

Auto supplier planning early

Continued from Page 1

to reflect approximately 30 percent of the sun's energy. Selected by General Motors for its new mini-vans, the Sengate solar control windshield, and for the 1990 Lancia Thema, heat-absorbing Solixtra 7010 glass, the products use different glazing methods to reduce air conditioning loads.

Lovett said the company is also taking on more orders for fiberglass, as automakers are becoming more receptive to a product that reduces vehicle weight, eliminates corrosion and enhances styling possibilities.

"I think we're going to see a lot of growth in fiberglass," Lovett added. "We're seeing more liners for pick-up trucks made of fiberglass as well as wheel springs and other applications."

Operating manufacturing facilities in 15 countries on four continents, PPG started as the Pittsburgh Glass Co. more than 200 years ago. It shortened its name in 1968 to better reflect its increasing diversification. The company has a work force of nearly 35,000 employees worldwide.

As for trends, Moore said the company expected to see a rising increase of glass and fiberglass applications as automakers strive to offer more aerodynamic styling.

"We're also looking to develop more waterborne coatings and primers that inhibit corrosion," Moore said. "We want those colors to appear almost wet, so people really get a feel that they're driving something special."

How to cut tax bill

Continued from Page 1

- Hire an appraiser. If you hire an appraiser to evaluate a real estate investment or the value of a charitable contribution, the appraisal fees in either situation are fully deductible. Remember, too, that if you donate property valued at more than \$5,000, an independent appraisal is not optional, it's mandatory.
- Give a holiday party for clients or employees. If you hold a legitimate business meeting and follow it up with a holiday gathering, you may be able to deduct 80 percent of the expenses. Be sure to document the purpose and extent of the business meeting, the names of attendees and all related expenses.
- Buy flowers for your secretary. Or send a get well bouquet to an employee laid up in the hospital. You may deduct the cost of business gifts

worth up to \$25 presented to any one person in one year.

- Deduct miscellaneous business expenses. You can also deduct expenses such as those incurred by mailing holiday cards to employees or clients, but be ready to prove that the cards serve a valid business function. Other items that may fall under this category include buying a poster for your office or a pen and pencil set for your desk.
- See a tax adviser. You know that tax preparation fees are deductible, but do you know that you can also deduct the cost of consulting a tax advisor about the tax implications of a divorce or an employment contract? If you have any questions on these matters, remember that a meeting held in 1989 may turn into a very smart investment — and a tax deduction.

business people

Brian Green of Birmingham was promoted to manager of Jeep International operations at Campbell-Mithun-Esty Advertising in Southfield. Green joined CME in 1986 as an account executive handling the Jeep national and dealer advertising accounts.

MaryAnne Kauffman has been appointed director of sales for the Troy Marriott. Prior to joining the Marriott, Kauffman was senior sales manager for the Radisson Plaza Hotel in Southfield.

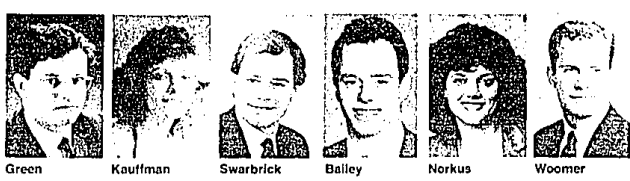
Jerry Accialloli of Walled Lake was named management supervisor for the Jeep brand domestically with Campbell-Mithun-Esty Advertising in Southfield. Accialloli joined CME in 1986.

Jeffrey G. Swarbrick has been named senior vice president of Ketter-Thornor Inc. of Michigan in Southfield. Swarbrick has been with Ketter-Thornor Inc. of Michigan for nine years.

The following people have been promoted to new positions at Contract Interiors in Southfield. They are: Doug Bailey to customer service representative at Contract Interiors' Service Center facility; John Barbour and Kelly McNair to customer service representatives within the corporate sales group; Claire Norkus to account executive for corporate sales group; Dale Wood to customer service representative in the Ford sales group; and Andrew Woerner to sales representative for C.I.'s Corporate sales group.

David M. Graebner joined Associates Creative Inc. of Southfield as a producer's assistant. Graebner is a recent graduate of Oakland University earning a bachelor of arts in communication arts.

John Petty of Southfield and Denise McManus are new account



Green Kauffman Swarbrick Bailey Norkus Woerner

executives with the WJBK-TV sales staff in Southfield. Petty joins WJBK from WXON-TV, and McManus comes from WTUV radio in Chicago.

Gregg H. Penn has been appointed vice president and secretary of George A. Bass Construction Co. in Birmingham. Penn joined Bass in 1976.

Dr. Richard J. Martocci of Bloom-

field Hills was appointed chairman, department of internal medicine at Pontiac Osteopathic Hospital, Pontiac. Martocci is a neurologist at the Michigan Institute for Neurological Disorders in Farmington Hills.

Mark Wasserman joined the staff of RE/MAX Professionals II Inc. in Troy as a Realtor associate. Prior to joining RE/MAX, Wasserman was with Century 21.

Laura Griffith has been named national sales manager for WCSX and WHND radio. Prior to her appointment, Griffith has been an account executive with WCSX/WHND.

Bruce Stuller of West Bloomfield was named general sales manager of WCSX and WHND radio. Prior to joining WCSX/WHND, Stuller was an account executive for WOEE-AM, where he was promotion director.

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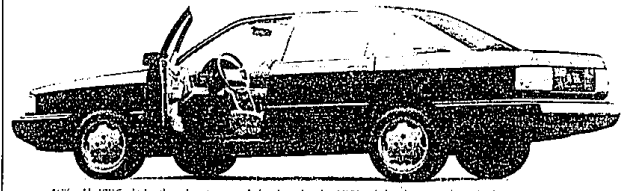
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