

Robot sales rising

Continued from Page 1

probably why we had a substantial dip in sales in the first place." "Instead robot consumers are making only those purchases they can justify from a cost effectiveness standpoint," Leininger said. "It's a much more solid trend."

TO RECAPTURE the industry's former vitality, robot manufacturers have looked to other buyers for their products — particularly European car makers and other manufacturers eager to modernize.

Diversification, according to Leininger, is probably the greatest factor in the robotics industry's comeback. Few robotics suppliers deal strictly in the automotive industry, he said,

and most are concentrating on aerospace, pharmaceuticals, food packaging, metal fabricating and preparation, furniture applications and other industrial operations.

Still, ABB Robotics' Calabrese said, many robots are sold to automobile or automobile-related manufacturers so the recent automobile slump is a cause for concern for the robotics industry.

"You're always afraid (when the automobile industry slumps) — to say we're not would be ludicrous," Calabrese said.

Morino said despite its forays into other markets, 60 percent of GMP Robotics' business is still automobile-related so the firm can't dismiss the recent automobile sales slump.

Self-improvement

Continued from Page 1

employers at the end of a year aren't interested in hiring," McClain said. But two smaller groups also use her services at this time of year.

"A lot of college students graduate in spring . . . and now they're anxious to start job hunting," she said.

And some workers get pink-slipped by their employers in cost-cutting moves at the end of the year. Salespeople, especially, are shaking the bushes now if they're unhappy with new territories and quotas set for the coming year or the bonus they received at the end of the previous year, said Mary Lee Gentry,

owner/operator of Professional Resume Service in Livonia.

"TYPICALLY, I see people who are looking for something new," she said. "They're in the doldrums."

It's practically rather than a conscious decision to make a new start at the beginning of a new year that accounts for the timing of a job search, said Lucy Roberts, manager of Permanent Staff in Farmington Hills.

People stay put for the holidays. "They may be getting a bonus from the company, and they're much too busy to think about anything except wrapping presents," Roberts said.

business people

Robert H. Skuggen of Farmington Hills was named senior vice president of Casey Communications Management Inc. in Southfield.

Rebecca S. Gepner was appointed corporate clinical director of Total Therapy Management Inc. in Troy.

Palma C. Baker was appointed senior center administrator of Total Therapy Management Inc. in Troy.

Bernard P. Palge of Bloomfield Hills has become a shareholder and Robert D. Delisi has become an associate at the firm of Colombo & Colombo, attorneys and counselors at law in Birmingham.

Brian Lennon was appointed sales engineer at Cleaver Ketko Goritz Papa and Associates Inc. in Birmingham.

Dennis O'Connor was named creative vice president of Maritz Communications Co. in Southfield.

Shella F. Switzer has joined the staff of Total Therapy Management Inc. in Southfield as communications assistant.

Richard D. Rogowski has joined the staff of Creative House Advertising Inc., Farmington Hills.

Alan L. Blau of Farmington Hills was promoted to program manager



Skuggen



Gepner



Baker



Palge



Delisi



Lennon

for Continental Cablevision — West Area.

Michael Rousseau was appointed controller and head of the computer department at Intraco Corp. in Troy.

Marlin Rubin was appointed to the newly created position of environmental and community relations director for the Builders Association of Southeastern Michigan.

Grahame J. Mountford was appointed sales manager of Valves Inc. an affiliate of ACE Controls.

The following people have joined Acorn Asset Management Corp.: William O. Melvin Jr. and William J. Kamperman as managing directors; and Katherine T. Ghannam as director of operations.

Robert L. Renck Jr. was appointed chief investment officer.

Linda St. Dennis of Southfield has been named "Sales Representative of the Month" by Getting To Know You, Westbury, N.Y.

John W. Herbert of Birmingham has joined Dederian, Kann, Seyferth and Salucci in Troy as principal in charge of audit and accounting services.

Robert D. Johannes of Birmingham was appointed manager, warranty planning and administration for Chrysler Motors.

David Robertson of Troy was appointed to general manager of marketing and sales for Robertson Brothers Co.

Please turn to Page 3

PRE-LICENSE TRAINING COURSES
Presented by
NCI Associates, Ltd.

RES 302 — BUILDING A RESIDENTIAL STRUCTURE.
A Step-By-Step Guide to the American Dream!
This exciting 30-hour course is an actual residential housing "How to Build" course. The class will cover all major aspects of the construction process beginning with site plotting, working through to completion of the house. Uncover the secrets used by the "pros" as top building experts show you how to save time and money and build it right!

This course is ideal for:

- Persons interested in building their own home
- Individuals currently in building who are considering Construction Management/Supervision, and
- Real Estate Agents who want to improve their knowledge of the product they sell

30 hours (8 weeks) Fee \$225.00 includes materials
NCI Learning Center — Lakeside
43730 Schoenherr, Sterling Heights
(Lakeside Square Shopping Plaza, N.E. Corner, Schoenherr & Central)
Tuesdays 6-10 p.m. — Evening Class Begins: 1-23
FOR FURTHER INFORMATION
CALL 548-2090
INSURANCE, REAL ESTATE AND BUILDER EDUCATION

BARCLAYS
Antique Art Gallery — New decade Sale

All original: African Art, Eastern & Oriental Art, Prints, Figures, Art treasures from the ancient world, Botanicals, Antiques, etc.

All items 20% off at both locations!
This Friday, Saturday & Sunday

218 S. Main St. 22952 15 Mile
Ann Arbor Mt. Clemens
663-2900 791-2070

20/20 SALE!
Perfect for kids of all ages with Holiday Money!

SAVE 20% ON ALL ITEMS UNDER \$20.00 STOREWIDE!

The Doll Hospital & Toy Soldier Shop
2947 W. 12 Mile • Bankruptcy • 543-3115
Mon-Sat 10-5, Fri. 10-6 p.m.

TASTE'S GREAT!
Every Monday

JUST ARRIVED... BRAND NEW STYLES!

NICOLETTI & NATUZZI
IMPORTED
LEATHER

50% OFF

SATURDAY & SUNDAY • JAN. 13 & 14

SHERWOOD STUDIOS CLEARANCE CENTER
24734 CRESTVIEW CT.
FARMINGTON HILLS
DAYS OF SALE 476-2760 PRIOR 354-9060
HOURS:
SATURDAY 10-5 SUNDAY 12-5
IMMEDIATE DELIVERY — NOMINAL CHARGE

BUY ONE PAIR. GET ONE FREE.

IT'S A PERFECT TIME TO GET YOUR EYES EXAMINED. BECAUSE PEARLE IS OFFERING FREE GLASSES.

Getting a thorough, professional eye exam is a good idea. And getting one right now is an even better idea. Because now is the time to bring your prescription to Pearle for our great "Buy One Pair, Get One Free" offer.

Just clip the coupon below and bring it into any participating Pearle location. If you don't think this looks like a great deal, you really should have your eyes examined.

FREE GLASSES

Buy a complete pair of glasses at regular price and get a second pair (same prescription) free, from our specially tagged collection.

Offer includes most single vision and bifocal prescriptions. Some lens restrictions apply. Valid through March 11, 1990 at all participating Pearle locations. Minimum first pair purchase \$75. Progressive, tinted and coatings available at additional charge on second pair. Complete glasses include frames and lenses. Coupon must be presented at time of order. No other discounts apply. Get your free glasses at:

PEARLE VISION CENTER

ROSEVILLE 28240 Gratiot 779-2190	LIVONIA 34901 Plymouth Rd. 425-2400	MADISON HTS. 28411 Dequindre 545-8727	BIRMINGHAM 879 Hunter 644-4440
ROCHESTER 1240 Rochester Rd. 652-0600	STERLING HTS. 37884 Van Dyke 979-2550	ALLEN PARK 14595 Southfield 382-5100	SOUTHFIELD 29829 Southfield 559-8520
CANTON 44750 Ford Road 455-3190	W. BLOOMFIELD 6510 Orchard Lake Rd. 851-4404	BELLEVILLE 2085 Rawsonville 485-3580	WARREN 29148 Van Dyke 761-4430
		DEARBORN 23050 Michigan Ave. 274-6815	GARDEN CITY 29316 Ford Rd. 261-6668

Give us your best shot.



If you're a woman 21 or older, you could be part of our Fashion Guild.

Picture yourself surrounded by new friends, taking part in beauty workshops, modeling in fashion shows, making special appearances and more. It's all part of Twelve Oaks Fashion Guild, a group of women specially chosen to represent the fashion image of Twelve Oaks in 1990. And if you're selected as a member, you'll be able to participate in activities like these for one exciting, fun-filled year.

Membership is open to women of all ages and all sizes. Just pick up an application at our Information Center, and return it to us by Sunday, February 4. Interviews will be held on Monday, February 5 and Tuesday, February 6. For more information, call Twelve Oaks at 348-9438.

t w e l v e o a k s .

Hudson's, Lord & Taylor, Sears, JCPenney and over 185 great stores and services. Monday-Saturday, 10am-9pm, Sunday, Noon-6pm (313) 348-9400, 1-96 at Novi Road, Exit 162.