

marketplace

ERB LUMBER Co. of Birmingham reported third-quarter revenues were \$32,636,000, a decrease of 18 percent from the \$39,771,000 of the same period last year. Net income was \$921,000, a decrease of 41 percent from the \$1,551,000 reported in 1979. Revenues for the nine months of 1980 were down 11 percent and net income dropped 16 percent. Earnings per share were 95 cents for the third quarter and \$2.38 for the nine-month period, showing a smaller percentage decrease than the decrease in net income due to a smaller number of shares outstanding.

W.B. DONER and Co. of Southfield was named by the Automobile Club of Michigan to help develop new marketing strategies and advertising programs aimed at increasing membership in its life and homeowner policies. Stockwell-Mareuse Inc. of Birmingham will handle special assignments including locally oriented radio sponsorship.

ACCOUNTANTS Two Personnel Agency has opened an office in Suite 2510 of 3000 Town Center in Southfield. Joan Meyer is manager of the firm specializing in professional financial placement.

OCTOBER statistics from the Western Wayne Oakland County Board of Realtors indicate that land contracts were used for 30 percent of the 1,039 homes sold during the month. Another 27.4 percent of deals were based on mortgage assumptions while use of conventional mortgages dropped to 20.5 percent. The recent gain in interest rates also reversed a trend in the past few months toward improved home sales. Monthly sales by WWOBB members ran above 1,200 during July, August and September. Average home prices showed signs of leveling off. Starting the year at slightly less than \$4,000, they reached \$59,397 in September and dropped to \$37,376 in October.

INCREASING government regulation of business has made government relations an essential part of corporate planning, says Marvin Stucky, American Motors Corp. vice president of governmental affairs and corporate planning. "The onset of the energy crisis, with its strong impact on gasoline prices, has convinced business more than ever before that forces outside the marketplace can provide the key to future success or failure." He says good planning has always been important in the auto industry, but its importance has been underscored by the deep slump that hit the industry this year. Planning is especially difficult in the auto industry because of the long lead time between the decision to make a new product and its appearance on the market. This task is compounded by the need for auto manufacturers to meet the wide variety of government standards and regulations, he adds.

BUSINESSES in Michigan now have a public Telex/Twx service available at Dunn Office Services & Systems, Inc. in Grosse Pointe Woods. Users can send or receive messages anywhere in the world, 24-hours a day, seven days a week under the several plans offered for individual usage. Call the Dunn office at 226-3650 for more details.

WITH CONDO sales growing, more potential buyers are asking questions about the value and benefits of such a purchase. Home Marketing of America, Inc. answers those questions in an eight-page book called "Questions and Answers." It deals with 34 of the most-asked questions about condo purchases and ownership. It is available by contacting Hunters Ridge at 835-2700 or writing Hunters Ridge at 31200 Hunters Drive, Farmington Hills 48018.

Area slow to adjust

Business boom predicted

A business boom in the '80s? That's what Larry Emmons, president of the Southfield-based Emmons-Labus & Associates, predicts. And he adds the boom will happen with national unemployment as low as 5 percent. But locally, he sees the metropolitan area being hit hard and adjusting more slowly to changing economic conditions than other parts of the country. "I honestly believe that in the auto industry — with the quality of management that exists — they're too smart to let the Japanese industry take over.

They (American car makers) can meet the challenge of the future," he says. In order to compete, the metropolitan area must continue to diversify its industrial mix, Emmons says. "In the Detroit area, there are 51 world headquarters for firms with annual sales of \$100 million or more," he says, adding that only 13 percent of the market's labor force is engaged directly in auto production.

BUSINESSES WITH growing employment opportunities to keep the area's economy healthy are insurance,

non-automotive manufacturing, natural-resource companies and electronics, Emmons said. Electrical and mechanical engineers will continue to be in demand, especially in the field of making and using robot-type equipment. Personnel experts are needed in banking, the utilities and all other industries which continued to grow last year despite the area's economic situation.

Emmons-Labus & Associates specializes in personnel and management.

datebook

ISSUES FOR THE 80s will be the topic for three economists at the Financial Analysts Society of Detroit noon Nov. 19 meeting at Room 814 of the Veterans Memorial Building in Detroit. Economist John Barnds of the National Bank of Detroit will talk on growth or stagnation; John Deaver of Ford Motor Co. will discuss international trade policy; and David Littmann of Manufacturers National Bank will speak on fiscal and monetary problems. Reservations or cancellations must be made by Monday by calling Ann Simmonds at 225-3046.

EUGENE Kuthy will speak on economic development corporations 6:30 p.m. Tuesday at the Bloomfield Canopy, Orchard Lake at Maple roads in West Bloomfield. The program is sponsored by the American Society of Women Accountants. Kuthy is manager of the Detroit office of Ernst & Whinney. All women interested in accounting are welcome. Call 354-6000 for more details.

THE NOV. 19 meeting of the Detroit Chapter of the National Association of Accountants will feature Donald Mandick, president of Detroitbank Corp., speaking on "Banking — The State of the Art," starting at 6:30 p.m. with dinner at the Standard Club, 400 Tower of the Renaissance Center. Members and guests welcome. Call 259-4200 for more details.

THE UNIVERSITY of Detroit Division of Continuing Education will sponsor a seminar on the effective use of time as a direct function of productivity, efficiency and innovation. Penny Griffith, a management training consultant, will conduct the 8:30 a.m. to 4:30 p.m. session Nov. 20 at the Southfield Learning Center. For registration and details, call 927-1025.

THE WESTERN Wayne Oakland County Board of Realtors will host a homebuying seminar 7:30 p.m. Nov. 25 at the Livonia City Hall. Reservations 478-1700.

business people

ERIC LEHMANN of Birmingham was appointed assistant vice president in the regional banking division of National Bank of Detroit.



SCHLACHTER COONEY

HENRY SCHLACHTER of Birmingham was appointed marketing manager of Industrial Systems Division of Sun Electric Corp. in Troy. He was regional sales manager for Babcock & Wilcox's Detroit Branch and W.F. & John Barnes machinery lines.

FRANK COONEY of Bloomfield Hills was appointed director of purchasing for GMC Truck & Coach Divi-

sion of General Motors. He was general purchasing agent for staff activities at Chevrolet central offices.

JON DADY of Birmingham was appointed vice president of National Bank of Detroit. Troy's branch. He oversees commercial, installment and mortgage lending activities.

Hospital Dietary Services Inc. of Farmington Hills made several appointments: **JERRY FOURNIER** of Farmington Hills is executive vice president to oversee operations and sales divisions for HDS, HDS Ltd. of Canada and Triplet Services Inc., two affiliated companies. **JOHN BIEBESHEIMER** is director of operations for HDS. **JAMES REYNOLDS** is regional director of health-care facilities. **JOAH GODFREY** is director of sales and marketing for Triplet Services.

RAY KAY was appointed vice president of P.W. Vinton Co., a manufacturer's representatives firm in Birmingham.

ROBERT BRAXTON of Rochester was named director of management-advisory services at Deloitte Haskins & Sells.



SHEEHAN COLLINS

WILLIAM SHEEHAN of Bloomfield Hills, executive director of corporate public relations for Ford Motor Co., was elected to the board of directors of WTWS/Channel 55.

WILLIAM COLLINS of Southfield was appointed vice president and director of personnel of Campbell-Ewald Co. He was senior staff personnel administrator of the Transportation Systems Division of General Motors Corp.

DR. CHARLES WARDE of Bloomfield Township was appointed vice president, research and development at the Gulfstream subsidiary, Energy Development Associates.

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