

**MARKETPLACE**

Marketplace features a glimpse of suburban business news and notes, including corporate name changes, new products, new store or office openings, new affiliations, new positions, mergers, acquisitions and new ways of doing business. Write: Marketplace, Business, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. Our fax number is 313-591-7279.

**DEVELOPER TREAT**  
A Novi subdivision of largely young, married couples with small children was treated to a Fall Festival family barbecue by the developer, Nosen/Cohen Associates and Nosen Building Corp., both of West Bloomfield. Invitations included masks that children were to decorate and bring to the barbecue for judging at Woods of Novi subdivision, west of Decker, south of 14 Mile. The winner won a Toys R Us gift certificate although each child received a gift.

Uptown Deli of Farmington Hills catered the 200-guest event, held under a tent between two models Oct. 15. A DJ from Silver Sounds set the tone for an evening of dancing.

That afternoon, the developers treated 100 Realtors to lunch while introducing them to the subdivision. Too Cheez of Novi did the catering.

The weekend featured a grand closing with a clown, music and refreshments even though the sub is almost fully occupied.

To keep the site attractive, the developers have planted thousands of dollars worth of trees behind the houses that back up to Decker Road. The sub has won a Novi beautification award each year since it opened about three years ago.

**WHERE'S THE BEEF?**  
Detroit-based Cattlemen's, one of Michigan's largest beef pro-

cessing companies, has opened a 19,000 square-foot meat and produce store in Uptown Farmington Plaza, Grand River and Orchard Lake, Farmington. The refurbished store, in the former Oak Farms fruit and vegetable market, employs about 60 people. It is Cattlemen's first new store since merging with Oak Farms.

Shoppers can select packaged meat in the store's 5,000-square-foot, walk-in meat locker or get packing house cuts from the butcher.

Cattlemen's has four other metro-Detroit stores and plans another new location on Detroit's east side.

"Our combination stores respond to the demands of consumers for value in all of their food purchases. Our walk-in meat lockers, we believe, are particularly attractive for modern-day consumers," said David Rothbart, Cattlemen's president and chief executive officer.

**ENVIRONMENTAL CHECK**  
Delurman/Associates, a Troy-based consulting engineering firm, has finished an environmental inspection of buildings and grounds owned by Heritage Federal Savings Bank, Taylor. The site evaluation precedes Heritage's merger with Standard Federal, Troy. It took about 45 days to inspect the facilities, located from Flat Rock to Petoskey. Delurman calls site assessments like this the "first line of defense against future liability for environmental contamination found on property." The company specializes in environmental consulting.

**IN THE NEWS**  
Phyllis J. Wordhouse of Wordhouse Financial Planning & Education, Plymouth, is featured in the November issue of Financial Planning magazine. In an article

titled "Searching for Spendthrifts," Wordhouse says "savings can't begin without debt annihilation."

Wordhouse teaches money management workshops around metro-Detroit and has produced audio tapes on several financial topics, including money control, creating wealth and qualifying for college financial aid. This year, she was named top financial planner in the U.S. by the Mariner Financial Planning Corp.

**TOP 100**  
Ferndale-based Nature Nook Florists was recognized as a Top 100 member of Florist's Transworld Delivery based on the volume of floral orders it sends via FTD. Nature Nook also is among the top 60 FTD florists in the nation.

Nature Nook has 10 metro-Detroit locations, including shops in Hudson's at Northland, Oakland and Westland malls.

**SECOND TIME AROUND**  
Lots for Ladies, a resale store carrying women's wear, has opened in the Campus Corners Shopping Center, Livernonia and University, Rochester Hills. It's just a few doors from its sister store, Lots for Tots. The new store sells casual and career wear, designer clothes, maternity wear, coats, seasonal clothing and some new accessories.

Customers who shopped at Lots for Tots, also resale, started asking for the same sort of store for women's wear, said owner Kathy Newton, who opened Lots for Tots in 1985.

Newton keeps an eye out for special clothing requests that customers place on the store's "wish list." The store has layaway and a seven-day return policy. Clothing is accepted on consignment during store hours.

"The stores are a service to the

consignor who, in most cases, also is the customer," Newton said. For more information, call 651-4581.

**SELECT AD AGENCY**  
Southfield-based Goldfarb & Co. will handle advertising and marketing activities for the Michigan Statewide Joint Advertising Board, the advisory group for cooperative credit union advertising programs in Michigan.

Goldfarb was selected by the Michigan Credit Union League, Southfield, the trade association for the state's credit unions.

**AWARD CONSULTANT**  
Farmington Hills-based Thomas Computer Consultants has received the Inner Circle award from Great Plains Software, a North Dakota accounting software developer, for outstanding sales. The award goes to 1 percent of Great Plains' resellers worldwide.

For the fourth consecutive year, Thomas also received the company's President Club award for sales achievement.

Thomas offers accounting and business management software, product training, custom programming, hardware and computer service and support.

**NEW ACCOUNT**  
Cellular One, a Columbus-based provider of cellular service in Michigan and Ohio, has selected CME-KHBB Advertising, Southfield, to handle its marketing and advertising. Until now, CME-KHBB has worked with Cellular One on a project basis.

The advertiser's other clients include Chrysler Jeep and Eagle division, Jeep and Eagle dealer associations, Hush Puppies, Consumers Power and the Vietnam Monument Commission of Michigan.

**OUTSTANDING INDUSTRY**  
Testing Engineers & Consultants, Troy, and AAA and Associates, Detroit, received the Outstanding Achievement in Industry award from the Michigan Society of Professional Engineers. The two companies were awarded for work on pumping station No. 2A at the Detroit area wastewater treatment plant.

An honorable mention in private practice was awarded to Harley Ellington Pierce Yee Associates, Southfield, for its Ford Motor Co. scientific research laboratory.

**WING CONTRACT**  
Barton Malow Co., a Southfield-based construction management firm, has landed a \$16.7 million contract for additions and renovations in the Anchor Bay school district in New Baltimore. Roy G. French Associates, Rochester, is the project's architect.

The contract calls for work at seven schools, a development academy and transportation maintenance and operations facilities.

Barton Malow has signed a partnering charter with the A. Phillip Randolph Vocational-Technical Center, Detroit, giving selected students employment opportunities with Barton Malow and a subsidiary, The ARGOS Group.

**ATTEND CONFERENCE**  
Partners Don Schmitz, Don Clayton, Steve Gallanis and Kevin McKeever of Schmitz & Co., a Southfield-based accounting and consulting firm, recently attended the NEXIA International conference in Orlando. Conference topics included NAFTA, the future of international business markets and environmental matters affecting mid-sized businesses in the U.S. NEXIA is an international asso-

ciation of independent accounting firms.

**JOINS ST. MARY**  
Dr. Sandra Gullipalli, an internist, has joined the staff of St. Mary Hospital, Livonia. She earned her medical degree in south India and finished her internship at Detroit Macon's Hospital Association, Detroit. She served her residency in internal medicine at St. Joseph Mercy Hospital, Pontiac. Her office is at 9001 Middlebelt, Livonia. The phone number is 421-1162.

**TOP 40**  
Jeffrey S. Green, president and chief operating officer of Howard L. Green & Associates, was featured in Crain's Detroit Business' Forty Under Forty list for 1993. The annual feature showcases successful business people under the age of 40.

Green joined the Troy-based market research and strategies firm in 1984 as an analyst. He was promoted to his present position in June 1992.

The company specializes in retail location evaluation, retail expansion planning, sales forecasts, shopping center analysis and consumer research in the U.S. and abroad.

**APPY WINNER**  
Fred Smykla of Rochester Hills is happy these days after picking up the APPY award of excellence from Troy-based YPPA — Yellow Pages Publishers Association. The retired executive got the award from YPPA's board of directors for his lifelong contributions to the Yellow Pages and to the industry.

During a career of 40-plus years, Smykla held numerous management positions with Yellow Pages, including sales, public relations, advertising and production. In 1974, he was appointed by AT&T to the National Yellow Pages Service steering committee. He was executive director of the National Yellow Pages Service Association from 1975 to his retirement in 1988.

**The line on the best condo deal in Ann Arbor starts at around \$120 thou!**

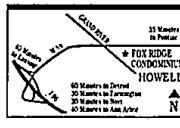


FEATURES: 2-3 BEDROOM TOWNHOUSES, 2 1/2 BATHS, CERAMIC TILE, FULL BASEMENT, FIREPLACE, CATHEDRAL CEILINGS, CUSTOM HARDWARE, FIRST FLOOR LAUNDRY, POOL & CABANA, 2 CAR ATTACHED GARAGE, WOOD WINDOWS, MICROWAVE, DISHWASHER, PANTRY, LARGE WOOD DECK, WOODED VIEWS, WIRED FOR CABLE.

**Brookside Commons**  
Condominiums  
(313) 995-8980

**The Hunt For The Perfect Living Locale Is Over At Fox Ridge**

- Spacious 2 and 3 Bedroom Townhomes
- Attached Garages
- New Construction
- Cozy Fireplaces
- Whirlpool Appliances



- Dramatic Cathedral Ceilings
- Large Sundecks
- Full Basements
- Walkout Sites Available
- Convenient to I-96

Priced From Only \$99,900 (517) 546-3535



**Graduate to Luxurious, Maintenance-Free Living UNIVERSITY MANOR Condominiums**  
From \$68,900 Phase 2 Opening

- Attached Garage • Basement • 2 bedroom brick ranch 1st floor laundry • 1 1/2 full baths • Private Entrance
- Insulated Windows & Doors • Ceramic bath • Solid oak cabinets • Dishwasher • Garage elevator • Storage hood & fan • Fully carpeted • Stained woodwork
- Quality craftsmanship • Plus much, much more!

757-8014  
Sales thru Schulze Real Estate 573-3900

**NOVI**  
ON BASHIAN DRIVE SOUTH OF GRAND RIVER WEST OF HAGGERTY

WHY RENT? WHEN YOU CAN BUY... \$2,900 DOWN & PAYMENTS AS LOW AS \$610/MONTH (BASED ON 10% ANNUAL CAP)

PHASE 1 SOLD OUT  
2 BEDROOMS • 2 1/2 BATHS • 1250 sq. ft. ONE CAR GARAGE • FULL BASEMENT  
UNIQUE CONDOMINIUMS WITH THE BEST IN LOCATION, STYLE, PRICE

**Novi Place**  
CONDOMINIUMS  
Models Open 1-5 Daily Closed Tuesdays and Thursdays  
For Information Call: 615-0040 or 642-7800 CHANNY GROUP INC.

**Luxury Ranch Meadow Creek Condominiums**

**NEW RANCH CONDOS In Canton OPEN DAILY 1-5 p.m.**  
(Closed Thurs.)  
2 bedrooms, 2 full baths, 1st floor laundry, full basement, 2 car attached garage plus an outstanding list of standard features!

**Come out this weekend to view CANTON'S PREMIERE CONDO DEVELOPMENT**  
Located on the west side of Sheldon and just north of Warren

Starting at \$129,900  
Sales by Remerica Village Realtors Dawn Miller  
454-0270 or 309-5039

**2, 3 or 4 Bed Homes Only \$177,400**

And... Behind These Beautifully Affordable New Homes, Is A 4,300-Acre Backyard.

You'll never find a backyard quite like this... with an 18-hole golf course, boating, fishing, swimming and miles of nature trails to explore. Plus Berwyck's exclusive adjacent Saddle Club and equestrian facilities are also at your door step!

**BERWYCK**  
Open Daily 12:00 - 6:00 684-2600  
Plymouth, Michigan  
Another Distinctive Community by the Irvine Group

**Get The Inside Story On West Bloomfield's Hottest Selling Detached Condominium Homes**

Don't Be Left Out Of The Picture From \$174,900

Picture perfect, maintenance-free new ranch, colonial and 1-1/2 story loft plans built among 141 acres of woods and ponds. Hurry for best walk-out and wooded sites today.

Children Can Walk Next Door To The New (Seasonal Lake) Elementary School. Built From Nature's Blueprints Models Open Noon-6 p.m. (Closed Thursday)  
681-5000  
Baker & Welkome