



Model Lisa DeWitt and Ray Foucher, vice-president of Fiberfab of Michigan, a Farmington-based firm, demonstrate the legroom in

the three-wheeled customized Scarab, which is powered by a 750cc Kawasaki motorcycle. (Staff photo by Harry Mauthe)



Ray Foucher of Fiberfab of Michigan explains the design concepts of one of his firm's

six customized fiberglass car kits. (Staff photo by Harry Mauthe)

Driver individuality stressed at Fiberfab

By RON GARBERSKI

They started their business developing experimental free-flight machines, but recently introduced a sports module that's opened the eyes of many motorists.

Larry Foucher, president of Fiberfab of Michigan, 2680 Nine Mile in Farmington, has been searching for a vehicle that would provide stylish, non-racing and economical transportation.

Earlier this year, he came to work one morning more excited than his son Ray had ever seen him.

About three months ago, his father became curious about several different modes of transportation," said Ray, who is the company's vice president.

"He found a sleek, racy, three-wheel car that can convert a motorcycle into an all-season vehicle."

This three-wheeler is the Scarab, a 650-pound customized car body that permits motorcycle owners to keep their bikes on the road even in the rain and snow.

"MANY PEOPLE are amazed. They don't believe the Scarab is really a motorcycle. It provides a very stable ride and is built upon the reverse tri-cycle concept, so a takes a lot to tip the three wheel car," Ray explained.

The Scarab comes in a pre-cut kit or can be custom built by the Foucher's, who also operate Hycraft Industries of Farmington, an experimental flight testing company.

Since February, they have been handling

the Fiberfab line of customized car kits. Their line of products include five kits that are built over old car chassis with V-8 engines.

The Scarab is designed around a motorcycle and has two wheels up front and the original bike wheel and engine in the rear.

"These cars are designed in conversion kits. In about 40-50 hours anyone who is handy can make it rideable," Ray continued.

"But it takes about twice that long to really put together the interior just the way an owner wants it."

The Scarab performance-wise stands up to a regular motorcycle, Ray says.

It is built on a standard Volkswagen chassis, gets good gas mileage (about 40 miles-per-gallon) and handles excep-

tionally well, as rated by Popular Science, a national magazine that conducts on motor vehicle testing.

IN WARM WEATHER, a Scarab owner can remove the three-wheel car's top and attach a windshield. This conversion takes about 15 minutes and produces "the ultimate in convertible conversion for those wanting to ride a motorcycle and enjoy the space of a car."

At the Car-rama, a custom car show, the Foucher's won a trophy for the Scarab's unique interior and design.

"A lot of people came away from that show really excited about the car. That really got us excited about the car, too," Ray continued.

"Up until then, we were keeping a low profile. But now that people know what our car looks like and what we do, we're picking up business. The response so far has been terrific and everybody wants to see what the Scarab can do," he said.

Filing orders had kept us stable. We didn't expect any demand for our product until after we had something to show the public."

Fiberfab provides only black interiors, but Foucher says his firm will design or provide customers with any type of interior they desire.

"The Scarab is going to wake up a lot of motorists. It is only in its prototype stage, but we have a lot of great ideas we think can improve it even further," Ray explained.

"It looks better than a stock motorcycle and when customized with a special interior, it shines like a jewel."

RAY SAID his firm is attempting to appeal to motorists who want more than something to just show their friends.

With their bikes customized around the Scarab body, it becomes the ultimate in a dune buggy. Someone who has a bike larger than 450 cc can use their motor cycle year-around now," Ray concluded.

All six models conform to automobile safety standards for customized cars and are street legal in every part of the United States.

Fiberfab of Farmington is the Michigan distributor for the custom car kits and the Foucher's are now setting up dealerships around the state.

At Tennis Everyone

By CARL STODDARD

Tennis—at least in the minds of some people—was an elite game played by the rich and typified by bright white tennis clothes.

"When I lived in New York I used to go

to Forest Hills," Rosie Falls says, "and I was used by the press there. They were the elite group. Now it isn't so."

Tennis is the sport of everyone these days. The West Bloomfield resident contends. And so manager of Tennis Everyone, a Southfield tennis shop, Ms. Falls

stands ready to outfit everyone for the sport.

Tennis Everyone, located in Farrell's Plaza, 3073 Southfield Road, is one of a handful of shops in the area that carries exclusively tennis clothes and equipment.

"A lot of other stores carry everything—hunting, fishing equipment—but with us it's just tennis."

"When somebody comes in here and wants to be outfitted, we do it from the top of their head to the bottom of their feet."

Tennis Everyone opened in September 1975 and is owned by Marshall Green. Ms. Falls was working for another tennis store, but was hired away to work as manager of the Southfield operation.

Since her arrival, the energetic ex-wife of sports columnist Joe Falls says, she has secured items from virtually every major tennis-oriented tennis manufacturer.

"We have it all," she says with typical enthusiasm. "This is what we intended to do."

"We have people coming in here saying 'We just started lessons. What do we do?'"

That, in most cases, is all they need. Tennis takes over from there.

She recommends tennis outfits, helps them find a racquet suited to them, and supplies them with shoes and all the other equipment needed to get a start in the sport.

The store carries tennis shoes, tennis bags, tennis balls, tennis rackets, tennis balls, tennis shorts, tennis shirts, tennis dresses, tennis wristbands, tennis elbow bands, tennis towels and even a tennis cookbook (with such delicacies as singles salad).

ANOTHER HOT ITEM is warm-up suits, she says. The suits have become especially popular with the advent of indoor tennis courts.

"They keep the courts cool," she explains.

As the interest in tennis has grown, the old rule that white must be worn on the courts has faded. Well, not exactly faded. White has been replaced by bright red, be-cause tennis is in, too. There are very few (tennis clubs) in the country anymore that insist on white.

The tennis shop carries rackets ranging from \$10 to \$80. Strings for the more expensive rackets are extra: \$12 for nylon, \$15 for all filled and \$20 for gut. Rackets can be strung or restrung in the shop. Another service available at Tennis Everyone is the replacing of grips on tennis rackets.

Stringing and restringing can be done while the customer waits.



Rosie Falls talks about the many fashions her shop offers for those specializing in tennis. (Staff photo by Gary Friedman)

Hamilton paints profit picture

1975 was a very good year for the Hamilton International Corporation.

The Farmington Hills based company acquired the Pepsi Cola Bottling Co. and the Flavette Corporation, a soft-drink concentrate manufacturer, which allowed it to substantially increase their yearly profits.

Both of these acquisitions contributed to the company's profitability in 1975 and the continuance of the corporate turnaround which began three years ago," Richard H. Headlee, president and chief executive officer of the corporation, told shareholders recently.

According to Headlee, Hamilton bought all of the capital stock of Flavette for \$18,974,000. The 252,000 square foot facility employs 425 persons.

"DURING THE final two months of 1975, Pepsi-Cola and the Flavette Corporation contributed \$4,828,000 to our operating income before taxes and interest expense," he said.

"During the first quarter of 1976, the bottling subsidiaries continued their contribution to the company's improved operational results by \$7,367,400 in revenues and \$514,700 in earnings," he said.

The company's earnings for 1975 increased by 13 percent from its 1974 earnings.

"For 1976, earnings were \$2,523,000 or 47 cents per share," he said. "This is a 13 percent increase over the \$2,211,000 or 41 cents per share recorded in 1974."

"REVENUES OF \$46,770,000 for 1975 rep-

Tod Phillips named as group sales rep

Tod R. Phillips, of Farmington Hills, has been promoted to group sales representative in the Detroit Group office of State Mutual Life Assurance Company of America.

A 1975 graduate of Harvard College, he joined state mutual as a group service representative last year. He and his wife live at 26028 Highway Court. State Mutual's Detroit Group office is located in Southfield.

Tidy up house before moving

A spring clean-up is especially important for families intending to place their house on the market in the next few months. A spruced-up house creates far greater buyer interest than one obviously needing work.

One clean-up task that makes a big difference at sale time is exterior painting, a job that is fairly easy for homeowners if the right steps are followed, said United Northwest Realty Association.

If you are painting over old exterior mud, first eliminate any mildew or fungus that may have accumulated around the eaves or overhang. This can be done with a detergent of low-solids quality added into a bleach solution and scrubbed over all possible affected areas. Repeated scrubbing may be necessary before all mildew is killed and painting can begin.

IF YOUR HOME requires some repairs, you may be painting over new wood, such as pattern siding or plywood. Then it is best to first use an undercoat or primer which is more mildew resistant than top coats of exterior house paint. Primer also is soft and has penetrating qualities that create a stable foundation for the final coat or coats of paint.

However, with the superior quality of

paints now on the market and with the broad use of aluminum, vinyl and other plastics of easily maintained siding, painting may not be needed. In such cases, a long handled scrub brush and a garden hose with liquid spray attachment may be in order to give the home a clean, fresh look.

Any detergent or other cleaning agent used in the hose attachment should be mild so as not to damage nearby shrubs and other landscape plants.

SPRING ALSO is a good time for potential house sellers to examine shrubs and other plantings to ensure that they present in the best attachment should be mild so as not to damage nearby shrubs and other landscape plants.

Lawn care is another exterior area where it may prove beneficial for sellers to spend minor sums and some effort. Putting down weed killer, rereading lawn spots, trimming and edging usually require little time and cost but the results of such action could help clinch the sale of the house, say the experts.



Vijay Jainik of Farmington Hills has been promoted to second vice-president, management systems development of Advance Mortgage Corporation. He joined advance in 1974 on an MBA internship program.

GM promotes 2

In an effort to achieve greater coordination, General Motors recently announced a top-level reorganization involving two area men.

Albert Hladings, of Bloomfield Hills and Gabriel Tiberto, of Farmington Hills, have been promoted to positions on the manufacturing staff.

Hladings, who has been director of the Argonaut Realty Division, is now the director of real estate and property management. Tiberto, who has been director of the energy management section, is now director of a new energy management and plant engineering division.

The reorganization will consolidate all GM central office energy management and plant engineering activities under Tiberto. Previously, some of these activities were handled by the manufacturing staff and environmental activities staffs and Argonaut Realty Division.

Hladings' new assignment consolidates all real estate and property management functions.

Hladings joined GM as a junior engineer with the DeLo-Rey Division in August, 1966. He served in various engineering positions prior to being appointed supervisor of labor relations in the 1969 and the director of salaried personnel in 1972.

He was named director of salaried per-

sonnel at Frigidaire Division in August, 1966. From there he was transferred to central office, Detroit, as assistant director of the salaried personnel section.

He was then promoted to the position of assistant director of salaried personnel in 1968 and was serving in that capacity when he was named manager of the Argonaut Realty Division in 1968. He became director of Argonaut in 1974.

Tiberto joined GM in 1961 as a plant layout engineer for the Rochester Products Division in New York. He served in a number of engineering and supervisory positions in that division before being named assistant superintendent of utilities in 1966.

In 1961, Tiberto transferred to GM's corporate staff as an engineer in the power section. In this position he specialized in industrial pollution control activities.

He was named director of plant engineering, GM manufacturing staff in 1971 and joined the environmental activities staff when it was formed one month later.

On that staff he was appointed director of plant and environmental engineering and was serving in that position when he was named director of energy conservation for GM in 1973. He became director of the energy management section in 1974.