

Hofer tapped for MAHB

Michael Hofer, a Clarkston builder and a director of the Builders Association of Southeastern Michigan, was elected 1992 first vice president of the Michigan Association of Home Builders. He is a former president of the North Oakland County Builders Association and is a life director of NOCBA.

MAHB is an 8,200-member trade association.

Bonnie Segal-Kohn of Farmington Hills has been selected salesperson of the year for Michigan, Indiana and Illinois by BBC Group, the Farmington Hills single-family and condominium building company.

She was honored for her work in the BBC Group subdivisions of Sunflower Village and Glenary Village in Canton and University Palades in Pittsfield Township.

Joseph S. Vig was named a commercial/office leasing consultant by Terrie Tosto of Birmingham. He has five years of experience in commercial construction and development.

Four area men have been elected officers of the Michigan Chapter of the National Association of Industrial and Office Parks, with offices in Redford. Gary Roberts of West Bloomfield, vice president of R.A. DeMatteis Co., Plymouth, has been named 1992 president. N. Jay Bearman of Livonia, property manager with Damone/Andrew Associates, Troy, is president-elect.

Jack Zelazny is secretary. He is vice president of Campbell/Morris Associates, Southfield. David Miles retains the treasurer's job. He heads David G. Miles Inc., Southfield.

Directors are: outgoing president Melanie Rein-

hold of Reinhold & Vidosh; Daniel Andrew of Damone/Andrew; Katherine Beebe, Coopers & Lybrand; Charles Biegum, Giffels-Webster Engineers; Ronald Gagnon, Ford Motor Land Development Corp.; Robert A. DeMatteis, R.A. DeMatteis Co.; Chris Grant, First Martin Corp.; Abe Manfah, Ayres, Lewis, Norris & May.

Elmer Johnson, senior partner of Group IV & Associates is executive director.

Dave Seiders, chief economist of the National Association of Home Builders, will offer his 1992 annual economic forecast, sponsored by the Builders Association of Southeastern Michigan from 11 a.m. to 2 p.m. Thursday, Jan. 9. For information, call 737-4477.

Planterra Tropical Greenhouses of West Bloomfield received a national and state award for its landscaping of the Gateway, a Farmington Hills office building.

Planterra won the Associated Landscape Contractors of America's second-highest honor, the merit award. The gold award, the Metropolitan Detroit Landscape Association's highest award, was presented for Planterra's interior landscaping of the Gateway atrium.

The Builders Association of Southeastern Michigan offers two workshops in January. They are:

• On Jan. 8, Helen Heeneveld, president of the Automation Link, will discuss home automation technology 8-11 a.m. at Somerset Inn in Troy.

• On Jan. 15, Mike Wickert, president of his own company, will discuss methods to develop a winning sales approach 8-11:30 a.m. at the Northfield Hilton, Troy.

For registration information, call 737-4477.



Hofer



Segal-Kohn



Vig



Roberts



Bearman

Mild housing upswing predicted

The country's largest title insurance company, Chicago Title and Trust, is predicting a 7.4-percent upswing in housing starts in 1992 for the Detroit area compared to this year's levels. But Detroit's projected increase is the lowest among the Midwestern markets. It translates to 1,100 more starts than this year.

Michigan ranked 10th in the nation in the company's 1992 housing starts forecast with an expected gain of 9 percent.

Although figures project an increase in housing starts, John Pfister, Chicago Title vice president of market research, said the projections are not impressive considering 1991's low fig-

ures. "The housing starts projection, however unspectacular," Pfister said, "is heading upward."

Although 1991 interest rates were at the lowest level in more than 15 years, real estate activity and housing starts did not respond proportionately, his report said.

"The reason is the single most important factor missing in the residential market today — consumer confidence," Pfister said. "It is especially low in the residential real estate market."

He believes that the consumer confidence crisis likely will continue into early 1992.

Joyce Kilmer didn't tell the whole story

AP — When Joyce Kilmer wrote that he'd "never see a poem lovely as a tree," he didn't have in mind a tall pine raining sappy sap all over his car, raking mountains of leaves in the fall or listening to a snow-laden elm creak in a high wind as it threatens to crash through the roof of his house.

Your own yard may have problem trees that present a hazard to property and personal safety, and would be better off removed. Should you attempt the job yourself? Felling a tree in your yard is not the same as it is in the forest. A tall tree may have to be removed in sections and felled in a precise manner to avoid crashing down on power lines, roadways and nearby houses.

ONCE THE tree is down, you'll have to contend with cutting up the trunk and branches and disposing of all the waste wood — not to mention removing the stump. Of course, you can rent the equipment that a pro would use to handle the job. However, it's likely that you'll find the rental costs, specialized knowledge and hard work required make hiring an expert a real bargain.

Getting the right people for the job also takes some know-how. First, make sure the company carries liability insurance. Without this, personal injury to anyone (including those hired to do the work), or damage to nearby property can open you up to a serious personal lawsuit. And don't just take the company's word on insurance — ask to see a copy of their insurance certificate.

White costs can vary depending on location, you're better off paying a flat rate for the entire job rather than paying on a time-and-materials basis. This way, you know the total cost before you start and can shop around to find the best deal.

AS A rule, you can expect to pay \$500 to \$600 per eight-hour day, which includes the crew and equipment. You shouldn't have to pay anything before the work starts, and it's a good idea to look for a

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company that's been in business for a while and has references you can check.

Where a tall tree can't easily be felled due to potential damage to property, it's removed in sections. The first step is to remove the branches — working from the bottom up to avoid getting the upper branches entangled in the lower ones. A cherry picker and a chain saw are standard tools for this work.

Alternatively, some pros use a rope and climbing saddle, and cut the branches with a hand saw. Large branches are best lowered to the ground with a rope rather than letting them fall. Once the trunk is cleared, sections are cut off starting at the top.

STUMP REMOVAL is best handled with a stump cutter or grinder. This powerful machine (at least 30 horsepower) has a large wheel that's fitted with carbide teeth. The cutting wheel is positioned hydraulically and is moved back and forth over the stump until the wood is ground away to the desired depth.

If you want to plant grass over the area, the grinder should work down to 6-8 inches. Increase the depth to about 1 foot for a paved driveway.

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