of exterior walls must be brick or stone. High-quality shingles are required, as are non-obtrusive ridge-type roof vents wherever possible.

Also, builders and landscapers must clean up their job sites every day.

The subdivision, north of South Boulevard between Crooks

and Coolidge, is just a couple miles from two freeways. Yet right next door deer, fox and heron play in a wildlife sanctuary.

Leigh figures that houses in Walnut Brook will start at \$250,000 to \$400,000 and top out at about \$500,000, including lot.

"Most of the people in here are professionals — doctors, lawyers, CPAs, engineers or business owners or people who have real responsible positions in a company," Leigh said.

About 23 of the 74 lots have sold.

The subdivision is serviced by city water and sewers. Annual maintenance fee is projected at \$700 to \$800.

Leigh said he could make more money by selling lots directly to builders to sell to buyers, but he believes that selling to buyers and then limiting builders makes for better quality and control.

"The word in development is get in and get out," he said. "What happens sometimes when a builder owns the land is they do what they've got to do."

"I would be better off financially selling to builders, but personally I'm not happy with that," Leigh said. "I would make more money, but I'm making enough money... good money."

"I really want to be proud of the work I do. The real key is you can't make it just words. It's got to be a commitment in time and money," Leigh said.

Several people with houses under construction in the subdivision are looking forward to moving in.

"I just liked the location and

how it gave an up north feeling," said Barbara Mahilla, an associate real estate broker who is buying with husband, Joseph, a doctor.

"We enjoy the fact we're buffered by a golf course on one side, a nature preserve on the other and wetlands behind," she added.

Mel Golusin, a business owner, said he came upon the development while playing golf at Pine Trace.

"What attracted me was the way Gary Leigh was developing the fantastic landscaping and entrance," Golusin said. "It's in a very good location. You're right off I-75 and Adams, right off M-60 and Crooks, only two or three miles from the Somerset Mall area."

"Gary is pressing the integrity of building going on," Golusin continued. "Nobody is going to put in a shlock house. He's preserving everyone's interest. I like that."

"I thought they did a great job, making it attractive," said William A. Beluso, a lawyer, who is buying with his wife, Evelyn.

Walnut Brook is in the Avondale School District. The tax rate for city, county and school services in the wake of the March 16, statewide election is \$36.33 per \$1,000 of state equalized valuation, half of market value.

That means the owner of a \$400,000 house in the subdivision would pay about \$7,250 annually in property taxes.

The sales office at Walnut Brook Estates, (810) 299-0030, is open 11 a.m. to 6 p.m. daily.

Mexico from page 1F

Silver said he isn't worried that Mexico exhibitors, which he suspects are involved mainly with tooling and parts, will compete for business with him.

"Usually there is business we get as a result of attending, otherwise we wouldn't go," said Sheryl Harmon, vice president of NC Servo Technology and Master Tek in Westland.

Her companies are involved in hydraulic, electronic and instrumentation repairs.

"It can be very lucrative meeting with potential customers," Harmon said. "You're there, your reps are there, you have your booth. You can show them a lot more. Sometimes, you can make very good connections."

Midwest Business Systems in Southfield, an information technology company, participates in trade shows to cultivate relationships, not necessarily sales, said Brian Cartwright, marketing director.

"We're hoping to make contact with companies serious about being in compliance with Ford and Chrysler specifications," he

said. "We're looking for a long-term relationship. Sales relationships are secondary."

Sales generally follow from good relationships, Cartwright added.

Alan R. Peterson, sales manager for 3-Dimensional Services in Rochester Hills, a provider of design, engineering and graphic prototype services, looks upon expos as a necessary evil.

"All our competition is there so we have to be there," he said. "It's just one of those things you have to do. If you get one good person (sale) out of every three or four shows, that's what you need."

Automotive Appliance Co. of Livonia, a parts stamping operation, will participate in its first expo, said Larry Cripps, vice president and general manager.

"We're hoping to pick up some sales leads," he said. "Having never done one before, we don't know what audience will be there. It's a new experience. We'll give it a try to see how it works out."

"Our biggest customer now is Ford and it's short-term," Cripps added.

Walsh College slates summer call

Troy-based Walsh College has announced its registration schedule for summer semester.

Open registration for all students will be held through May 14. Classes begin May 2 and run until Aug. 8. Call (810) 683-8282 for the Troy campus or 549-5454 for the Novi campus.

Walsh College offers a Bachelor of Accountancy degree and a Bachelor of Business Administration

degree with majors in computer information systems, finance, general business, management and marketing.

Graduate degrees include a Master of Science in finance, management, professional accountancy and taxation. More than 3,800 students are currently enrolled at the upper-division college.

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