

POS from F4

**BY BARR PIRT TEMPLETON
SPECIAL WRITER**

The familiar grocery store below "price check on register 12" could soon be a distant memory for local shoppers.

Great Lakes Data Systems (GLDS), in Southfield, has developed their own software for the retail market that features a touch screen terminal programmed to bring current accurate pricing to clerks' fingertips in seconds.

The software, Picture Perfect POS (point of sale), has high level graphic images that are used to display color pictures of fruit, produce and other non-bar coded items. The cashier need only place the items on a scale and then press the picture of the item on a monitor and the transaction is recorded instantly.

Conventional registers require at least four key strokes for the same result.

"We can now offer grocery stores and others the simplicity of touch-monitor tabulation that is faster and requires no memorization of item numbers and pricing," Richard Pringle, GLDS CEO said.

Creating the technology needed to make GLDS stand out in the marketplace is just what Pringle's employers had in mind when they hired him right out of college 23 years ago.

"I started out with an entry level job and was hired to develop their future computer oriented systems," Pringle, who shares

Taubman from F4

Funds from Operations, Sales, Rents Increase

Taubman Centers, Inc., based in Bloomfield Hills, issued its financial results Thursday which showed gains for the quarter and year-to-date periods ended June 30, 1997.

Taubman Centers, Inc., a real estate investment trust, is the managing general partner of The Taubman Realty Group Limited Partnership (TRG), which owns, develops, acquires and operates regional shopping centers nationally. For the quarter ended June 30, 1997, Funds From Operations (FFO) per share for Taubman Centers increased 8.7 percent to \$0.25 compared to \$0.23 per share in the second quarter of 1996. FFO per share for the six months ended June 30, 1997 was up 4.2 percent to \$0.60 compared to \$0.48 per share in 1996. As of June 30, 1997, there were 60.7 million Taubman Centers shares outstanding.

"We continue to have steady growth in our FFO," said Robert S. Taubman, president and chief executive officer. "Our confidence in the future growth of our company continues to be supported by the success of our development and expansion projects as well as our acquisition program."

TRG's EBITDA for the second quarter of 1997 was \$59.1 million, a 9.8 percent increase from the \$53.8 million in the prior year's comparable quarter. TRG's EBITDA for the six months ended June 30, 1997 was \$119.4 million, an 8.6 percent increase over the \$110.0 million in 1996. "Our 1996 acquisitions - Paseo Nuevo and La Cumbre Plaza in Santa Barbara and our former partner's 75 percent interest in Fairlane Town Center (Dearborn, Michigan) - contributed significantly to the EBITDA growth in the first half of 1997," said Lisa A. Payne, executive vice president and chief financial officer.

Distributable Cash Flow increased 17.9 percent in the quarter to \$34.6 million, compared to \$29.3 million in the second quarter of 1996. Distributable Cash Flow for the six months ended June 30, 1997 was \$70.5 million, up 15.8 percent from \$60.9 million in 1996.

The Mall at Tuttle Crossing opened July 24 in Columbus, Ohio. "With the center virtually 100 percent leased, this was the strongest opening in our company's history," said Mr. Taubman.

"On August 1, 135,000 square feet of new mall tenant space will debut at Westfarms in West Hartford, Connecticut. In addition to New England's first Nordstrom location, which will open on September 5, we are introducing such merchants as Restoration Hardware, Aveda Environmental Lifestyle Store, and J. Crew to this already dominant retail destination.

"We are also enthusiastic about the opening of Arizona Mills (Tempe, Arizona) in November, the first valuo

Marketplace features a glimpse of Oakland County Business news and notes.
Write: Business Marketplace, Eclectic Newspapers, Birmingham Eclectic, 305 E. Maple, Birmingham 48009. Our fax number is (248) 644-1314.

AWARDS

■ FILM HONORS

Southfield-based BBDO Detroit won 13 awards for its creative Dodge advertising at the 1997 Worldfest Houston Film Festival. The four gold, four silver and three bronze medals, along with the two merit awards, were achieved in the use of music, magazine, newspaper, automotive television and television campaign categories. The Worldfest Houston Film Festival recognizes excellence in film production and provides the opportunity for filmmakers to compete with the greatest pool of creative talent around the world.

■ SCHOLARSHIP RECIPIENTS

Kerri Gipson, daughter of Doreen Gipson of Clinton Township, and Michael George, son of James George of Troy, were each awarded a \$3,000 scholarship for the 1997-98 school year from Warren-based BT Office Products International. A 1994 graduate of Fraser High School, Gipson is a junior majoring in elementary education at Eastern Michigan University in Ypsilanti. A 1993 graduate of Bishop Foley High School in Madison Heights, George is entering his senior year at Oakland University in Rochester, where he is majoring in accounting.

■ TOP SUPPLIER

General Motors selected Cooper Automotive S.A. of Aubange, Belgium as a 1996 Supplier of the Year based on performance standards in the area of quality, service and price. The firm is part of Chesterfield, MO-based Cooper Automotive, which has OEM sales offices in Troy. Cooper Automotive S.A. manufactures Champion products for a variety of General Motors vehicles. This is the second consecutive year that Cooper Automotive of Aubange has received the honor.

CALENDAR

■ SEMINAR SERIES

"ChangeWorks! Change Management," a unique training experience that goes beyond the scope of typical change management programs, will be held from 8:30 a.m. to 4:30 p.m. on Tuesday, August 5, at Follmer, Rudzewicz & Co., P.C., 26200 American Drive, Suite 500, Southfield. The cost for the one-day seminar is \$275. The program is part of the 1997 FRC Seminar Series and is geared toward small business owners and managers. Fax required reservations to (810) 254-1805, attention ODT Department. For more information, call Sue Gainer at (810) 254-1040, ext. 334.

■ LOAN WORKSHOP

The Detroit-based Service Corps of Retired Executives, which has a branch in Birmingham, is holding a loan workshop from 8:45 a.m. to 12:30 p.m. on Aug. 6, in room 1194 of the McNamara Building, 477 Michigan Avenue, Detroit. Topics include analyzing financial statements, sources for a good loan proposal, SBA guaranteed loan program and the commercial loan from a banker's perspective. The fee is \$20 per person. For registration, call SCORE at (313) 226-7947, weekdays from 10 a.m. to 3 p.m.

■ NETWORK MEETING

The Southfield Chapter of Business Network International will hold its regular meeting from 7 a.m. to 8:30 a.m. at the Marriott Hotel, Northwestern Highway and Lohr Road, Southfield. For information, call the BNI regional office at (313) 844-3432.

■ WOMEN'S GOLF OUTING

The second annual National Women's Automotive Association Golf Outing will be held Tuesday, August 26, at Pine Trace Golf Club, 3600 Pine Trace Boulevard, Rochester Hills. The event features a golf clinic, money holes, a silent auction, opportunities for networking and a chance to win two cars. The outing begins with a continental breakfast at 7 a.m., followed by a shotgun start - 18 hole scramble at 8 a.m. At 12:30 p.m., golfers and non-golfers will gather for lunch, awards

MARKETPLACE

and a cash bar. Proceeds benefit the Scholarship Endowment Fund for Northwood University. Reservations will be accepted through August 15. There will be no refunds after August 1. The fee for golf, breakfast and lunch is \$85 for NWAA members and \$95 for non-members. Lunch for non-golfers is \$16 for members and \$20 for non-members. For information, call (248) 646-6250.

■ PRE-BUSINESS WORKSHOP

The Service Corps of Retired Executives is holding a pre-business workshop from 9 a.m. to 4:15 p.m. on August 18, at the Detroit Edison Headquarters Complex, 2000 Second Avenue off Bagley, Service Building Auditorium, Detroit. Topics include analyzing business opportunities, money management and business records, marketing and advertising and business plans and financing. The fee is \$15 per person. To register, call SCORE at (313) 226-7947, 10 a.m. to 3 p.m. weekdays.

■ EXPORT WORKSHOP

The Service Corps of Retired Executives is holding an export workshop from 9 a.m. to 12:45 p.m. on August 20, at the McNamara Federal Building, 477 Michigan Avenue, Room 896-8th Floor, Detroit. Topics include services available from the Federal Government and marketing your products/services in other countries. The fee is \$25 per person. Call SCORE at (313) 226-7947.

■ BUSINESS PLAN WORKSHOP

The Service Corps of Retired Executives is offering a business plan workshop from 8:45 a.m. to 1 p.m. on August 21, at the Oakland County Development & Planning Division, Executive Office Building, 1200 N. Telegraph Road, Room 104, Pontiac. Topics include preparing a business plan, introducing presentations on the elements of a business plan, examples of a business plan and sources for help. The fee is \$30 per person. To register, call SCORE at (313) 226-7947, 10 a.m. to 3 p.m. weekdays.

WHAT'S NEW

■ ROCHESTER HILLS OFFICE

Allen Brothers, Inc., a family-owned, multifaceted roofing company, is opening a modern office facility at 2691 Leach Road, Rochester Hills. The phone number is (248) 852-9535. Owned and operated by Robert and Gary Allen, the company specializes in commercial re-roofing, sheet metal fabrication and installation and custom residential service and repair.

■ FINANCIAL SERVICES

Rob Roy MacGregor of Birmingham opened a new office of LPL Financial Services at 1019 Haynes Street, Birmingham. He can be reached at (248) 644-9600. MacGregor is a registered representative who offers stocks, bonds, mutual funds, annuities and individual money managers to high net worth individuals and businesses. LPL is one of the leading financial services firms in the country with a network of 2,400 representatives in 1,200 branch offices across the country.

■ MARS ONLINE

Ken Barnett, executive vice president/general manager of Southfield-based MARS Advertising Co., announced the formation of MARS Online, a new high-tech division of MARS Advertising which will create, produce, install and manage electronic displays, digital direct mail, multimedia training programs and Internet-based marketing programs. Managing partner Michele Pzyr brings to the entity the assets of her multimedia company, Online Media, in order to provide clients with expanded and superior capabilities.

■ MARKETING FIRM

Peter Plotke, recently of Troy-based Stone, August Baker & Co., has formed a new company, Peter Plotke, Marketing Communications, 16299 Buckingham, Beverly Hills. Plotke is accredited by the Public Relations Society of America and has 25 years experience in public relations, advertising and marketing counsel. The new firm offers public relations ser-

vices and designs and produces brochures, literature, advertising and other marketing support. The phone number is (248) 646-1981. The e-mail address is Mireille@amartech.net.

■ WEB SITE

Onk Park-based Word Processing, Etc. is testing the Internet market-response and usefulness of a website for business through Inc. Magazine's Website, Inc. Online. Surfers can now visit WPE at: <http://www.inc.com/users/ideas2paper.html>. The site provides a new InfoTip every week on the home page. "InfoTips," a quarterly newsletter published by WPE, provides tips on word processing, writing, proofreading and designing. To receive a free introductory newsletter issue or a back-issues order form-list of InfoTips, send a short note and a #10 SASE to: Word Processing Etc., Subscription Dept., P.O. Box 47196, Oak Park, MI 48237. To be included on the mailing list to receive a catalog-brochure this fall or to order pre-designed paper items, call WPE or send a #10 SASE to WPE at the above address, ATTN: Mail-Order Dept. (Catalog). For a free consultation, call (248) 648-5207.

■ WOMEN'S ECONOMIC CLUB

Pamela Gostaira, president and CEO of Troy-based P. S. Abrams Inc., was elected president of the Women's Economic Club for 1997-1998. WEC board members include Julie Abner, an attorney at Troy-based Keywell Rosefield, P.C., and Gail Sanderson, market development manager for Troy-based David Advertising, Inc. The WEC is one of the largest and most prestigious business forums in the Midwest, with 1,400 members, including professionals from large and small businesses, government and non-profit organizations. For information, call (313) 963-5088.

■ MILESTONES

Joseph Sweeney of Mount Holly, New Jersey, joined MARS Advertising as director of new business development in the Philadelphia office. The firm also has offices in Southfield.

Are you financially prepared or financially at risk?

Take this brief quiz and find out.

YES NO

- ☐ I have a clear understanding of where the money I'll need in retirement will come from.
- ☐ If my estate were settled today, I know how much estate tax my heirs would have to pay.
- ☐ I know how much money I need to fund my children's college education and have a saving program in place to meet this goal.
- ☐ I have a clear understanding of what my net worth is.
- ☐ I know how much investment assets and insurance I need to protect my family if I were unable to work.
- ☐ I have completed a written financial plan and believe that I have implemented the necessary action steps to achieve my financial goals.

If you couldn't answer "YES" to at least four of the above six statements, consider this a financial wake-up call for you and your family. It's not as time-consuming as you think to get a financial plan in place for your future. And the first step is easy—all it takes is a phone call to your local Merrill Lynch office.

So call today to reserve your place at one of our informative seminars on "Planning to Achieve Your Financial Goals." With our financial plans rated #1 in 1996 for best value, Merrill Lynch is the market leader in helping our clients plan for—and achieve—their financial goals.

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Seminar Topic: Financial and Estate Planning	
DATE:	Wednesday, August 6th
TIME:	7:00 p.m.
PLACE:	Oxford Hills Country Club 300 East Briarwood Road Oxford MI
AND	
DATE:	Thursday, August 7th
TIME:	7:00 p.m.
PLACE:	Glen Oaks Country Club 10150 West Thirteen Mile Farmington Hills, MI
SPEAKERS:	Michael Graziani and Wayne Peters Both Financial Consultants Merrill Lynch Private Client Group
GUEST SPEAKER:	John Chace III, Attorney At Law
RSVP:	248-737-6215

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