



All but four or five suites in Crosswinds mall are filled.

DAN DEAN/staff photographer

All business

Former Hills stores have better sales in mall

By Pat Murphy
staff writer

When they moved to the Crosswinds Mall about a month ago, Rita Neff didn't know what to expect.

The economy was down. And West Bloomfield was an entirely different market compared with Farmington Hills. So Neff, co-owner of the Baby and Me boutique, was understandably concerned.

The boutique was one of 10 specialty stores to leave Loehmann's-Hunter Square Shopping Center and relocate at the Crosswinds Mall on Orchard Lake and Lone Pine roads.

AMONG THE OTHER shops were the Marlonax Salon, Leona, Complaisant, Kitty Wagner Facial Salon and Spa. They were moving at a time when vacant shops seemed all too common, raising questions about the mall itself.

Naturally, there were questions when most of the shops moved in, about March 1.

Would the new shops catch on? Could window displays get the customers inside? How would old customers react? What about their new neighbors, the existing stores in Crosswinds?

The answers were immediate, said Neff, "and reassuring. It was like a fresh (and encouraging) start."

There was more customer traffic, she said, particularly on Thursday evenings and weekends. "We weren't in an enclosed mall before," she said. "That makes a big difference. This isn't just an enclosed mall, but a beautiful enclosed mall."

Elaine Siegal agreed. "We weren't anxious to move," said the owner of Complaisant, an upscale clothing boutique. "But it's a whole new atmosphere... fresh and very upbeat. We haven't even had time to notify our old customers about the move."

Siegal said she is amazed at the number of customers who don't like traveling, even a short distance. "For whatever reason, we have a number of people who don't like to drive... even down to 14 Mile Road (in Farmington Hills)."

ROBERT GOLDMAN, SPOKESMAN for Lawtree Ltd., the Farmington Hills-based firm that manages Crosswinds, said part of the reason is planning. "We've tried very hard to create a good variety and a good balance. The new stores fit in nicely."

Crosswinds still has four or five vacant stores, but far fewer than during the peak holiday season. And even some of those are spoken for, said Goldman.

"I'm currently negotiating with at least two other large retailers," Goldman said Monday. "I can't be specific right now, but we're very encour-

aged about what's happening."

So are customers, he said. "We've had nothing but positive feedback."

Some of the success is attributable to the quality of the stores, said Goldman. "But we're continuing our promotions. Next month (May 1, 2 and 3) we'll have an art show with more than 50 artists."

Suzette Wagner, whose mother started Kitty Wagner Facial Salon and Spa, said moving to Crosswinds "is undoubtedly the best thing we've ever done."

"We get at least one new patron every week. And so far, most of our old customers are staying with us."

Leona Weinberg, owner of the Leonabotique, agreed. "We've got a very young and upbeat clientele out here. I think it's going to work out very well."

Many of the longtime businesses at Crosswinds were so happy to see the shops relocate they sent flowers or other welcoming gifts to the incoming neighbors.

"It seemed like the appropriate thing to do," said Alan Wormser, owner of Barry's Let's Rent It, who sent welcoming balloons to each of the new stores.

"The new shops are generating new business and we're glad to see them," said Wormser. "There's such a variety here that people really don't need to go elsewhere."

Providence, McAuley talk of possible merger

By Alice Collins
staff writer

Southfield-based Providence Hospital and the McAuley Health System, which operates hospitals in Ann Arbor, Saline and Howell, have begun discussions that could lead to a merger of the two major health care networks.

The two have signed a 110-day letter of intent "to sit down and explore opportunities of working together on specific projects all the way up to a merger," Brian Connolly, Providence's president and chief executive officer, said Thursday.

A merger of the already expanding Providence and McAuley systems would achieve a strong presence in the rapidly growing areas in western Wayne and Oakland counties.

"Of course the Southfield area is our primary focus, but our next is the Novi area where a growing population has more of a demand for health care services," Connolly said. Northville in Oakland and Canton and Plymouth in Wayne are also communities eyed for expansion.

"This would not be a case of one hospital taking over another," he continued. "We're two financially strong hospitals looking to work together."

BOTH ARE CATHOLIC sponsored medical institutions, Providence by the Daughters of Charity National Health System and McAuley by the Sisters of Mercy Health Corp. of Farmington Hills.

Providence Hospital and Medical Centers currently op-

A merger of the already expanding Providence and McAuley systems would achieve a strong presence in the rapidly growing areas in western Wayne and Oakland counties.

erates a 463-bed acute care teaching hospital facility in Southfield, 10 ambulatory care centers in southeastern Michigan and a variety of other health care ventures.

McAuley operates the Ann Arbor-based St. Joseph Mercy Hospital, a 740-bed teaching and referral institution; the 82-bed Saline Community Hospital; the 135-bed McPherson Community Hospital in Howell; and ambulatory care facilities throughout Washtenaw, Livingston and western Wayne county communities.

"Both of our sponsors place an emphasis on collaboration and both share in a common vision of expanding and enhancing our services," continued Connolly.

A task force has been put together from both institutions with teams representing the hospitals' boards, medical staffs and management "to explore the opportunities over the 120-day period," he added.

"It's too early to say what's going to happen, but we're excited about the opportunity."

Musicales presents concert Friday at Harrison

"Evening Eleganza," featuring members of the Farmington Musical, will be held at 8 p.m. Friday, April 3, in the auditorium of Farm-

ington Harrison High School, 29995 W. 12 Mile, Farmington Hills. The Grunyons, a vocal jazz group,

also will be featured. Tickets at \$10 each may be purchased at the door. Call 661-0707 or 476-6221 for more information.

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SHOULD CHRISTIANS CELEBRATE EASTER?
An Evaluation of our Spring Holiday
Does this question disturb you? After all, isn't Easter an important Christian holiday? It may appear so to many, but noble and sincere Christians will judge that only by the Scriptures. And we want to help you do that this year.
Surely you have wondered what habits, eggs and Jesus Christ have in common. And why do people sing to a rising sun early on Easter morning? And what is Lent and its emphasis on eating fish?
Jesus promised He would be in the grave three days and three nights. Can you count from Good Friday afternoon to Easter Sunday Morning? It is only one day and two nights. Give two hours to the Lord to see Jesus vindicated.
Original material will be presented with visual aids. This seminar is entirely free and without obligation. It is sponsored by the Farmington Hills Church (Independent Baptist) for the truth's sake and will be conducted by their pastor.
Seminar in the Scriptures
Saturday, April 11, 7:00 p.m.
Comfort Inn (Mackinaw Room)
12 Mile at Orchard Lake Road Farmington Hills, MI 539-0816

The Roadhouse
AT OAK POINTE
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Easter Brunch Menu
Scrambled Eggs
Western Style Eggs
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Cheese Waffle w/Apple Sauce
Bacon/English Muffins
Biscuits
Sausage
Potatoes w/Steep
OJ Sauce
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