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sible tuition for children, and then add a lump sum sufficient to allow a spouse and dependents to continue receiving a desired amount of income. Subtract from this amount the value of current assets available for these needs (including existing life insurance) and any Social Security benefits that may be payable.

Which type of insurance you choose depends upon how much money is available for premiums, whether you have the discipline to invest other money for future needs, and questions of future health.

Buying life insurance is not always an easy task, but it is an important step in assuring financial stability under any financial plan.

To receive a free financial planning brochure or to obtain a questionnaire to participate in this column, contact the Center of Financial Planning, Dept. 100, 26211 Central Park Blvd., Suite 604, Southfield 48076 or call 948-7900. Names of participants are withheld upon request, and submitted financial data is confidential.

Dan Boyce, a certified financial planner at the Center for Financial Planning in Southfield, has been recognized by Money magazine as one of the top financial planners in the nation. Alan Ferrara is a partner in the Farmington Hills law firm of Couzens, Lonsky, Fealk, Ellis, Roeder & Lazar. Both have served in leadership roles in financial planning professional organizations.

What can U.S. do for auto companies?



DAN MCCOSH

A friend of mine used to complain that he had to buy two subscriptions to Time magazine, since he got so mad reading the first one he usually tore it up, and he needed a second copy to finish an article.

The first copy ended up next to his TV chair, where he could throw it at the tube during the evening news. Today, given a chance, I figure he would probably be throwing Ross Perot at the set.

For all his failings as a viable presidential candidate, Perot has been doing as good a job as anyone in public life calling attention to certain national problems facing the U.S. manufacturing industry — which by extension means the national issues facing the auto industry.

National problems differ from the usual array of business problems, such as Japanese cars that don't break; or Ford selling more trucks than Chevy.

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It's a tricky question, since the main reason cars aren't selling is because people borrowed too much, for too long, to buy the ones they already have.

Iran's soldiers swing most of the cars in Kuwait, and auto exports to that country are booming today (Bush likes to take credit for this). But mainly you have to wait for them to break down, just like you always did.

Still, the government is soaking up too much of the available capital that ought to be available for private business.

This is the direct result of the huge national deficit, not some vague worry that somebody's children will have to pay someday.

The federal debt makes money expensive in the U.S., particularly in comparison with the Japanese, who built their auto business on virtually interest-free loans.

One legacy of the current administration is that a significant portion of the national debt — a trillion dollars or so — is bailing out failed banks and savings and loans.

Does anybody remember when Chrysler was only asking for a paltry couple of billion or so?

National debt aside, old safety and environmental issues still have a direct impact on the health of the auto business.

Ironically, the safety features that a few years ago were too costly and certain to ruin the industry are of such a huge interest today that they are actually a source of profits.

The new wave of environmental concern, however, is another

story. Consider the ramifications of a national policy that attempts to control carbon dioxide — a perfectly natural component of the earth's atmosphere — in an effort to control global warming.

Most of the work done to alleviate car-produced smog in the past two decades has been an effort to convert noxious gases to harmless carbon dioxide.

Cutting or taxing carbon dioxide would mean cutting back all industrial production, not just car usage.

That very issue, embraced by the democratic challenger, would be extremely damaging to the auto business.

There are other auto issues up for national debate: health care and negotiated trade deals — both extraordinarily complex and nearly insolvable.

Admittedly, sifting through the issues in this presidential election through the eyes of the auto industry is a myopic approach, but it's at least a short list of issues I'd like to see debated.

On the other hand, maybe we're better off if they stick to the real stuff, like bimbos and what they did on their summer vacation, and leave the car business alone.

MARKETPLACE

To place your business in the marketplace calendar, mail the information, including the business telephone number and address, to Business Editor, 36251 Schoolcraft, Livonia 48150. Or drop the information off at your local Observer or Eclectic newspaper office.

The Marble Institute of America, an international trade promotional association, has accepted Ingersoll-Rand Company/Water Cutting Systems of Farmington Hills, a manufacturer of waterjet cutting systems for dimension stone, into membership.

Express Services Temporary & Permanent Personnel was named by Entrepreneurial Woman magazine as one of the top 80 franchises for woman to own and operate. Michigan Express Services in Troy is the local franchise of Express Services Temporary & Permanent Personnel.

Sharon G. the Southfield based jewelry design team made up of Sharon and Norman Gornbein, has been named one of the nation's top designers by Modern Jeweler magazine. The winning ring is one of the exquisite pieces in the Sharon G. line and is available at Robert Alexander Jewelers in Farmington Hills.

Telephone Support Systems in Farmington Hills, the area's largest interconnect, recently acquired TSS Ultimate Toll Fraud and Telephone Early Detection System. The systems will help prevent toll fraud and telephone, a

\$9.4 billion problem.

Budget Rent A Car has installed an unmanned rental location, Budget ExpressSystem, at the Sheraton Oaks Novi. The new system allows customers with a driver's license and a major credit card to rent at places where it was once impossible to do so. Budget rent a car is the only major car rental company currently offering the system.

THIS SUMMER ALANA CAN BE LIKE ANY OTHER KID, AND FORGET HER HISTORY.



Alana is eight years old. For the last six years she has battled leukemia. That's six years of hospital visits and treatments twice a week. It's no way to spend a childhood.

But thanks to your donations to the United Way, agencies like the Children's Leukemia Foundation of Michigan can send kids like Alana to "Special Days" Camp. A place where Alana can enjoy carefree days of swimming, canoeing, and newfound friends.

The United Way supports 145 agencies. Nearly 90 cents of every dollar you contribute goes directly to work, since only 10.4 cents goes toward campaign and administrative costs. Your contributions help the homeless, and fight child abuse, right here in Wayne, Oakland, and Macomb counties. So please give to the United Way, and help kids like Alana leave their history in the past.

STILL THE BEST WAY TO SHOW YOU CARE.
United Way, 1212 Griswold, Detroit, MI 48226 313-226-9200



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Workers hurt by imports to get aid

Michigan has received nearly \$1.9 million from the U.S. Department of Labor to assist workers who have been laid off due to increased imports of foreign goods, F. Robert Edwards, director of the Michigan Employment Security Commission (MESC), announced today.

Edwards said the money will go towards job training programs and other assistance offered through the federal Trade Adjustment Assistance program.

"These funds will help Michigan workers hurt by imported goods," Edwards said. "The money will pay for job training and retraining programs as well as other adjustment assistance these workers need to remain competitive in the workplace."

The newly allocated funds will provide continuing services to workers throughout Michigan, including General Motors in various locations.

Edwards said that with this most recent allocation, Michigan has received over \$3.2 million in TAA money since October 1991. TAA, which is authorized by the Trade Act of 1974, provides training, job search and relocation allowances to eligible workers laid off as a result of increased foreign goods. The Act also allows for weekly Trade Readjustment Allowances (TRA) for workers in approved training.

The MESC receives and disburses these federal TAA funds and administers Trade Act programs in Michigan.