706 Household Goods Oakland County

CERTCO, INC.
MOVING SALE
SAT., 10 TO 4 PM SUN., 11 TO 3 PM
33455 VARGO
France Ville Sub, Livonia
(N. of 6, 1 blk. W. of Farmington Rd. in France Ville Sub, follow signs).
CONTENTS INCLUDE: Lovely oak dining room set (table, 6 chairs & deco china cabinet); Traditional sofas; Misc. upholstered chairs; Bistro lamps; End tables; Matching Art Deco china cabinet, server & wardrobe - great condition; 5 pc. pecan bedroom set; Rocking chair; Good TV; Patio set; Royal Doulton; German steins; Clocks; Costume jewelry; Furs; Clothing; Books; Records; Accordian; Sewing machine; Gold bags; Misc. hand tools; Plenty of misc. household items.
ALSO 1987 TEMPO GL NUMBERS AT 9 AM
Pat Stempien, 522-1736

CHIPPENDALE mahogany dining room set with Cabriole legs and ball & claw feet (9 pieces); Herman Oriental rug (handmade, 10'x15'); 2 Karastan Oriental rugs (10'x18' & 8'x9'); Miniature Queen Anne highboy; Mahogany corner china cabinet; Queen Anne highboy chest-on-chest with matching dresser and mirror; Chippendale bachelor chest; 7 tall Chippendale highboy with ball & claw feet; Chippendale coffee table, consoles, and pie-crust table with carved pedestal; 40" diameter carved Chippendale round table with rope edge; Chippendale bedroom set with double bed (Equisite); Pr. of antique Chippendale side chairs with Cabriole legs and ball & claw feet; Louis XV French sofa (needs reupholstering); Mahogany banquet tables (opens to seat 14 to 20 people); Traditional mahogany china cabinets with curved glass door; Duncan Profe mahogany dining room set (9 pieces); Games table (some include extra leaves); Mahogany knee-hole desk (file drawers); Quality old oil paintings, clocks, mirrors and etchings; Sets of mahogany dining room chairs; Separate mahogany beds, night stands, dressers and nightstands; Mahogany dining room tables with extra leaves (includes drop-leaf dining room tables).
MAHOGANY INTERIORS
(Grosse Pointe Area) 882-5822

DREXEL table & 4 chairs, $400. Lamps, $45. Tables, $100. Queen size bed complete with chest of drawers, $300. Velvet couch & matching chair, $150. 853-8183

706 Household Goods Oakland County

BROWNE
Household & Estate Sales
Friendly, Professional Service.
Dianne Browne
363-8507

CONTEMPORARY Sofa & Loveseat, very good condition. Color: Heavy rust. $200./best. 626-1047

DESK, 30 x 60 teak with file drawer & 40 x 17 typing table, $150. Call 373-1589

DINING ROOM SET, fruitwood, china cabinet, oval table, pads, 6 chairs. $575. 360-0470

DINING ROOM SET - traditional, medium walnut, table & 6 chairs, lighted china cabinet, glass doors, $1700. after 5pm 851-8352

DINING ROOM, traditional mahogany, junior size, double pedestal table, leaf, small china & buffet, 4 chairs, $1200. 652-5018

DRESSER - 4 drawer, white, excellent condition, $60.00. Call. 879-8498

DREXEL DINING set, sofas, microwave, and set of dishes. 652-7134

ESTATE SALE BY BAYNARD
SAT., SUN., JAN. 7, 8, 10 TO 4
29270 POINT-O-WOODS APT. 209, SOUTHFIELD
2 blks. W. of Telegraph on 12 Mile.
BEAUTIFUL collectibles: Dining room set, breakfront; Couch, chairs, and tables, lamps, curio; Hide-a-bed; Master bedroom set; Ect., Ect.
Baynard Estate Sales & Household Liquidators
661-2661

ESTATE SALES BY IRIS
Michigan's Largest
Estate Liquidators For Over 30 Yrs.
Complete Household Sale Mgm't.
• APPRAISALS • AUCTIONS •
• Will buy Complete Inventories •
626-6335
Member of Int'l. Soc. of Appraisers

FARMINGTON - 72" camel back sofa bed, navy with rust print, 6 yrs. old, $100. 471-5727

706 Household Goods Oakland County

HOUSEHOLD SALE
BIRMINGHAM
BINGHAM WOODS
Fri & Sat., 10-5
Jan. 6 & 7
Jan. 8, Sun., 10-2

Living Room: HENREDON sofa & matching chairs, 2 BAKER chairs, Mahogany lamp tables, 3 Stiffel lamps, Drexel Server & Coffee table.
Dining Room: KINDEL table, 6 cane back chairs, lighted breakfront and buffet. Kitchen: table & 2 chairs, Ethan Allan buffet.
Bedroom: American of Martinsville, Queen headboard, chest, dresser, mirror, night stand.
Family Room: Rattan sofa, 2 chairs, tables & lamps, RCA 26" color TV, floor model.
Study: Game table & 4 chairs, Henredon chair & Ottoman.
Bedroom: Vintage 1940, complete double bed, vanity with round mirror, bench, chest of drawers & night stand.
Accessories include: authentic Chippendale chair, 5 x 8 Chinese Oriental rug, ladies Mahogany Secretary, entrance table & 2 antique chairs. Brand new Brunswick billiard table, Sterling dresser set, Mink coat & hats, jewelry, men and womens clothes, freezer, household misc.

30800 Timberbrook Lane
Off 13 Mile Rd., between Lahser & Telegraph, turn at Bingham Woods entrance. Go 1 block, turn left to address.
Lilly M. & Co.

706 Household Goods Oakland County

FRENCH provincial dresser, mirror, chest of drawers, 2 night stands, king size headboard $700. Desk & chair, $75. Call after 5pm. 626-1573

ESTATE SALES & LIQUIDATIONS
- CONDUCTED BY -
THE Yellow Rose
SHIRLEY ROSE, 425-4826

GIRL'S white bedroom set includes twin beds, Aristocraft plates, Carousing. Console stereo. 478-5944

GRAY FORMICA end table, beveled glass & walnut end table, Barcalounger Recliner, wooden multi-drawer cart, Misc. lamps. Leave message 258-5113

HIDE-A-BED, $75. Upright freezer, $125. Great condition. Call early Dry or late Eve. 553-7861

IN DECORATOR'S HOME
New & nearly new, must sell. Black lacquer, semi invisible, swivel side chairs, $200. Hoover $20 471-0622

MATCHING coffee table & 2 end tables. Early American/Traditional. Must sell set - best offer. 652-1034

MOVING SALE: Whirlpool washer, $150. Kenmore dryer, $150. Kelvinator upright freezer $175. Frigidaire refrigerator, harvest gold, $175. Kenmore stove/microwave combination, harvest gold, $275. Chair, $20. $750 for all. 344-1257

OVAL GLASS coffee table; also long *marble with brass legs*, $33 each 356-7136

RAINBOW vacuum cleaner, new. Worth $1000. Owner must sell. $475. 649-1976

SMALL FREEZER, $60. Round table, 2 chairs, couch, antique chair, 3 lamps & misc. 478-2526

SOFA BED, queen, rust tweed. Excellent condition. $200. 641-1747

706 Household Goods Oakland County

SINGER
DIAL-A-MATIC zig zag sewing machine in modern walnut cabinet. Makes designs, appliques, buttonholes, etc. Recreasonable. Pay off $54 cash or $6 per month.
GUARANTEED
UNIVERSAL SEWING CENTER
674-0439

SOFA, black background/pastel floral print & 2 apricot velvet chairs, walnut dining table, contemporary lacquered coffee table. 646-7321

SOUTHFIELD - MOVING Sale. Sat., Jan. 7, 10am-4pm. 26240 Woodvale, S. of Lincoln between 10 & 11 Mile & Greenfield & Southfield Rds.

WING BACK CHAIR $50. 78" sofa $50, needs reupholstering. 642-0648

709 Household Goods Wayne County

ANTIQUE sofa & matching chair, beautiful wood frame. Swiss/pumpel chair. Reasonable. 835-4258

BEDROOM furniture: mahogany, double dresser with mirror, chest, night stand, king size waterbed, excellent condition. $350. 425-8139

BLACKBURN'S
USED FURNITURE
We Buy Used Furniture
17129 Lahser, at 6 Mile Rd.
Mon-Fri, 9-4:30pm 538-3522

COLONIAL floral matching sofa, loveseat, chair. Very good condition. $175-set. 453-7578

COUCH, beige, green & gold, 2 chairs, gold corduroy, $275. Good condition. 261-0061

DOUBLE BED, triple dresser, mirror, chest, night stand. Excellent condition. $350. 421-4358

ETHAN ALLEN 8 piece pine bedroom set, $500. Stearns & Foster double mattress set $200. Kling colonial pine china cabinet $500. All very good condition. 471-3929

GIRL'S 5-piece bedroom set and desk, $400. Baby's wicker dressing table, $10. Couch, 2 chairs, $300.

KING SIZE pedestal waterbed, triple dresser with hutch mirror. Call after 5pm 459-6385

MEDITERRANEAN triple dresser/mirror, chest, double or queen headboard with double mattress, very good, $375. 981-1845

709 Household Goods Wayne County

HOUSEHOLD SALE Jan. 6 7th, 10am-5pm. Couch, table & chairs, bed, trays dresser, window cabinet, kerosene heater, many household items. 1500 N. Territorial at Sheldon, Apt 33, Plymouth, Mi.

MOVING SALE- Weekend. Everything must go. Furniture, appliances, misc. Thurs. Fri. Sat. Sun. Call 9am - 4pm: 721-6778

MOVING to Minnesota. Stereo console, record cabinet, chest of drawers, antique lamps & lamp parts, tables, twin beds, games, etc. Sat.-Sun. Jan. 7-8, 9-3. 19604 Woodworth, Redford.

NORTHVILLE Moving Sale. Sofa, sofa bed, washer & dryer, cross country skis, men's skates, misc. 18635 Jamestown Circle. 348-3650

QUEEN SOFA BED $150. Large microwave, $50. Maple baby bed, drawing table, playpen, high chair & misc. baby items, $150. After 5pm 537-6751

SIX DRAWER solid oak chest, good condition, $50. 501-1129

SOFA & LOVESEAT - 3 tables, $1200 new now $450. Also Fairfax console organ. Sears upright freezer 19.5 cuft. 421-7801

SOFA: 7 ft. - excellent condition, $150. 347-0014

WATER BED-Simmons Beautyrest, waveless, Queen size with frame & foundation. Brand new, $375. Call after 6PM 261-1609

WESTINGHOUSE electric dryer, $150. 2 sofas & end tables. Excellent condition. 421-1065

WICKER FURNITURE - 8 piece bedroom $750; 6 piece glass top dining room set $350. After 5pm. 458-8048

710 Misc. For Sale Oakland County

BANKRUPTCY SELLOFF. Desks $49.95; Roll-chairs $20; Files $49.95; Overhead projectors, Typewriters $49.95; Binding machines, partitions, storage cabinets $79.95; IBM's $99.95; Showcases, computer furniture, Fax, telephone tables. 231W. 9 Mile, 548-8404 30835 W. 10 Mile, 474-3375

CRIB, high chair, playpen, carseat, stroller, refrigerator $100, brass bed $50. 656-6280

TANNING BED - 24 lights. Excellent condition. $1500. Call: 433-3165

711 Misc. For Sale Wayne County

AQUARIUM 29 gallon with stand, all accessories included. Plymouth. 455-0703

COKE MACHINE, 1950 - Works electrically. Needs dispensing rack. $350. Evenings: 522-7371

CUSTOM BUILT UTILITY TRAILERS

Certified to all state standards. Blade Welding Service, Inc.

Call 941-3710

FOR SALE
30 20 ft. solid oak pews. All or part. Leave message 484-2528

FURNACE - Magic Chef, gas/forced air, 183,000 btu, used approximately 6 years. Very good condition. $300 or best. Evenings, 421-0230

HUMIDIFIER, Westbend, automatic, tub control. Excellent condition. Capacity 8 gallons. $40. 462-0014

KEROSINE HEATER, 20,000 BTU, cost $319.95, sell $75. Three controlled thermostats, cost $75, sell $10. 455-3195, 455-3670

OIL FURNACE, $50. Torpedo garage heater, $100. 255-6080

OLD PINE cupboard $250. Bowl & pitcher $75. Humidor $35. Misc glassware pieces. 522-4921

RAINBOW vacuum cleaner, bought Aug. 1988, $750 or best offer. 981-4833

RUGS $75 each; brown and blue/cream. Full 10 speed bike, $80. Dal radar detector, $60. Desk, $33. Water bed, $95. GM Transmission. Eves. 459-1018

WOOD BURNING Stove, $150.

Call evenings 455-0326

712 Appliances

FRIGIDAIRE double oven & yellow *Kohler double bowl sink. Excellent* condition. 647-2115

GE electric range, self cleaning, excellent condition, $250. 326-3640 728-4818

G.E. FROSTLESS refrigerator & electric stove, avocado, good condition, $100 each. 459-6828

KENMORE electric dryer, $50. 255-6080

712 Appliances

MAYTAG washer and gas dryer. GE side-by-side refrigerator. Excellent condition. 441-4577

WESTINGHOUSE side by side refrigerator, excellent condition, with icemaker, $175. 478-8749

713 Bicycles-Sales & Repair

MENS SCHWINN Varsity 10 speed, 27", excellent condition, new tires, $80. 456-6441

SCHWINN BIKES
ALSO USED $25 - $30 - $32

JERRY'S - 31629 Plymouth, Livonia 3 Blocks W. OF Merriman 421-1370
JERRY'S - 1448 W. Ann Arbor Rd., Plymouth 459-1500
JERRY'S - 26860 W. 7 Mile, Livonia 2 blks. E. of Middlebelt 476-1818

714 Business & Office Equipment

CANNON NT-370 COPIER with automatic Document Feed, enlargement & reduction, letter, legal, 11x17 paper tray. 27 copies per minute. Many other features. $995. Call Pat. 537-3882

COMPUTER FURNITURE - High quality. Great for office, home or dorm. Woodgrain top with keyboard section. Also have upholstered office chairs with arms & casters. About 100 units available. $100 for each. Bring cash or money order on Fri., Jan. 6, 9AM-4PM. 1408 Allen Rd., Troy, off 15 Mile near Stephenson Hwy. Todd or Glenn, 649-4400

CONFERENCE Table (8 ft. almond formica), 2 small metal sales desks, metal credenza, executive wood desk, 3 swivel desk chairs, 6 executive swivel chairs. Sacrifice. Cost (needs repair), 10 ft. formica video control console. Leave message 254-5115

FIVE gray dividers, $150 each, white leather tackless table $400 459-1060

PITNEY BOWES model 5600 Postage Machine plus EMS-1 electronic rating scale, $2600/best offer. Call 9am-5pm. 256-6400

SECRETARIAL DESK - color pulty, when new cost $500, still like new, $150. 669-4410

TANNING BEDS For sale with 35 light bulbs, no burning rays. Ask for John. 661-1880

715 Computers

APPLE II C 128K, printer, 2nd drive, monitor with stand - 80- disks with software. $1200 or best. 661-3107

APPLE III communications computer. Great for office. Complete package: printer, disk drive & hard disk, software, & computer desk included. $2500 or best offer. 537-9272

ATTENTION CPA'S - Tax preparers, Nationwide, Block: Computerized Computer generate & print 1040, 1120(S), 1065, M1040. Quick, error free, low cost. We demo. Call Roger Hislop, VP, Accurate Accounting Computers, Lathrup Village on Southfield Rd. 424-7230

COMPUTER CABINET, 48x113x20, glass doors top, wood doors bottom, $65. Call between 9am-5pm. 557-3422

COMPUTER FURNITURE - High quality. Great for office, home or dorm. Woodgrain top with keyboard section. Also have upholstered office chairs with arms & casters. About 100 units available. $100 for each. Bring cash or money order on Fri., Jan. 6, 9AM-4PM. 1408 Allen Rd., Troy, off 15 Mile near Stephenson Hwy. Todd or Glenn, 649-4400

NORTHERN TELECOM Computer Display with keyboard & Sprinter Printer. Best offer. Livonia Post Office VMF, Call 9-4:30pm. 427-0322

716 Commercial Industrial Equip.

ELECTRICAL tools & materials too numerous to mention. Sat. & Sun., 9am-5pm. 21854 Lahser, Colony Park Apts., Apt. 203, Northeast corner, Lahser & 12 Mile, Southfield.

Five 8 foot flourescent light fixtures with lamps. 3 machine vises. Misc. pipe & fittings. 525-0472

PLASTICS INJECTION MACHINERY Van Dorn, 1 10 ton and 8 F. Like new 564-6200

717 Lawn - Garden Farm-Snow Equip.

SNOWBLOWERS - Reconditioned. 8 to choose from. As low as $30. After 6PM 422-8805

SNOW BLOWER - 5 hp 2 stage, 5 forward speed & reverse, excellent condition, $425/best 981-0969

SNOWBLOWER - Sno Wards, used 2 seasons. Asking $375. 464-0180

SNOWPLOW, FISHER, 7½', like new, for Ford truck. $1,100. 525-3586

TEN FOOT snowplow for Ford F-600 truck. $1,300 or best. Excellent condition. On truck now, must remove. 326-5157

TORO SNOWTHROWER - $200. Electric start. $100. 540-7247

TORO 5800 snow blower, $150. Call after 5pm. 478-7924

WARDS lawn tractor, 1981, 10hp, 38" cut with 42" snow blade, electric start, 3 speed, excellent condition. $700 or best. Bob, days, 978-0101 Evenings. 737-4343

721 Hospital-Medical Equipment

ELECTRIC hospital bed, like new, $600 or best offer. 988-4896

WHEEL CHAIR - 6 months old, excellent condition. $250. Estate Sale 535-1061

722 Hobbies Coins & Stamps

COLLECTOR selling silver dollar collection as low as $4. Excellent investment. Larry 498-4125

WEAVING LOOM - Schacht, 4 harness 45" jack plus equipment $850. Barrocco & Jagger yarns. Wholesale 629-8299

723 Jewelry

LADY'S wedding ring, 14 Kt. gold with .39 Ct. diamond, brand new, $350. 656-2486

MUST SELL. One carat diamond solitaire engagement ring. Appraised $4900. Sell $2200-best. 646-7388

ONE OF A KIND, collector's classic! Men's 18 karat gold wristwatch, International, Schaffhausen, Switzerland. Hand wind, 17 jewel, round case, Swiss-made face. New $4000, now $1900. After 6pm: 531-7299

724 Cameras-Supplies

KONICA FT-1, $180. NIKON One Touch, $120. Ampoules available 474-1831. 471-1411 ask for Larry.

RCA portable video automatic camera, 6.1 lens with extra battery, like new, $500. 453-8121

726 Musical Instruments

ALL PIANOS WANTED
Highest Cash Paid at Once!
Abbey Piano Co. 541-6118
"We Buy & Sell Used Pianos"

BALDWIN SPINET PIANO with bench, walnut-good condition, $1,200. 549-8795

CELLO - three quarter size, all wood, (Hans Weber). After 6pm call 348-2363

CLARINETS - wood Selmer, $450; plastic Vito $100. Brass stand $25. Portable stand $20. 352-0627

DRUMS - Yamaha power stage 5, Zildjian cymbals, 6 months old, night convention, must sell, $800/best. Call between 1:30 & 5pm. 563-8424

726 Musical Instruments

FRENCH HORN, Conn 8D Director, like new. After 5pm 433-2513

JANUARY CLEARANCE
New & used pianos & organs
Plymouth & Bloomfield Store
Open Sun. 1-5
EVOLA MUSIC CO.
334-0566 455-4677

LOWREY Theater console organ, 23 pedals with bench, good condition, moving/must sell. 453-7332

MAGNUM ACOUSTIC guitar, copy of a Gibson Hummingbird, $150 firm. Eves.,422-1708

PIANO - 42" console with bench, pecan finish, like new. Call 356-8077

SPEAKER, Lesse Model #142, 540W, Yamaha R21 Drum Machine, excellent condition $150. 348-8447

WURLITZER ele. console organ, Model #4480. 522-3589

YAMAHA keyboard, PSS #270, never been used, $120. Call after 5pm,595-1769

728 VCR, TV, Stereo, Hi-Fi, Tape Decks

BW 801 SPEAKERS, $1350. 347-3108

SONY Camcorder with auto focus, 8mm with all attachment & case, stereo remote VTR, all functions with 24 hour digital stereo, $1350 Call after 6pm-8pm. 525-1271

VIDEO Camcorder, Panasonic, Omni movie, PV-320. Video magazine, "Best of 1987". Full size VHS, complete with battery, recharger, 60 minutes of protective carrying case, like new, $1,000. Evenings 474-4128

729 CB Radios Cellular Phones

CAR PHONE-new. Still in box. Audio Vox 1989 model, KDC45, $400. 433-8271

CELLULAR PHONE - portable with case, $300. Call after 6pm. 697-7999

730 Sporting Goods

BOY'S Saks pin stripe suits, (2) size 12-16. Skates, ski boots, roller skates, like new. After 5pm641-1642

DOWNHILL SKI SET - 170 cm Rossignol skis, size 9 boots, Look bindings, $130. 464-6771

DP GYM PAK- model 2000. Excellent condition, $150. Call after 5:30pm. 348-7295

DYNASTAR Omega downhill skis with Salomon 647 bindings & Scott poles. $250. Women's dark blue ski pants, size 14, $30. 852-7278

GUN & ARM SHOW
Sporting & Antique
Buy - Sell - Trade - Appraise
Fine weapons accepted
Southfield Civic Center
10 Mile & Evergreen
Free Parking - Public Invited
Sat. Sun. Jan 7,8. 9am-5pm
MICHIGAN ANTIQUE ARMS COLLECTORS
FOR INFO 1-831-8407

JACUZZI ACTION SPAS
Used 4 person size $999. New spas from $1895. Viscount Pools, 731-1880

SKIS & BOOTS: Rossignol Alpina 160/Tyrolia 150 bindings, perfect for beginner, $120. Also Kneissl Blue Star 180/Geze Bindings, $200. Lady's boots: Nordica size 7, $140. Men & Lang, size 7, $240. Eves. 356-2548

SKIS - 200cm Atomic, HV-3, $100. 207cm Dynamic, VR-27, $200. 195cm Dynastar Acrylaire, $25. 160cm Jr Rossignol, $45. $25. Various size childrens boots, $3 a pair. 540-1781

SKIS - 6'6" Hart with 9's Marker boots $50 and 6' Zenith with 7½ Heinke boots $25. 645-6099

SOLOFLEX with leg attachments. New $1000, asking $700. Call Dave after 6pm 427-3663

733 Wanted To Buy

ANY AUTO THAT RUNS
$100. to $2,000. Paid
Call anytime ... 573-5732

CASH PAID
For anything old or unusual.
Furniture, toys, motorbikes, etc.
453-8336

RECORDS wanted - old 45's, LP's, comics, cards, movie memorabilia, Elvis, Beatles items. 264-1251

738 Household Pets

ABANDONED by his owner. Friendly, 1 yr. old Shepherd Mix is looking for a home. Call 533-2140

AKC GOLDEN Retriever Pups, born 11-30. Females $250. Males $200. Call: 363-6457 or 423-3818

AKC MINIATURE Dachshunds .or Schnauzers, home raised puppies. Guaranteed. Shot service, grooming, terms. Bob Albrecht. 522-8380

BEAGLE - small female, 2 yrs. old, spayed, loves children, very playful, not a hunter, 477-4348

BRIARDS & Siamese CFA kittens, new prices, shots 274-5492

BLACK LAB/Mix with doghouse, 1½ yr. old male, loving, intelligent, needs lots of attention. 728-3443

CATS -1 long hair Persian type, black, 1 all white; both female, spayed, all shots. 855-4136

CHOW Pups- AKC, 8 weeks old, 2 males/2 females, black. After 6pm: 477-2094

COCKATIEL handfed, many varieties to choose from, price lowered to make room for 1989 stock. Call Jackie after 5PM 397-3074

COLLIE, white cream, female, potty trained, 12 weeks old. Needs nice home. 397-5863

DALMATIAN AKC pups, ready for good homes. Call Joyce 729-4251

ENGLISH SPRINGER Spaniel for sale to good home. 3½ yrs. old, excellent health,asking $50. 453-4065

FOUR MONTH old small Shepherd type puppy, has all shots, good pet, adoptable. 853-4184

GERMAN SHEPHERD pups, AKC, 2 intelligent German-line males, unequivocal temperament. 426-6211

GOLDEN LAB - 1 mo. old male, all shots, house trained, affectionate, $100. 941-0191

KITTENS, CFA registered, exotic long hair, vet checked & shots. 255-7424

KITTENS To Good Home, male & female, long & short hair, litter box trained. 478-6563

LAB MIX (2) male pups, 8 wks., need good home, $10. Call 534-2083

LAB PUPPY - yellow, female, 10 weeks, $175. after 4pm 453-2200

MIXED short hair pups looking for good home. 722-3419

NEWFOUNDLAND MIX, neutered, 1½ years, trained & good with kids. 847-2463

PUPPIES Spaniel mix, 4 females, 2 male. 422-5002

PUPPY training clips. 3½ lb-21. $25. Call after 5pm. 459-8046

SCHNAUZER AKC Mini, black female, Twice old, $275 all, 8pm 981-4690

SCHNAUZER, miniature salt & pepper, AKC, 7 weeks, $275-300. Evenings 476-6627

SCHNAUZER puppy, AKC, registered, very special puppy, Liberty Price Kennel. 573-0867

SCHNOODLES, Poodle/Schnauzer Mix Puppies, no shedding, under 15 lbs. $300. 532-1688

SHIH TZU male puppy, adorable, tiny type, black & white, AKC, shots, champion stock, $450. 398-4527

SHIH-TZU Puppies, all colors, champion stock. 397-1383

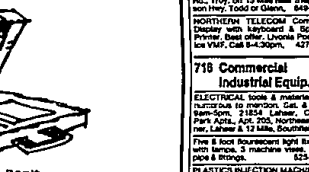
TO GOOD HOME, Red Golden, female, spade. Excellent temperament, Loves children. 538-6219

TWO CATS to good homes, 1 - 1 yr. old male, neutered, front declawed; 1 - 1½ yr. old long haired female, spayed. 474-3118

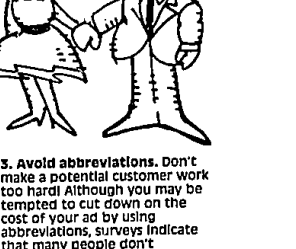
WRITE IT AND REAP!

Writing a classified ad that gets results— whether it be for real estate, employment, the personals, transportation, or merchandise— is easy if you follow the guidelines below.

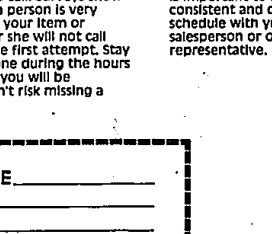
1. Give the reader specific information. Pretend you are someone reading the classifieds. What would you like to know about the item, service or job you are advertising? Be sure to add details such as color, size, condition, brand name, age, features and benefits. Be accurate! Don't embellish your ad with misleading information. Stick to the facts and reap the rewards!



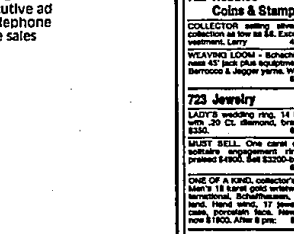
2. Include the price. Don't waste your time or a potential buyer's time. If you advertise the price of the item or service you offer, the people who respond to your ad will be those who are genuinely interested. Surveys show that readers are more interested in those items and services they know are within their price range.



3. Avoid abbreviations. Don't make a potential customer work too hard! Although you may be tempted to cut down on the cost of your ad by using abbreviations, surveys indicate that many people don't understand such abbreviations as EIK (eat-in kitchen) or WSW (white side wall) tires and won't take the time to figure them out. A confused reader is a disinterested reader. Get the most for your money and use complete words.



4. Include phone number and specify hours. Be sure to let potential customers know when and where to call. Surveys show that even if a person is very interested in your item or service, he or she will not call back after the first attempt. Stay near the phone during the hours you indicate you will be available. Don't risk missing a sale!



5. Run on consecutive days. Your ad will not get results if people don't see it! Therefore, it is important to set up a consistent and consecutive ad schedule with your telephone salesperson or outside sales representative.

NAME _____ PHONE _____
ADDRESS _____
_____
MESSAGE _____
_____
_____
_____

Use this form to write your classified advertisement before you call...or fill it in and mail to:
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