# Retailers don't expect all doom & gloom

BY LANA MINI STAFF WRITER

In June retailers at Westland Mall predicted a 7 percent increase in sales for 2002, but after Sept. 11 they predicted enormous sales slumps. In September alone, nationwide, retail sales dropped 2.4 percent - the largest in more than 10 years.

Although the absolute economic effects of Sept. 11 are yet to be seen, with the holidays over and New Year here, local retailers say the economic grass seems to be greener than anticipated.

"Overall I'd say we did pretty well over the holidays and predict a (profit) increase for 2002 of about 4 percent, "said Westland Shopping Center spokeswoman Kellie Heppner. In June, Westland was hoping for a 7 percent increase in 2002 - but after the tragedy of Sept. 11, a reduced prediction of 4 percent doesn't seem that bad.

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uon of a percent doesn't seem that bad.
Jewelry sales were surprisingly strong, Heppner
said. In September it was down, but rebounded during the holidays. Apparel was hit a little but is
expected to increase with discounts on spring
lines.

## Downtown Rochester

Downtown Rochester

In downtown Rochester, retailers say 2002 might not be as bad as anticipated. The holiday season was okay and a new surge of Generation X & Y shoppers is helping the area.

"In recent years downtown Rochester primarily focused on shoppers over the age of 35, Kristina Trevarrow of the Rochestor Downtown Dovelopment Authority said. "Now were also attracting younger shoppers, Generation X & Y ... now homeowners in their mid-20s to early 20s."

Trevarrow, said officials in Rochester are in agreement with Main Street News, a publication for downtown and meinstreet retailers nationwide, that those younger shoppers are enjoying the outdoorsy, cozy feeling of downtown shopping districts. Trevarrow said she believes that now, more than ever, shoppers want a hometown atmosphere. In downtown Birmingham Principle Shopping District, said that over the holidays the shopping district in downtown Birmingham Principle Shopping district in downtown Birmingham held is own.

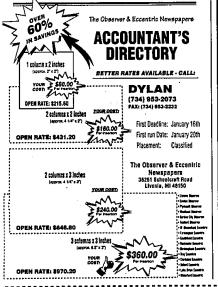
its own.

He's still waiting for survey results from the 250 retailers in the downtown area and therefore cannot officially "predict" what Birmingham expects for 2002, nor can he yet calculate exactly how well the retail holiday season turned out.

### Positive vibe

"But the vibe I'm receiving from business owners is pretty positive," Heiney said. Heppner said at Westland Shopping Center the service industry thrived — hairstylist, cosmetologists and photographers did very well.







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## WHERE CAN I FIND?

Through reader feedback, this interactive feature is dedicated to helping readers locate retail mer-chandise that's difficult to find.

chandise that's difficult to find.

If you have a request or information about where a product is sold or service is available, call (248) 901-2555 and leave a message with your name and phone number.

Please be patient about your requests and feedback; we receive an overwhelming number of phone calls. Also, please spell lany uncommon items. If you don't see information about your request, we couldn't find it. Requests are published twice.

WHAT WE FOUND:

- Puring no longer manufac-

- Purina no longer manufac-tures Cat Chow with tuna.
- For salt-rising bread, try the Baker's Rack in Plymouth, (734) 453-7788.
- (734) 463-7788.

  Spray & Wash gel can be bought at Damman Hardware stores.

  To remove moss and install copper on a roof, call RP Roofing in Howell, (517) 546-7739.
- Brushless shave cream can be bought at F&M in South-field. Clinique makeup makes men's brushless shave cream in a tube; sold at area department
- stores.

   Lord Isaac jeans, now sold under the name Isaac jeans, can be bought through the Old Pueblo Traders catalog, (800) 362-8400.

- 362-8400.

  For short-sleeved sweat shirts, call Cabela's in Dundee for a catalog, (734) 529-4700.

  A cloth calendar can be ordered through the Mory Maxim catalog, (800) 962-9504.

  For 1955 interior doors, call Richard Spens, (248) 474-2799. He does restoration of parts now and old.

FIND AND SEARCH: An organization that needs old trophies. A reader would like to donate the trophies.

WHERE CAN I FIND: - A store that sells food col-

- A store that sells women's plus-size corduroy slacks for Doris of Orchard Lake?

- A store that sells 1-inch marbles for the shooters for Charles?
- Charles?

  A resele shop that takes men's clothing (suits) for resule for Katherine?

  A store that sells the Farberware electric fry pan (any size) for Rhoda?

  A calligraphy class offered during the afternoon in the Livenia area?

- A store that sells a step stool with a seat and a back for Jocelyn?
- A store that sells a metal garment cabinet (30-36 inches) for Monica?
- or Monica?

   Someone to repair an old pump organ for Margaret?

   A bakery that makes and sells Tweels cookies for Carmen?
- A store that sells a tent for a child's twin bed for Rose-
- mary?

   A store that sells the replacement needles for a child's (old) Fisher Price record player for Nancy?

   A store that sells a Barble doll by Mattel dressed in the chinic Polish costume for Karen?

   A store that sells ladies'
- A store that sells ladies' batboxes for Bea of Garden City?

- City?

   Someone to repair mustic boxes for Kay?

   A store that sells Palmolive soap (green) hars for Brenda of Farmington Hills?

   A store that sells a trundle bed frame for Linda of Rochester Hills?

   A business that can refinish a cupboard door and small tabletop for Jackle of Bloomfield?
- Compiled by Sandi Jarackas