

# Stars

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Debbie Cortelloni of Plymouth was promoted to gold sales director for Discovery Toys. She'll train educational consultants/distributors and manage her own Discovery Toys business. She joined the California-based firm in 1983 as a consultant.

Allan Sittnick of West Bloomfield joined Rollins Hudg Hall of Michigan, Detroit, as vice president/construction division. He had been vice president/construction division for Willis-Carmou, Southfield.

Magdalen A. Ketchak of Birmingham, mortgage servicing department manager for First Federal of Michigan, Detroit, was elected senior vice president. She joined First Federal in 1974.

Alan Fink of Farmington Hills was promoted from regional director of operations to regional vice president of operations for HDS Services, a Farmington Hills food service and hospitality management firm.

Thomas E. Wolfe of Bloomfield Hills was named president and CEO of Ziebart International. He joined the firm in 1977 and previously was chief financial officer and executive vice president.

John B. Aifs of Bloomfield Hills became a principal of Colombo & Colombo, a Bloomfield Hills law firm, where he specializes in state and federal litigation, mainly in the areas commercial and civil trials, contract and real estate. He joined the firm as an associate in 1986.

Charlene Kowalski of Farmington joins WJBK-TV2, Southfield, as com-

munity relations producer. She also will fill in on news and entertainment promotion production. She has 17 years of public relations experience.

Steven W. Demeter, who'll relocate to the Troy area, was named chief operating officer for ROSS Operating Valve Co., Troy. He has been president, CEO and a member of the board of Karl Schmidt Unisia since 1984.

Robert Crumley of Plymouth was named vice president of the Asia-Pacific division for Romulus-based Kellogg-Hayes. He's held several key positions, including vice president of international operations and business development for worldwide ABS and controls.

Jerry Andrzejak of Royal Oak was promoted from product information supervisor to vice president, product information director for Borell Worldwide Advertising, Southfield. He joined the agency in 1983.

Andrew M. Bittlinger of West Bloomfield, a senior associate for Coopers & Lybrand, Detroit, received the William A. Patton award from the Michigan Association of Certified Public Accountants. The award goes to first-time candidates who receive the highest grade on the Michigan CPA exam and pass all sections at once. Bittlinger also earned an Elijah Watt Sells award with high distinction for receiving the highest grades nationwide.

Michael J. Wing of Garden City has joined Associates Creative Inc., a

Southfield business presentation and training systems company, as a senior program technician.

Donald P. Check of Walled Lake has joined Rittner French Associates as an architectural representative. The Rochester-based firm consists of architectural consultants and access control design specialists representing manufacturers of builders hardware, doors, toilet partitions, washroom accessories and other builders hardware products.

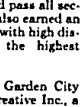
Robert A. Kokovich, vice president of Electro Sales Associates, Livonia, finished courses at Indiana University, earning the designation of Certified Professional Manufacturers Representative. The program was conducted by the Institute for Professional Advancement, based in Arlington, Tex.

Gov. John Engler appointed Dr. Michael Salter to the State of Michigan Board of Podiatric Medicine and Surgery. He's practiced in the Rochester-Detroit area for 22 years and heads the podiatry section at North Detroit General Hospital and St. Josephs Hospital/Almon.

M. Bonnie Squibbs of Warren has become a principal of Parkhill and Co., a Troy-based financial and project management consulting firm serving architects and engineers. She had been a senior consultant.

Ken Mann of Farmington Hills joined Stone, August, Baker Communications, Troy, as an account executive and graphic designer. He had been president of Design Communications, Southfield.

Attorney David M. Lawson of Troy has joined the litigation division of Hill Lewis in Birmingham. He had been special Livingston County prosecuting attorney since 1989. He was special Oakland County prosecuting attorney and special assistant attorney general to the Oakland County grand jury from 1978 to 1980. He's also on the Michigan Judicial Institute faculty.



# Brighten

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top, a new sink, a new faucet and a new floor can for a kitchen, maintain owners who have purchased those improvements.

Several companies here will be glad to do the work. Let's start with Kitchen Tune-Up, a national franchise operation that restores essentially with a good scrubbing.

Jack Balderras, based in Bloomfield Hills, said he's done more than 800 jobs in 3 1/2 years. "I can take a kitchen from the '60s and put it in the '90s in less than a day," he said. "We restore almost anything made of wood — regular wood, wood veneer or laminate."

"It's a nine-step restorative process," Balderras said. "We prepare a surface and using special degreasers, we get rid of gunk that builds up over the years, smoke and dirt that accumulates."

"We'll use special stains to get rid of nicks and scratches and those wear areas," he continued. "We do a hand-rub oil finish on everything we work on. That's the most important step. It's the closest thing to natural nutrients all wood loses as soon as a tree is cut."

Kitchen Tune-Up also will deal with other little annoyances that build up over time. "We lubricate all hinges. Stripped screws are repaired, door tracks lubricated and realigned if necessary," Balderras said.

The very last step of the process is cleaning and polishing countertops. "You'd be amazed how many jobs I win because I can save people the cost of replacing countertops," Balderras said.

The entire process costs \$348. "We do an average kitchen in less than a day without fumes or mess for less than \$350," Balderras said. "That's a real low-cost alternative."

Carol Larson of Farmington Hills and Suzanne Rhoades of Lathrup Village were happy with the service.

"The cupboards were looking bad," Larson said. "I couldn't do anything with them and they weren't the old. We had them replaced about 10 years ago."

"He (Balderras) showed me on one of my doors and I was really impressed. It not only looked good, but felt wonderful. My cupboards were like brand new. I thought it was fantastic."

"For about a thousand dollars, we got new countertops, a tune-up (cleaning) on the cupboards plus new hardware," Rhoades said. "It's like a brand new kitchen."

Then there are those people who want a little more — a new look without major plumbing or electrical alterations, without tying up a kitchen for weeks and getting away as inexpensively as possible.

That's where companies like Cabinet Clinic, with headquarters and factory in Livonia, Suburban Kitchen & Bath Construction in Garden City, Maday Valley Cabinets, headquartered in Beverly Hills, and Sears enter the picture.

They will remove old doors, custom make new wood or Formica door facings for existing cabinets, cover the exterior framework sides and bottom with matching material, then install new moldings.

Their customers typically have set down roots in the community and don't plan an immediate move. They want to enjoy the improvements themselves.

"They're basically telling us what they'd like

**'I can take a kitchen from the '60s and put it in the '90s in less than a day. We restore almost anything made of wood — regular wood, wood veneer or laminate.'**

Jack Balderras  
Kitchen Tune-Up

to do is remodel the kitchen, but they're on a budget and would prefer not to have their cabinetry ripped out," said David Dixon, sales manager for Suburban Kitchen & Bath.

"They're tired or bored with the kitchen," said Dennis Pink, owner of Kitchen Cabinet.

"They don't want to spend \$10,000 and up." "We're usually 30 to 50 percent savings off new cabinets," said Keith Abrams, a vice president for AMRY, which subcontractors work for Sears.

Most jobs are finished in three to five days. "It's an alternative to the mess, the hustle and bustle of having the kitchen torn up a few weeks," Abrams said.

Most of his jobs range from \$3,000 to \$4,500 complete, Dixon said. Pink figures \$3,000 to \$6,000 without a new floor — \$3,800 to \$8,000 with. A refacing, countertop and sink without a new floor through Maday would run \$3,000 to \$7,000, said Randy Anklem, president.

"Normal wear for a kitchen is 15 to 20 years," Pink said. "After that, it looks old, worn tired. They're ready to have something new."

While most clients expect to stay in their houses, a cabinet refacing can help a slow selling house move.

"The kitchen, let's face it, is one of the most used rooms in the house," Anklem said. "When someone is purchasing, if they walk in and it's all updated, it's one heckuva sales point."

Richard and Nancy Benglian of Livonia recently refaced their kitchen cabinets, the last step in a series of improvements launched by a faulty upstairs shower.

"(Refacing) was less expensive," Richard said. "Most who gave us quotes to replace or reface said our old cabinets were better than new, cheap ones. There are good ones, but they're outrageously expensive."

"We didn't want to tear up the kitchen," Benglian added. "You forget how much the kitchen is the heart of the home until you can't use it."

And the quality of the work? "It turned out really great," he said. "People come in and can't believe it's refacing."

Maureen and Thomas Grimes of Farmington Hills grew tired of the dated look of the kitchen in their 30-year-old house after living there about six years.

"It all started with a couple of burns on the Formica counter," Maureen said. "One thing led to another. We checked out both ways (new and refacing) and did a lot of research."

The Grimeses eventually settled on refacing, new counters and a new floor.

"Also, we thought for resale it (refacing) would be better," she said. "For us, it worked out really well. It's marvelous. I've recommended it to a lot of people."

# Rank

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Ranking-12th. Net '93 sales, \$2 million. Net '92 sales, \$1.1 million. Net '91 sales, \$223,000. Employees, eight. Founded, 1988.

■ Saturn Electronics & Engineering, electronic and electro-mechanical design and assemblies, Fremont, Wallace K. Tsuha, Jr. Headquartered in Rochester Hills. Ranking-13th. Net 1993 sales, \$40.3 million. Net '92 sales, \$25.7 million. Net '91 sales, \$3.8 million. Employees, 350. Founded, 1983.

■ Multi-Bank Services, institutional financial services specializing in fixed income securities. CEO, David T. Mazzareno. Headquartered in Southfield. Ranking-14th. Net 1993 sales, \$3.2 million. Net '92 sales, \$3.7 million. Net '91 sales, \$353,000. Employees, 82. Founded, 1983.

■ TempExchange, employment agency specializing in clerical, technical and light industrial placements. President, Jeffrey Chaffin. Headquartered in Southfield. Ranking-16th. Net 1993 sales, \$3.2 million. Net '92 sales, \$2 million. Net '91 sales, \$344,000. Employees, 13. Founded, 1988.

■ Venture VI, industrial water treatment and services. President, John J. Aifs. Headquartered in Walled Lake. Ranking-17th. Net 1993 sales, \$1.2 million. Net '92 sales, \$915,000. Net '91 sales, \$100,000. Employees, seven. Founded, 1989.

■ MCA Financial (formerly Mortgage Corp. of America), a full-service mortgage banking enterprise. CEO, Patrick D. Quinlan. Headquartered in Troy. Ranking-18th. Net 1993 sales, \$27 million (estimated). Net '92 sales, \$14.4 million. Net '91 sales, \$3.3 million. Employees, 350. Founded, 1985.

■ Business Television Video Systems, audio/visual dealer, distributor. President, Lynn Mason. Headquartered in Walled Lake. Ranking-20th. Net 1993 sales, \$7.8 million. Net '92 sales, \$3.3 million. Net '91 sales, \$365,000. Employees, 28. Founded, 1986.

■ Technical Training, provides development and instruction of technical training programs. CEO, Shirley A. Brzezinski. Headquartered in Rochester Hills. Ranking-21st. Net 1993 sales, \$3.8 million. Net '92 sales, \$3.1 million. Net '91 sales, \$468,000. Employees, 63. Founded, 1983.

■ Virtual Services, computer hardware sales and maintenance, software support and networking services. President, Alex J. Violes. Headquartered in Rochester Hills. Ranking-24th. Net 1993 sales, \$11.1 million. Net '92 sales, \$6.5 million. Net '91 sales, \$2 million. Employees, 65. Founded, 1984.

■ Phoenix Group, marketing services and database management. President, Robert J. Bacon. Headquartered in Farmington Hills. Ranking-26th. Net 1993 sales, \$20.6 million. Net '92 sales, \$21.9 million. Net '91 sales \$4.7 million. Employees, 230. Founded, 1982.

■ Engineering Services Group, a consortium of independent design and consulting companies. CEO, Michael J. Mario. Headquartered in Farmington Hills. Ranking-32nd. Net 1993 sales, \$15.8 million. Net '92 sales, \$7.3 million. Net '91 sales, \$2.5 million. Employees, 120. Founded, 1988.

■ Hypotek, permanent and contract placement services. President, Anthony Turkowski. Headquartered in Troy. Ranking-36th. Net 1993 sales, \$1.8 million. Net '92 sales, \$2.4 million. Net '91 sales, \$462,000. Employees, 30. Founded, 1983.

■ Lason Systems, provider of computer, optical and micrographic services. CEO, Allen J. Nabbitt. Head-

**■ The 100 companies combined generated almost \$1.4 billion in sales during 1993, according to Durocher, Dixon, Werba, a public/financial relations firm and co-sponsor of the study.**

quartered in Livonia. Ranking-40th. Net 1993 sales, \$40.8 million. Net '92 sales, \$25.2 million. Net '91 sales, \$10.1 million. Employees, 497. Founded, 1985.

■ PPOM, preferred health care provider organization. CEO, Richard Rogel. Headquartered in Southfield. Ranking-42nd. Net 1993 sales, \$21.9 million. Net '92 sales, \$16.5 million. Net '91 sales, \$16 million. Employees, 108. Founded, 1982.

■ University Moving & Storage, relocation and storage services. President, Elise Benedict. Headquartered in Livonia. Ranking-45th. Net 1993 sales, \$10 million. Net '92 sales, \$6.8 million. Net '91 sales, \$2.6 million. Employees, 125. Founded, 1989.

■ Feck and Borchard Consulting, computer consulting, computer aided design and direct reseller of IBM hardware. President, Michael G. Feck. Headquartered in Auburn Hills. Ranking-53rd. Net 1993 sales, \$4.2 million. Net '92 sales, \$3.5 million. Net '91 sales, \$1.7 million. Employees, 29. Founded, 1985.

■ Carter Marketing Group, manufacturer's representative. Headquartered in Troy. CEO, Mark Carter. Ranking-54th. Net 1993 sales, \$2.2 million. Net '92 sales, \$1.4 million. Net '91 sales, \$715,000. Employees, 29. Founded, 1983.

■ Duo-Gard Industries, manufacturer of energy efficient overglazing systems and modular building systems. Headquartered in Westland. CEO, Albert B. Miller. Ranking-57th. Net 1993 sales, \$1.8 million. Net '92 sales, \$728,000. Net '91 sales, \$341,000. Employees, 22. Founded, 1984.

■ Complete Business Solutions, consulting firm specializing in strategic systems development and software application development. CEO, Rajendra Vattikuti. Headquartered in Farmington Hills. Ranking-60th. Net 1993 sales, \$4.4 million. Net '92 sales, \$33.2 million. Net '91 sales, \$18.2 million. Employees, 675. Founded, 1989.

■ Petrus Three Software, develops, markets and supports electronic data interchange and shipping control software for auto suppliers. President, Walter Keyes. Headquartered in Livonia. Ranking-67th. Net 1993 sales, \$5.4 million. Net '92 sales, \$4.7 million. Net '91 sales, \$2.3 million. Employees, 51. Founded, 1984.

■ SunTel Services, voice and data communication systems, installations, parts and service. President, Gary B. Jackson. Headquartered in Troy. Ranking-69th. Net 1993 sales, \$7.8 million. Net '92 sales, \$7.4 million. Net '91 sales, \$3.3 million. Employees, 48. Founded, 1986.

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