

Salem Story — A Third Expansion

Three major expansions in six years in an enviable growth record for any business firm. "Our work is never done. It seems like we just get something done, and it's time to start again."

That's the attitude of Salem Lumber Corp., 30650 Plymouth Rd., Livonia, and its co-owners M.J. Toutant and Tom Dare.

The pair, who purchased the former Shiley Lumber Company Branch in 1963, have done just that.

NOW COMPLETING a lumber storage unit in back and a face-lifting for the store front, they are already thinking of new jobs that will have to be done. Their building permit from the City of Livonia lists cost of the storage building at nearly \$70,000 and puts the remodeling price at \$14,400, for a total plant investment of nearly \$71,400. This doesn't include the future investment in increased inventory.

The shiny new front of glass, old-style lanterns, and green wood seem to say that everything is going well and business continues to expand as usual. Business continues as usual in back, too.

The blue-and-white striped buildings which were used to house swimming pool equipment last summer have taken the added responsibility of holding supplies for the new building.

The cement block 50' by 182' frame shows signs that progress is being made.

THE STORAGE UNIT, begun last month, will add 18,000 square feet of space, doubling its present capacity. The two-

floor building should be completed by the first of the year. "We're anticipating a 20 percent increase in our business because of this expansion," Toutant said.

Already having added three new salesmen to their current force of 20, they expect to hire an additional two or three men before Christmas.

INSIDE THE STORE, the face-lifting process continues. In one corner a rough structure

which will house increased electrical supplies stands. Plans are being made for a sporting goods shop to be called "Pierre's Outpost."

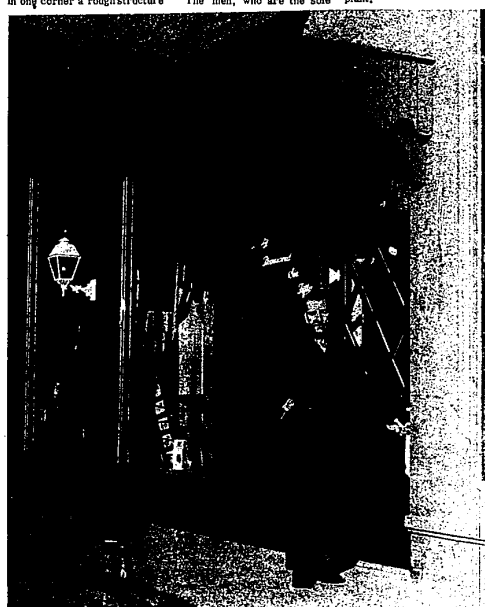
It will add fishing boats and trailers, canoes, rifles, ammunition, and snowmobiles to Salem Lumber's present line of paint, plumbing, home decorating aids, paneling and the usual line of nails, screws and bolts associated with a lumber store.

The men, who are the sole

stockholders of their corporation, have divided the major responsibilities between them.

TOUTANT, known as "Frenchy" to his friends and customers, handles all the merchandising and purchasing of panels and hardware equipment.

Dare orders and takes care of the boxcars full of lumber which are often delivered to the plant.



SALEM LUMBER'S co-owner is the outgoing, personable M. J. Toutant, whom everyone calls "Frenchy." (Observer photo)



FORCING BULBS INDOORS: There's still time to force bulbs for winter beauty indoors. Start out with a soil mixture of 1/2 each, sand, peat and loam. Place a few pieces of broken pots, chips, or charcoal, in the bottom of the pot for drainage.

Add soil mixture to within a couple inches from the top. Next, place three tulip bulbs in a five-inch pot (inside - diameter), keeping the flat side of the bulb toward the wall of the pot.

The reason: the lower leaf grows from this side and you get a better shaped pot of flowers. Allow the tips to stick out above the soil surface.

For hyacinths, plant bulbs in a 6" or 7" - inch pot or one bulb to a 3-inch pot. Some gardeners grow them in water using a special hyacinth glass which is designed to hold the bulb but only the base is in water. Bulbs to be grown in water glasses should be kept in a cool, dry place, then set into the glasses in early December.

Narcissus bulbs can be planted now too. Use four bulbs in a 7-inch pot and let the tips show above the soil. Paperwhite and paperyellow narcissus are exceptions and can be planted in bowls of pebbles. The paperwhites will root in about two weeks and can be brought to light in as cool a location above freezing as you can find.

ROAST PUMPKIN SEEDS: Here's a good recipe sent us by a reader who enjoys roasted pumpkin seeds. First, remove pulp from seed, but do not wash. Mix 1 1/2 T. of butter or cooking oil for each two C. of seeds, plus 1 1/4 T. of salt. Bake slowly in 250 degrees oven in a shallow pan, stirring occasionally, until they are crisp and brown. Incidentally, pumpkin and sunflower seeds are highly nutritious. If any of our readers

have other tips for using these seeds, please send them along as we are preparing a bulletin on the subject. This will be offered free of charge, when compiled.

GREEN THUMB CLINIC: A reader writes: "Last year our zinnias were a terrible mess. They turned brown and died after doing so nicely all summer. What went wrong?"

Answer: I think your trouble was alternaria blight, a rather common zinnia blight. It is worse when weather is damp or wet. Control: Use resistant varieties such as State Fair. No zinnias 100 percent disease resistant, but some resist the blight more than others.

The same for asters. Some varieties are wilt-resistant, but it doesn't mean the plants won't get yellows or mosaic disease.

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