

BUSINESS MARKETPLACE

Marketplace features a glimpse of Oakland County business and finance news and notes. Write: *Business Marketplace, Observer & Eccentric Newspapers, 805 E. Maple, Birmingham 48003. Our fax number is (810) 644-1314.*

WELDAY STEPS DOWN

Paul Welday of Farmington Hills, chief of staff to U.S. Rep. Joe Knollenberg (R-Bloomfield Township), has stepped down to join Market Strategies, a Republican political consulting firm based in Michigan. Welday, who joined the congressman's

staff in 1993, will continue to "play a key role" in Knollenberg's future campaign activities. Joining Knollenberg's staff is Birmingham native Amanda Barnett, who'll handle issues relating to the congressman's Foreign Operations Appropriations subpanel. Trent Wisecup returns to Knollenberg's staff where he'll serve as special projects coordinator from the Farmington Hills office.

TOP 20 MANAGERS

Seger-Elvekrog of Bloomfield Hills is listed in the Top 20

World's Best Money Managers in Nelson's 3Q96 edition. The top performers were selected by performance measurement and productivity. Nelson's Investment Manager Database includes data and performance information from 2,600 money management firms.

ACQUISITION

Savara Computer Solutions in Troy has expanded its programming and consulting department by acquiring CVC Programming. The firm's phone number is (810) 528-1130.

NEW OFFICE

Bianchi Public Relations, formerly of Bloomfield Hills, has moved to larger offices at 2701 Troy Center Drive, Suite 228, Troy. The phone number is (810) 269-1122.

BUSINESS WORKSHOPS

Business Enterprise Development Center, 1301 W. Long Lake, Troy, is offering the following workshops aimed at small-business owners and managers: Are You An Entrepreneur? will teach potential business people to imple-

ment their ideas and watch for pitfalls common to new business owners. The class runs 9 to 11:30 a.m., Feb. 4 and March 4. Call (810) 952-5800.

TOP DEALER

Auburn Hills-based TRM Communications Group, a full-service voice, video and data systems integrator, has earned Platinum Dealer status from Comdial Corp., a Charlottesville, Va. firm. TRM earned the distinction for its knowledge of advanced telecommunications, customer support and sales per-

formance. Comdial said, TRM also earned Ameritech's 5 Star Distributor status.

EARNs ACCREDITATION

Southfield's U.S. Medical Equipment, a supplier of home medical equipment and supplies, was accredited by the Joint Commission on Accreditation of Healthcare Organizations. U.S. Medical's CEO Jim Bogan said accreditation shows "We make a significant investment in quality on a day-to-day basis." Bogan added that accreditation is "another step toward excellence."

Odd Jobs from page D1

Foul Play Productions, which Harlow operates from her home, includes five part-time employees that work nights helping her run the parties.

Clients have included Bloomfield Hills Country Club, Beaumont Hospital and many corporations who toss annual parties for their employees.

Q. What made you decide to go into this type of business?

A. "Well, I went to a murder mystery party and because I'm a drama major, I was very unhappy with the party. You couldn't get near the suspects, you couldn't talk to them, they had their manuscripts with them. I just fretted all the way back from that party and I thought, why fret? Do something about it."

Q. So what did you do first?

A. "Well, I just did nothing for two years but write. When I felt I had enough material to start marketing it I opened up for business."

Q. All of your productions are originals there's no Agatha Christie copies?

A. "Oh no. I write the murder mysteries myself. So far I've written 18. Then what I do is have them copyrighted under my own name and charge my company royalties to use them."

Q. Did you interview and hire actors to play the parts?

A. "No. That's one thing about our company we do not use any outsiders. We only use people from whatever group we are doing. For example we are doing a party for Beaumont Hospital next weekend and the 10 suspects for the murder are 10 Beaumont employees who have

volunteered to play the parts."

Q. So can you walk me through the process of setting up a typical party?

A. "Well, when you call me I'll say, 'What kind of group do you have? Do you want something serious, or funny or a party with a theme like the Case of the Bad Slice that we have for a golf awards banquet?'"

Q. Is there ever a problem getting ten people to agree to be part of the cast?

A. "Once in awhile but if it happens we can just dispose of two or three suspects and things still work out okay. Once you have your suspects we send them their manuscripts about three or four weeks in advance. We call them and make sure they've looked at it and I'll talk to each one of them at least twice for 20 minutes or so where we discuss everything that's going to go on."

Q. Do you have to meet with the people and practice things like a play or what?

A. "No. We have a rehearsal the night of the party with the suspects but the only thing that's rehearsed are the death scenes. Then when everyone else comes to the party that night they are detective and they are put on teams to figure out who the killer is."

Q. What role do you play during the party?

A. "I am the M.C. I'll get up there after the first murder and explain how it happened and tell some of the circumstances. I'll remind the detective teams to listen carefully to the suspects and to try and get past the lies and fluff to the real

answers."

Q. Does your company provide the costumes or props?

A. "We don't do the costumes. We will provide props for a character if it's something hard to get like a wheelchair, or a cane or one of my characters wears a football helmet all night. We provide pads of paper, pens, cast lists and the synopsis of the mystery to all the detectives as they come in that night. They also have name tags and team names. We also provide the prizes for the winning team."

Q. How much does it cost to host a Foul Play Production?

A. "It depends. For a smaller party it's \$14.50 a person. Once you get up over 100 people we do group rates and that's really reasonable."

Q. What's the ideal number of party goers for this type of gathering?

A. "We prefer 60 or more. I'd say 150 is a nice size."

Q. What's the largest group you've worked with?

A. "We had 460 people at the Michigan District Judges Annual Convention. I was running between four microphones. It was pretty crazy."

Q. Is this a pretty steady business or is it seasonal?

A. "It's pretty busy except sometimes during the summer months. We do a lot of corporate parties especially around Christmas."

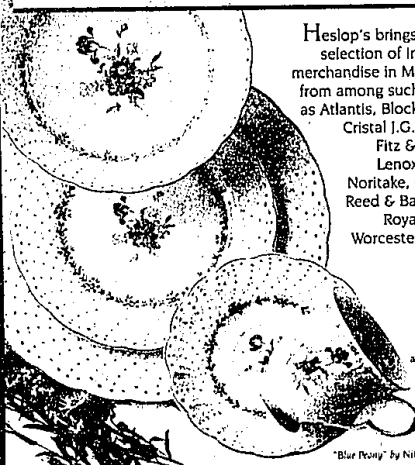
Q. Sounds like you're having a ball with this business.

A. "Oh yes. I just love my job. And I mean I really truly love my job. It's so much fun."

FOUR-DAY SALE

Heslop's

TAKE AN ADDITIONAL 20% OFF HESLOP'S EVERYDAY LOW PRICES ON SELECT DINNERWARE, FLATWARE, STEAMWARE, AND GIFTWARE.



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Sale does not include previously marked down merchandise. Select manufacturers' patterns are excluded. Please ask a salesperson for details.

THURSDAY, JANUARY 23-SUNDAY, JANUARY 26

METRO DETROIT:
Dearborn Heights, The Heights • (313) 274-8200
(Ford Rd. between Inlander and Beech Daly)
Livonia, Merritt-Five Plaza • (313) 322-1850
(On corner of Five Mile and Merrittman)
Novi, Novi Town Center • (810) 349-8090
Rochester, Meadowbrook Village Mall • (810) 375-0823
Roseville/St. Clair Shores • (810) 293-5461
Sterling Heights, Eastlake Commons • (810) 247-8111
(On corner of Hall Road and Hayes Road)

Troy, Oakland Mall • (810) 589-1433
West Bloomfield, Orchard Mall
(810) 737-8080 (Orchard Lake and 15 Mile)
OUTSTATE:
Ann Arbor, Colonnade • (313) 761-1002
(On Eisenhower Pkwy. west of Briarwood Mall)
Grand Rapids, Breton Village Mall
(616) 957-2145 (Breton Rd. and Burton Rd.)
Open Sundays!
Okemos, Meridian Mall • (517) 349-4008

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THE BRIDAL REGISTRY OF CHOICE
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FIND THE PIECES AND HELP BERT FINISH HIS BATH

A BEGAMIE STREET LIVE Activity



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Rubber Duckie, a bar of soap, a soap bubble, a towel, a scrub brush and the shower head to Bert's tub are missing from this picture. Look for the missing pieces IN TODAY'S CLASSIFIED SECTION! Color them in. Have an adult help you cut them out and then you can paste them in the right spaces. Now color in the rest of the page and mail it to:

SESAME STREET LIVE TICKETS
c/o 36251 Schoolcraft Rd.
Livonia, MI 48150

A random drawing will be held January 27 and 15 lucky winners will each receive 4 tickets to see SESAME STREET LIVE "LET'S PLAY SCHOOL" show appearing at The Fox Theatre, February 2nd at 2 p.m. Tickets will be mailed out to the winners. A list of winners will be printed in the paper on Thursday, Jan. 30.

COLORING ACTIVITY RULES:

1. All entries must be submitted with this official form.
2. Open to all ages 12 and under.
3. No purchase necessary.
4. Deadline for entries: Monday, Jan. 27
5. Winners selected by random drawings and contacted by mail.

NAME: _____
ADDRESS: _____
STATE: _____ ZIP: _____ PHONE NUMBER: (____) _____

Employers of the Observer & Eccentric, The Fox Theatre, Vee Corporation and their families are not eligible to win.

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NEWSPAPERS

Tues., Feb. 18

Taste Extravaganza

You'll enjoy fabulous entrees & exquisite desserts from over 20 restaurants, a wine tasting and music from members of the Livonia Symphony Orchestra while you mingle with top decision makers and industry leaders.

Weds., Feb. 19

Business Expo

Celebrating our 11th Anniversary!

Don't miss the opportunity of the year to make hundreds of business contacts and showcase your products or services!

Business Breakfast

8 a.m. - 9:30 a.m. \$15 per person

KEYNOTE SPEAKER: David Sowerby, Beacon Investment Co.

&
David Brandon, CEO Valassis Communications, Inc.

Seminars

Ongoing 10 a.m. - 4 p.m.
(free admission)

at the conveniently located
Burton Manor
27777 Schoolcraft Road - Livonia
(off I-96)

with its elegant atmosphere and state of the art features.

6 p.m. - 9 p.m.
(\$25 per person)

9:30 a.m. - 7 p.m.
(Free Admission)

for info call:
(313)

427-2122