

Area Realtors Honor Leader

Members of the Western Wayne-Oakland Board of Realtors have named their president, Edward J. Dub, 1969



EDWARD J. DUB
Realtor of Year

Builder's Topic To Be Condominiums

Speaker at the first fall meeting of the membership of the Builders Association of Metropolitan Detroit will be Keith Romney, housing consultant for Thompson-Brown Co., a major builder of homes and apartments.

Romney, a relative of former Gov. George Romney of Michigan, is a former resident of Salt Lake City and joined Thompson-Brown this year.

The meeting of the 800-member BAMD will be on Wednesday, Sept. 24, in Raleigh House, 25300 Telegraph Road at 10 Mile, Southfield, with dinner starting at 6 p.m.

Romney will discuss condominiums and their potential profit in the present market.

Also under discussion at the meeting will be the "trah in lending" law and how it will affect builders of single homes and other types of residential properties.

"realtor of the year."

The member so honored is chosen annually on the basis of his contribution to the real estate business.

A director of the 1,800 member-realtor group since 1962, Dub has also served as secretary, treasurer and vice president. A real estate man for 15 years, Dub has acted as chairman of virtually every committee of UNRA-WWOBR during that time.

As this year's president, Dub initiated the board's activity in the "right the night" campaign, a community-oriented program for crime prevention and beautification.

CO-MANAGER OF Matustowski-Dub Realtors, Dub is a graduate of the University of Michigan Real Estate Institute and has been awarded the designation of Graduate Real Estate Institute. He was recently elected secretary of the Metropolitan Detroit Council of Real Estate Boards, which is composed of 10 realtor boards in five-county area.



DON MARINO (right), president and owner of Colony Chrysler-Plymouth Inc. in Plymouth, displays the distinguished dealer award presented by Don Doake, business manager of Chrysler Corp. Only 14 of 217 dealers in a three-state region received them. It was Marino's second in two years for his sales effort.

Anchor Names Two EVPs

LIBERTYVILLE, ILL. Directors of Anchor Coupling Co., which has a plant in Plymouth, have created two posts of executive vice president.

Named to fill them were Richard E. Lyons, formerly a vice president for engineering and manufacturing, and John Fritsch, formerly a vice president, assistant to the president and secretary.

Don F. Strunberg, Anchor president, said the positions were established to provide better administrative coordination.

Fritsch will continue as Anchor secretary and assume overall administration of finance and sales.

Lyons' position will call for the same administrative duties as before.

Real Estate Classes At OU

ROCHESTER Seventeen real estate courses are slated for Oakland University's adult evening program beginning the week of Sept. 22, included are both Real Estate Institute I and II leading to the Michigan Real Estate Association's "C.R.I." professional certification.

COURSE EXPANSION has been designed to offer both the professional and layman a comprehensive group of courses covering the vital aspects of today's real estate business.

For the professional there is: real estate law, appraisal,

appraisal report writing and review, finance, sales techniques, property taxation, mortgage equity capitalization, and review courses for both the broker's and salesmen's license examinations.

Also, a course called "What's New in Real Estate" has been added to deliver current industry developments such as promotion, legal opinions, mortgage sources, the latest tax considerations and management trends.

COURSES APPEALING to both the interested layman and professional will cover real estate investment, management, construction and community planning, a new course offering a unique view of today's urban community with respect to planning for the future.

Emphasis will be on the practical application of techniques and analysis covering topics of community facilities, zoning, thoroughfares, future land use, and federal aid programs, with an orientation toward local planning commissions, city councils and boards of supervisors as well as interested citizens.

More than 40 instructors and lecturers from leading law firms, banks, appraisal, real estate and investment firms will conduct the evening real estate program at Oakland University.

Their backgrounds and everyday experiences in the field bring fresh new material to every class, and the interaction of interested class members expands the content even further.

Catalogs and a special real estate brochure describing all of the 190 adult evening courses scheduled for the fall term may be obtained by contacting O.U.'s Division of Continuing Education, Rochester, Mich. 48063.

Joins Dura

John E. Courtney has been appointed sales representative for the Chrysler Corp. account at Dura Corporation's Automotive Division. Prior to joining Dura, Courtney was with the Avis Industrial Corporation.

Wood Parasol Converts Patio To Pavilion

Why not build a wood parasol to shade a dining pavilion on your patio?

Lay out a circle about 16 feet in diameter, then erect six 4x4-inch cedar posts around the perimeter, spacing them evenly.

Connect two opposite posts with a pair of 2x10-inch beams. Now run 2x8 beams from each of the other four posts to the center, joining them to fit over the upper edge of the 2x10.

From post to post around the circle, set 2x6 perimeter beams, latching their ends against the sides of the crosswise beams. Do the same near the center of the circle.

Then, from midpoint to the perimeter, nail cedar 1x2s on edge, framing them out from center to edge like the ribs of an open umbrella.

You can paint or stain the dining patio's parasol, but it's smarter to let the cedar weather naturally, both to avoid upkeep and to take advantage of cedar's sparkling silver color.

Noisy Plumbing Top Complaint

In a recent survey on what women like and don't like about their bathroom, noisy water closets ranked high on the list of complaints.

The survey also showed that the average homeowner doesn't realize that water closets, like everything else she can buy, come in various qualities.

Just like everything else she can buy, come in various qualities.

When it comes to bathroom equipment, it certainly pays to buy the best.

The best water closet is the siphon jet. It has the best flushing action, is the quietest and the easiest to keep clean.

Braun Buys Burroughs Data System

DETROIT C F Braun & Co., an international engineering and construction firm with headquarters in Alhambra, Calif., has placed an order with Burroughs Corporation for a B6500 electronic data processing system.

Braun will use the B6500 for engineering, accounting and research. The firm's Murray Hill, N.J., facilities will have direct on-line access to the B6500 computer in Alhambra, and several time sharing terminals will be located in both Murray Hill and Alhambra.

The B6500, scheduled for installation in July 1970, is valued at approximately \$2,000,000. However, when the system is installed and facility modifications and programming are completed, Braun expects to have invested some \$4.5 million in its data processing operations.

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Home Improvement Realtors' Topic Tax Shelters

The United Northwestern Realty Association - Western Wayne-Oakland County Board of Realtors will stage a seminar on real estate and tax shelters on Thursday, Sept. 25, Edward J. Dub, president, announced.

Brokers and salesmen throughout the Detroit metropolitan area are invited to the day-long session in Raleigh House, 25300 Telegraph Road, Southfield.

DAVE DIEGELMAN, veteran California realtor and nationally known authority in the field of property exchanges, will conduct the seminar.

"Tax-shelter sales and exchanges are becoming an increasingly vital portion of the service a broker or salesman can offer to his customers, particularly in view of the present tight money market," Dub explained.

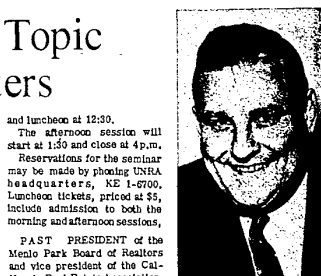
Starting at 9 a.m., the conference will feature a morning session devoted to actual sales situations involving taxshelters and exchanges, and an afternoon session designed to increase skills in exchanging, syndication, financing and selling investment properties.

There will be a mid-morning break for coffee and rolls, a cash-bar social period at noon, and luncheon at 12:30.

The afternoon session will start at 1:30 and close at 4 p.m.

Reservations for the seminar may be made by phoning UNRA headquarters, KE 1-5700. Luncheon tickets, priced at \$5, include admission to both the morning and afternoon sessions.

PAST PRESIDENT of the Menlo Park Board of Realtors and vice president of the California Real Estate Association, Diegelman is author of "The Tax Shelter of Real Estate."



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Tax Shelter Expert

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