

MALLS & MAINSTREETS

MONDAY, JANUARY 15, 1996

8A(F)

SHOPPING CENTERED



LINDA BACHRACH

See the softer side of the auto show

As I meandered through the auto show this week, I reminisced about the cars I've owned and how the models have changed as my lifestyle has changed. I think women are in some ways more practical and savvy car buyers than men.

We are not easily swayed by bells and whistles, or even status. We want a safe environment for our children, solid doors and anti-lock brakes, easy accessibility for car seats and grocery bags, quiet, comfort, and sporty (yet feminine) styling.

My first car was a practical Toyota Corolla that dependably transported me to and from college and expanded somehow to hold trunks and overflowing boxes on move-in days. After I was married and became pregnant, we bought a metallic green Oldsmobile Cutlass with a swivel driver's seat that allowed a growing tummy to get in and out of the car with ease.

As the family grew, the vehicles grew from a cumbersome brown Plymouth sedan to the first of a string of station wagons. We had a Chevrolet "woodie" (remember the snazzy woodgrain sides?) another slightly smaller Chevy wagon, and finally, a yellow Volvo station wagon. The Volvo, with standard transmission and absolutely no frills, was our car for the long haul — too expensive, but built to last.

And it did. Our kids, the neighborhood kids, and various soccer and swim teams depended upon the big, boxy banana-mobile for more than 10 years. It was heavy duty, safe as a steel vault and didn't have a cup holder, a cassette player or automatic anything. Imagine! Finally, when the



BMW Z3

(which today is the minivan stage), but we wanted sleeker styling.

Today, with two kids in college and a 16-year-old at home, I finally have a car that can, and will never, hold more than five people. "Phew! But, I'm at a brand new stage in my life. I'm ready for small, fun and sporty. My favorites at the auto show? Just park that BMW Z3 roadster in my driveway. Or give me a Miata, an Acura Integra sports coupe or even that little little Saturn SC2 in white or light plum.

What did other women choose at their favorites at the auto show? Rianne Doss of Detroit drooled over the Chrysler Sebring. Chris Morrisroe, public relations director at Hudson's, seconds the Sebring selection.

"I've been wanting a Jeep Cherokee," she said. "But, I think I could easily get my boys and the dog in the backseat of that gold Sebring convertible."

With a one-year-old baby, Marilyn Sawyer of Troy, likes the four-door Jimmy or the Mercury Villager. "The Jimmy is big enough for my very tall husband and it's easy to get the car seat in and out," she said. "Plus I love the fun colors." Sport utility fans should check out the



Saturn SC2

new Toyota RAV4, the fave of Susan Thomas from Livonia. "It's new and cool, more rounded than the Explorer," she said. The disappointment of the show? The Cadillac Catera may not have much going for it in the looks department. It was described by onlookers as "boring" and "styled like the old Taurus SHO." But it does have a three-drive memory system that automatically sets your mirrors and seat, heated seats, heated water squirts and swing-out cup holders, amenities that this woman definitely finds to her liking.

Linda Bachrach is a resident of Birmingham. She welcomes merchandise information from retailers to share with readers at (810) 644-1314, mailbox 1889. Or fax comments to (810) 644-1314.

LOOKING AHEAD

What to watch for in Malls & Mainstreets next week:

- Glove lessons mother never taught you.
- Linda Bachrach goes shopping for home furnishings.
- Retail Details briefs you on the latest market-place news.

New Hudson's plans services



Hudson's new Somerset North store in Troy will be a modern version of the "way Hudson's used to be," according to the woman chosen to manage the operation.

BY SUSAN DEMAGGIO

STAFF WRITER

Here's the scenario. It's September 1996. You're putting away your summer sling-backs and white leather sandals and you realize you need new shoes for all those fall suits. So what do you do?

You've been meaning to check out the new Somerset North mall in Troy. After all, Nordstrom, which opened in August, is famous for its shoe selections and excellent customer service. And that much-publicized new Hudson's is at the other end of the center. Where will you buy your shoes?

"Why Hudson's of course," laughed

Judith McCabe, Hudson's manager of the soon-to-be Somerset North store. "We'll be the store of choice. You'll find we've struck a balance between service and sales by listening to our customers. We'll also have the right merchandise. We have a strong vision for this store and I intend to mold it into what our customers have been asking for. I can't wait to make it happen!"

McCabe, recently moved to Troy from Grand Rapids where she managed operations at Hudson's Woodland Mall store. She said she asked for the Somerset North position the minute she learned of the company's

plans to open store number 22 at the new shopping center.

"I've been in retail almost all of my life, coming from a retail family," said the mother of two grown daughters. "I began my career at the Penney Co. I've opened several other stores for Hudson's."

In Grand Rapids, McCabe was active in many community events in addition to her retail duties. To escape the long work hours and mountains of paperwork, she and her significant other enjoy walking and reading at their Lake Michigan cottage. But she admitted spare time is minimal these days.

McCabe is personally interviewing personnel for sales associate positions at the Hudson's Somerset North store. She's accepting applications through the company's North-

See HUDSON'S, 3B



Managing director: Judith McCabe is hip-deep in store opening plans for Hudson's at Somerset North.

'Payless' for your groceries

BY LINDA ANN CHOMIN

STAFF WRITER

Looking to lower your grocery bills? Janet Janiga has the answer. The 40-something mother of four knows how difficult it is to stretch food dollars. That's why at Payless Groceries in Livonia, Janiga offers canned foods, cereals, dry goods, cleaning products, and health and beauty aids at discount. Compared to major chain stores, the slightly blemished seconds drastically reduce costs.

"We're a deep discount store with 85 to 90 percent of the products at half off except for coffee, pet foods, and diapers. When cereal is \$4 a box, this is a real bargain at \$2," said Janiga holding up a box of brand-name corn flakes. "And because it's a discount, we don't deal with anything perishable, no produce, no bread."

If you cook or bake, it's no secret the prices of bottled herbs and spices have skyrocketed. Caraway seeds cost nearly \$3 for about 2 ounces on aver-

See PAYLESS, 3B



Stocking shelves: Janet Janiga of Payless Groceries in Livonia puts boxes of reduced priced canned goods on the selling floor for customers who love a bargain.

Presence II is more than a gift shop to clientele

BY LESLIE SOLOMON

STAFF WRITER

Leslie Ann Pilling 35, was a frustrated shopper. Now she's a successful entrepreneur.

As the owner of Southfield's Presence II, she specializes in offering her customers jewelry, home accessories, antiques and collectibles.

A home business was launched when Pilling and a friend couldn't find any earrings they liked. With \$15

and one pair of earrings, their business adventure began. They started selling merchandise at home parties, at concessions in stores, and in boutique shows.

Leslie Pilling's big break came when a friend told her about some vacant store space in The Claymore apartment building on Franklin in Northwestern in Southfield. Pilling (now sole owner) made the decision to lease the space in one hour.

"If you're going to do it, do it right," the gutsy Pilling said. "Jump in — two feet, head first, straight in, and the how I did it."

It's been six years since she opened Presence II and even though it is located off the main shopping strip, her unique merchandise — utilizing 380 artists from 33 countries — and her personal touch, keep customers coming back.

And they come back for the jewelry.

Women can come in with an outfit, and if it needs a bracelet, necklace or earrings, Pilling creates it right then and there or takes special orders.

She also makes straps for antique handbags that can detach and be worn as necklaces.

"People in this area really love unusual pieces," said Pilling. "So Presence II carries unusual, hard-to-find

See GIFT SHOP, 9A

ADDED ATTRACTIONS

WEDNESDAY, JAN. 17

INFORMAL MODELING

Fashions from Hank's presented noon to 2 p.m. during lunch at Stage & Co. Boardwalk, Orchard Lake/Maple, West Bloomfield. (810) 855-6622.

THURSDAY, JAN. 18

SEWING SALE

Bargains at "snatch" 'em up prices," through Jan. 21. Tel-Twelve Mall, 12 Mile/Teknograph, Southfield. (810) 353-4111.

FRIDAY, JAN. 19

SPORTS COLLECTIBLES

Buy, sell and trade coins, cards and stamps through Jan. 21. Family Fun during regular mall hours. Sport celebrities make guest appearances, times to be announced. Contact mall for more details. Livonia Mall, Seven Mile/Middlebelt. (810) 476-1166.

MADRASAL EVENING

Hagopian World of Rugs hosts Detroit Ontario Society members Gervine Bourges, soprano; Lisa Nelson, alto; Ryan Wake, tenor; and Mark Kaczmarek, bass, performing music from Madrasal repertoire. 8:30 p.m. Refreshments begin at 6 p.m. 850 E. Woodward, Birmingham. (810) 392-2323.

BRIDAL TEA

Jacobson's Bridal Salon. Reservations required. Complimentary. Call for details. Also, "Wedding Insurance" show/benefit, Jan. 21, at Townesend Hotel in Birmingham. \$15 ticket goes to Oakland Center.

ty's Child Abuse and Neglect Council. Bridal vendors meet booth.

336 West Maple, Birmingham.

(810) 445-8669.

BY SHOW

CAMPING WORLD HOSTS ANNUAL SHOW AND SALE through Jan. 21 from 10 a.m. to 5 p.m. Novelty mobile and accessories on display, plus door prize drawings and advice booths. Call for catalog 1-800-835-1923. 43646 I-94 Service Drive, Belleville. (313) 699-2207.

SATURDAY, JAN. 20

ARTIST RECEPTION

Meet Ruth Allen from 11 a.m. to 4 p.m. at The Art Gallery and view her dried botanical and fabric creations. On Jan. 21, meet watercolor and oil painter artist Patty Auerbach from noon to 5 p.m. Great Oaks Mall, Livonia/Walton, Rochester Hills. (810) 689-8544.

SUNDAY, JAN. 21

STORYBOOK SUNDAY

"The Lion King," read by Chris Edmunds of WHBC radio 1 p.m. World Kids Press, musical troupe performs songs from the Disney movie. Fergie the Friendly dragon passes out discount tokens. Parents accumulating \$50 in purchases receive colorful reading mat for their kids. Fairlane Town Center, Southfield/Akron. Dearborn. (313) 593-1370.

MONDAY, JAN. 22

HEALTH EVENT

Free blood pressure screening and "Tips on Keeping New Year's Resolutions." 8-10 a.m. in Jacobson's Court. Co-sponsored by Mall and Bostford General Hospital. Laurel Park Place, So.field/Henrich. Livonia. (313) 462-1100.