

BUSINESS

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SUBURBAN STARS

To submit materials, please send a brief biographical summary along with a black-and-white photo, if possible, to: Suburban Stars, Business Editor, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. There is no charge. Our fax number is 313-591-7279.

Scott E. McKelvey of Canton has joined the staff of Charter National Bank in Taylor. He serves as head of the bank's Trust department and is responsible for providing new business development for Trust and other divisions.



McKelvey

Carolyn Johnson of Rochester, vice president of finance and administration for Catholic Services of Macomb, recently received a masters degree in business administration in Finance from the University of Detroit Mercy.



Johnson

Kelly S. Howey has been promoted to associate at the Southfield-based accounting and management consulting firm of Plante & Moran. Howey served two internships before joining the firm's full-time accounting staff in June 1988.



Howey

Frank Leeper has been appointed channel marketing manager at Stanley Door Systems in Troy. Leeper will be responsible for developing programs and promotions for all channels of distribution.



Leeper

See **START**, previous page



ART EMANUELE/STAFF PHOTOGRAPHER

Bargain hunting: Chris Campbell says he enjoys shopping coupons and going from store to store searching for good deals.

Coupon clipper will cut your grocery bill



By DOUG FUNKE
STAFF WRITER

Chris Campbell loves to save money by shopping coupons. His business goal is to make a living grocery shopping for people who consider the experience a hassle and don't want to deal with themselves on a regular basis.

Either you like to shop for groceries or you don't. Someone who does will buy and deliver the goods to you — for a price. He figures he can save up to 30 percent on grocery bills for people who don't use coupons and shop only one store on a regular basis.

"Every household has to shop. You can't get around it," Campbell said. The 32-year-old Livonia resident started Metro Grocery & Gift Home & Business Delivery Service out of his house a couple of weeks ago with a collection of coupons, a computer and a plan.

He's personally distributed some 500 fliers to households in Livonia and public places like the Livonia Family Y and library.

"I kind of envision myself as a professional buyer," Campbell said. "Maybe it's my Scottish heritage. I like to save money and get the best price I can. Going from store to store gives me satisfaction."

"If you start a business, you should do something you're really good at. I've been doing the shopping for our family. I've been the one to do the coupons. I know the layouts of all the stores."

Campbell's service requires little start-up capital. His biggest investment is time.

He intends to bill clients a percentage of monthly grocery buy. People spending \$125 or less would pay 25 percent, \$125-\$350, 20 percent, \$350 and above, 15 percent. Senior citizens would get a 5 percent discount.

Campbell intends to take orders, shop coupons at a variety of supermarkets for the best prices, pack the goodies and deliver.

"It's not for everybody, naturally."

See **COUPON**, PREVIOUS PAGE

Get organized

Take time to discard the clutter

By DOUG FUNKE

This is Get Organized Week. Sponsored by the National Association of Professional Organizers, the observance is designed to motivate us to streamline our lives by clearing off our desks, purging files, getting rid of clutter and better planning our time and priorities.

Taking control involves both the broad picture and small details, organizing experts maintain. "One of the great problems is being overwhelmed with too much to do," said Dorothy Lehmkuhl, proprietor of Organizing Techniques in Bloomfield Township and national coordinator of Get Organized Week.

Her big point — you can't be all things to all people. "Everyone wants to be successful . . . by saying, 'Yes, yes, I can do it,'" Lehmkuhl said. "The more you say yes, the more you ultimately say no, because you can't do everything."

Most of us recognize that we can take steps to improve organization in the workplace, said Ann Savell, a Birmingham consultant who specializes in office organizing, space planning and corporate relocation.

"I gave a talk recently to the Plymouth Chamber of Commerce

about cleaning off the desk and the office and people were sitting there nodding in agreement," she said.

So why is it difficult to translate thought into action?

"We'll find little ways to avoid things until it's serious," Savell said. "We say to ourselves, 'I'm kind of disorganized, but still functioning.' When the cost of a problem is big time, then there's motivation."

"It's not fun," Lehmkuhl said of the procrastination. "It seems, and emphasizes the word seems, a low priority. People tend to gravitate to work that is enjoyable."

Before we know where we're going, we have to know where we are, organizers said.

"I think the main issue is lack of thinking through an entire process or what is to be accomplished, what is to be done," Savell said.

"Learn your capabilities," Lehmkuhl advised. "Use a Day-timer and block out all your tasks — not just appointments — when you do what, how long it takes."

Michelle DuMouchelle, a certified public accountant who operates Simply Organization in Northville, continued in that vein.

"People need to schedule time to get their thoughts together ei-

ther at the beginning or the end of a day," she said. "Things happen so fast in the workplace and people are always pulling at you."

Physical clutter can hurt business performance.

"I've seen it happen," DuMouchelle said. "People miss appointments if they don't write on calendars. It could be a big money contract."

"It's too easy not to follow up on a good lead, too easy not to process an order that gets lost in papers on a desk," Lehmkuhl said.

When it comes to organizing, one size or plan apparently doesn't fit all.

"Organizing isn't always neat, but a system that works for you and your company and you can maintain," Savell said.

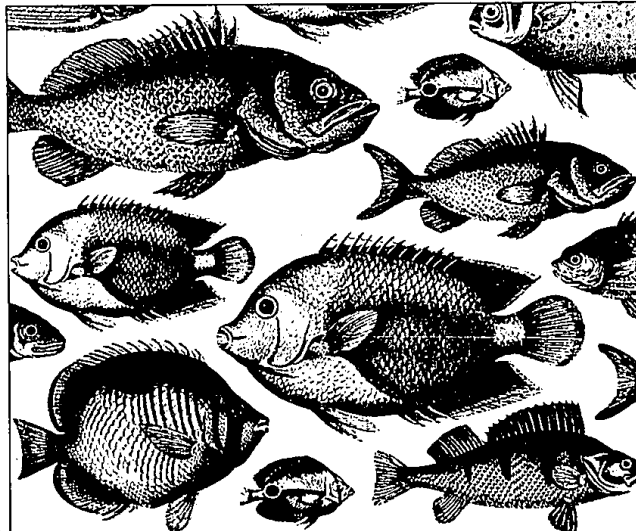
"The individual situation dictates what has to be done and I think the simpler the better," DuMouchelle said.

A few general organizing tips from the experts:

■ Throw out what you don't need.

■ Organize files and tools vertically rather than horizontally so they're more visible and accessible.

■ Organize supporting work materials so you don't have to physically get up and walk to get them.



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Herald Wholesale sets hospital benefit

The Bloomfield Township owner of Herald Wholesale's newly remodeled decorative plumbing, lighting and hardware showroom will host an open house to benefit Children's Hospital of Michigan 5-8 p.m. today, Oct. 7.

The Oak Park showroom is at 20830 Coolidge, between Eight and Nine Mile. All donations collected during the event will go to the 107-year-old hospital's Rehabilitation Center.

Owner and president Gerald Katz will host the champagne and hors d'oeuvres fund-raiser to spotlight innovative ideas in

high-end decorative plumbing, lighting and hardware design. Katz will take the opportunity to unveil one of his store's newest products: a Kallista solid copper bathtub set with hand shower priced at \$35,500. The tub was handcrafted by the same cooper-smiths who refurbished the Statue of Liberty. It measures 65 inches in length and 32 inches in width and is unusually deep. It's part of Kallista's Arched Suite of copper bathtub, wash basin and faucetry.

More than 40,000 items of inventory are on display in the

15,000-square-foot showroom, including every major product line in hardware, plumbing and lighting. Faucet and shower heads are fully operational with running water. One-of-a-kind attractions include a shower with 40 shower heads, 15 body sprays, four hand showers, three rain bars and five exotic tub fillers.

Herald Wholesale will mark its 40th anniversary in November. The family-owned company has grown from four employees to 71. Regular hours are 8 a.m. to 6:30 p.m. weekdays and 8 a.m. to 3 p.m. Saturday.