New store is for the pet that has everything

ing dogs quiet.

Bennett expects her employees to share her and her customers' love

for animals.

"You have to have a sincere interest, own pets and have some related training to work in my stores," she

gald.
"When I get involved in some-thing, I go 100 percent," she added.
"I wanted to do for the pet industry

Terri Bennett doesn't sell pets at either of her pet supply stores — and that's part of the secret of her success, she said.

Specialty Pet Supplies, which has operated in Plymouth since 1979 and at a Farmington Hills location that just opened in October, is a first in Associates to design both the store of the pet supply industry because it is ten a pet owner might need.

Bennett's inventory may sound half made-up, but she's not kidding when she displays chinchilla and monkey food — and it sells, special ty Pet Supplies also stocks U.S. Coast Guard-upproved dog life fact ets for the avid canine sallor in the neighborhood out of style, animal lovers can choose from a full line of Duke's Dog Fashions — sweaters and collars for the 1995. There are and collars for the 1995. There are net control collars to keep bark-ing dogs quiet.

Bennett spects her employees to me so a supplies to to the supply store of the supply store in the proposition of the supply store in the supply store A REPRESSED pet owner as a child, Bennett's parents prohibited her from owning even a hamster. When she married at age 21, one of the first acts of independence was obuy Brutus, a 120-pound Bouton showing beneather than the showing she has been a pet iver ever since and attends pet shows regularly butters began as a hobby in 1975, when she hosted "doggle wear" parties at her home, selling supplies to her friends who also participated in dog shows. In 1979, she opened her first store in Plymouth.

The business immediately started to grow by serving police departments, veterinarians and pet owners. When Bennett realized that true pet lovers own not only dogs but also hamsters, cats, birds and fish, she expanded her inventory to accommodate everyone.

The Plymouth location had sales of \$1.2 million last year. Bennett expects the 4,000-square-foot Farmington Hills location, which cost

least as well. Specialty Pet Supplies has 18 full-time employees between

has 18 full-lime employees between the two stores. Bennett said she hopes to expand her operations in 1990 with new stores in Howell and Rochester. Bennett stocks books and video tapes to keep pet owners up to date on training, feeding and caring for their pets. Tapes are played on video monitors in both stores.

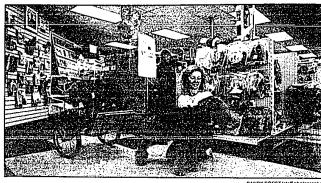
monitors in both stores.

BENNETT SAID success is all about being attuned to the changing trends in pet ownership. This includes pet furniture. In keeping with today's styles, Bennett stocks in manue, gray and green.

She sells a Yuppie Puppy Machine, which allows a day to feed binnelf treats. If pet owners don't mind sharing a bathroom with a cat, they can pick up the Kitty Whiz tollet adapter (the trick is teaching your cat to flush). Bennett even sells an artifleial insemination kit, the details of which she is reluctant to discuss.

When Bennett inn't explaining how to feed a chinchilla or operate cat septic tanks, she enjoys sailing and visits friends in St. Thomas and dalajara. She keeps buy at home

dalajara. She keeps busy at home with two Polish Bantam roosters, two airedales, one large and loud



Since 1920

macaw and seven Japanese Kol fish.

She knew she had found a way to bed for the beloved reptile.

statisfy everyone when someone he sought in a five-and-a-half foot Specialty Pet Supplies, 38507 W.

10 Mile Road between Haggerty and Grand River, Farmington Hills. The Plymouth store is at Specialty Pet Supplies, 38507 W.



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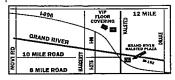
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