

DRC is looking to Lansing for convenience betting

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"Other countries in Europe could be interesting over time," Goodwill said.

PARIMUTUEL WAGERING is just one of the corporation's four prime interests, along with commercial real estate, hotels (including all Hilton properties outside the United States) and most recently in Great Britain a major ("second in the market.") Goodwill said somewhat apologetically do-it-yourself chain with the unlikely name of Texas Home-care.

It all added up to fiscal 1987 net profits of \$250 million, more than a

third of that from racing/betting operations, on revenues of more than \$3.75 billion.

So the resources and the expertise to fulfill Ladbroke's U.S. mission are there, even though four years of stopping the United States have produced only one race track, in Livonia, that has not quite improved to marginal and has no off track outlets.

Asked if Ladbroke was discouraged, Goodwill said: "Words like discouragement don't enter into it. It can be frustrating, but that's the real world, isn't it? We're encouraged by what happened in Pennsylvania."

IT APPEARS that the Keystone

State, and not Livonia, is where Ladbroke's plan for the United States will start to take some real shape.

What happened there is that the state Legislature approved an OTB program, then sustained it over the governor's veto. Ladbroke is in the final stages of a deal to buy the Meadows harness track near Philadelphia.

Under the new Pennsylvania law, each track in the state will be able to build four OTB establishments in 1989 and two more in 1990. Assuming the Meadows deal is done, Ladbroke can't wait to break ground.

LADBROKE IS also in the final stages of buying Golden Gate Mead-

ows, a thoroughbred track in California (ITW but no OTB), and is defending itself in an appeal after being awarded a monopoly on Wyoming's first OTB parlors.

The sparsely populated high plains at best will be an outpost in Ladbroke's empire. Wyoming doesn't have a race track, meaning bettors will wager strictly on pipe-in races. But even there Ladbroke ran into hazards typical of its American experience.

"We won the sole license, with a number of criteria used in selection," Goodwill said. "Incredibly, our main U.K. competitor appealed, saying the process wasn't done properly. Even in a situation that seems clear-

cut there are pitfalls."

THE BIGGEST pitfall at DRC may turn out to be choosing to buy a track in a state and region dominated by harness racing.

While DRC runs the only thoroughbred game in town, harness meets are held at Hazel Park, Northville, Jackson and Sports Creek in Flint. That is just the southeast Michigan competition. Harness meets are held within Ontario's jurisdiction in Windsor and Sarnia.

As Gordon Wright, president of the Michigan Harness Horsemen's Association (MHHA), said, none of the states that have approved ITW or OTB has dominant harness racing in-

terests. MHHA's board has yet to decide whether to support the new ITW bill, oppose it or introduce a version of its own. But Wright estimates that 85 percent of his membership are opposed.

"The great fear," Wright said, "is that live racing will be diminished."

THE THOROUGHBRED industry, meanwhile, fears ultimate diminishment — as in extinction — without innovations such as OTB.

Ladbroke officials were unable to speculate on what kind of increased revenue OTB might mean. But they point to Illinois' success in 1986, when Chicago's new downtown OTB parlor was opened with facilities only half completed.

business people

Sanl Grossman and Joseph Hoffman joined the accounting staff of Cohen & Associates.

Mare Fibber of Rochester was promoted to principal of Ingersoll Engineers and has become a member of the management group that bought the company from Ingersoll Inc.

Stephen R. Gallanis was promoted to a manager at Schmalz & Co. in Southfield.

Bruce L. Blythe of Bloomfield Hills was elected a vice president of Ford of Europe with responsibility for business strategy. He had been executive director of diversification planning at Ford World Headquarters in Dearborn. Blythe joined Ford in 1969 as a financial analyst for Ford Division.

Robert S. Rennard of Farmington Hills, formerly general manager of the Climate Control Division, was named assistant general manager, staff operations in Ford Motor Co.'s body and assembly operations. Rennard joined Ford in 1959 as a financial analyst with Aeronautics division.

W. Dale McKeenan of West Bloomfield was named assistant general manager, stamping and assembly operations in the body and assembly operations area of Ford Motor Co. McKeenan had been B&AO's assembly operations manager. He joined Ford as a foreman trainee at the Dallas Assembly Plant in 1962.

Mark O. Hooton of Birmingham will take early retirement from Eaton Corp.

Hooton joined Eaton in 1955 as a sales engineer in the company's engineered fasteners operations. He will retire as vice president automotive marketing.

Thomas W. Chisholm of Birmingham joined Eaton Corp. as vice president automotive marketing at the company's Administrative and Marketing Center in Southfield. Chisholm will succeed Mark Hooton at his retirement in March.

William J. Pesch joined Harley Ellington Pierce Yee Associates Inc. of Southfield as assistant director of architecture, manager of specifications.

Robert Banker of Southfield was promoted to assistant director general division at Answering Service Inc.



Fisher G. Leon Plesch of Birmingham was appointed director of Supply Policy and Planning for Ford Motor Co.

Gallanis Gerald P. Jahn of Troy was named manager of Paine Webber Inc.

Blythe William J. Brusson of West Bloomfield joined Wells, Rich, Greene Detroit Inc. as vice president management supervisor on Ford Diversified Products Operations.

Rennard Anthony A. Newnam was appointed regional marketing executive, RMO/Western Region for McCann-Erickson.

McKeenan Eric M. Plamhoff was appointed account executive for Votrax Inc. headquartered in Troy.

Hooton S. Andrew Johnston of Birmingham was appointed to account executive, food service group, for Stone & Simons Advertising Inc. in Southfield.

Chisholm David Barlow was appointed graphic designer for KBD Communications Inc. of Troy.

Pesch Charles B. Raffoul was appointed to manager of operations of Oliver's Pizza at the Palace of Auburn Hills.

Banker Lenny R. Tosto, Thomas D. Larky and Raaddal D. Tarnow joined the commercial/office division of the Byron W. Terrence Co.

Banker Robert G. Egbers of Farmington Hills was named applications devel-



Phelan Anthony J. Zerafa and Joseph R. Phelan were appointed to Automotive Industry Action Group. Zerafa, a 31-year veteran in management information systems at Chrysler Corp. was named managing director, responsible for AIAG operations and program activities. He is one of the founders of the AIAG. Phelan, a Ford Motor Co. production planning and control executive, became executive director, responsible for the AIAG's relations with members, prospective members and technology groups.

Phelan Debbe Karnowsky was named as one of "100 of the Best and Brightest Women in Advertising/Marketing" by "Advertising Age."

Phelan Marela Dilligham of West Bloomfield was named director of development and alumni relations at Detroit Country Day School.

Hull Dorothy Macha and Arnold Hull joined McCann-Erickson. Macha was appointed senior account executive for Champion Spark Plug account. Hull was named senior account executive for the Champion Spark Plug account.

Banker Joseph DiFazio was appointed vice president of product development by ABC Investments Inc. in Troy.

Banker Martin Friedman of West Bloomfield was promoted to vice president, associate media director/planning of W.B. Doner & Co. in Southfield.

Banker Linda Menzer-Lewis was appointed project designer in the graphics



Harbor Nicholas W. Ramfos of Keego Harbor was appointed to account representative of Christina Lovito-George Inc.

Banker Frank L. Schweibold of Birmingham was appointed to director of medium-duty truck operations for the General Motors Truck & Bus Group.

Banker Richard C. Quaid was appointed to vice president of South American Operations for the Highway Products organization at Rockwell International.

Banker Robert F. Lyons, Dan A. Nearhood, Gil Franceschi, Susan L. Salata and Dennis Romanoski have joined McCann-Erickson Detroit. Lyons was appointed vice president, associate creative director. Near-

Banker Douglas P. Dossie, Vincent H. Buzolita, Elizabeth Feldman, Kenneth D. Fisher, Mary L. Ford, Carol K. Jackman and Daniel Retnecke were promoted at Franklin Savings Bank. Dossie was promoted to vice president-operations director/branch coordinator. Buzolita, Feldman, Fisher, Ford, Jackman and Retnecke were named assistant vice presidents. Fisher lives in Farmington Hills and Jackman lives in Birmingham.



Leslie James C. Leslie was appointed vice president, engineering at TRW Transportation Electronics Division in Farmington Hills.

Banker Scott T. Egnatios, David P. Tacconelli, David K. Blaue, Deborah Yassa, Victoria McArthur, Brian M. Gephart, Raymond A. Bryer and Robert Peholinski were promoted at Dobbs Furniture in Troy. Egnatios was promoted to store manager at the Clinton store. Tacconelli was appointed assistant sales manager, Troy store. Blaue was named sales manager, Clinton Township store. Bryer was named assistant office manager, Troy store. McArthur was promoted to MIS coordinator for Troy Administration. Gephart was named store manager, Troy store. Bryer was appointed sales manager, Detroit store. Peholinski was named sales manager, Detroit store.

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Banker Peter Cooper bought the dental practice of Dr. Paul Cowley. The office is in West Bloomfield.

Banker Errol Koes was named regional manager of a newly formed regional sales, marketing and service organization at Apple Computer Inc.

Banker John W. Day was named president of Allied-Signal Automotive.

Banker Keith Sipperley II was hired as vice president-operations/controller.

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