

# Markers from page 1F

## CLEANUP CONTRACT

A series of pilot-scale tests performed at a site on the Manitowoc River in Wisconsin has resulted in the award of a full-scale site remediation contract to Millgard Environmental Corp. in Livonia.

The cleanup site is the current headquarters of Wisconsin Fuel and Light, a privately owned utility in Manitowoc. The remediation project is a private action undertaken by the owner, Wisconsin Fuel and Light, which has worked closely with the Wisconsin Department of Natural Resources to develop a remediation plan. The

owner retained WW Engineering of Grand Rapids to assess the contamination and develop a remediation plan.

Residual coal tar from a former coal-gasification plant has heavily contaminated surrounding soil. Millgard will treat 26,000 cubic yards of shoreline soils to depths of 40 feet in an area that includes a high water table and buried obstructions.

## SALES TECHNIQUES

Farmington Hills-based Builders Association of Southeastern Michigan will present "Surviving

the Challenge of Change: Sales Training To Win the Change Revolution" Friday, Oct. 16 at the Radisson Plaza Hotel, Southfield. Hours are 8-11:30 a.m. The registration fee, including continental breakfast, is \$40 for BASM members and \$70 for non-members. Call 737-4477.

Joe Bonura, president of Kentucky-based Bonura Training, will demonstrate sales techniques for the year 2000. He has 30 years of sales, advertising, marketing and sales training experience. Bonura will focus on three strategies: empowerment, sales

memory techniques, presentation skills.

## COMPANY MOVE

Parliament Co. has relocated from Bingham Office Park, which the company built in 1980, to the First Center in Southfield.

The company provides general contracting, construction management and property management services for the commercial, retail, industrial and health care industries.

## ENVIRONMENTAL FORUM

The Greater Detroit Chapter of

the Associated General Contractors of America will host a construction industry environmental conference 8 a.m. to noon Nov. 11 at the Engineering Society of Detroit, 100 Farnsworth, Detroit.

The conference will feature moderator Mark Leipsitz, Detroit Building Co., Novi; Gary Boersen, chief of the stormwater permits unit, Michigan DNR, Lansing; D. Douglas McGaw, law firm of Polling, McGaw & Polling, Troy, speaking on wetland laws and regulations; Roger Kappler, Millgard Environmental

Corp., Livonia, speaking on cleanup technologies; Stephen Ormond, law firm of Tucker & Rolf, Southfield, speaking on allocating liability risks in real estate transactions; William Ralls, law firm of Ralls, Urban & Roiser, Lansing, speaking on environmental law and construction contracts; Steven Davis, Hogg Robinson of Michigan Inc., speaking on insurance and bonds for construction contractors.

For more information, call 948-7000.

## Study ways to give exemplary service

Maintaining a client/customer base can be a competitive task.

The Oakland University Continuum Center will present a seminar that teaches "How to Provide Quality Customer Service" 8:30 a.m. to 3:30 p.m. Friday, Oct. 22, in the Hampton Inn, Auburn Hills.

Participants, led by training specialist Jackie McCarroll, will discover the key steps for achieving service excellence.

Seminar topics include the basic needs of customers, how to use interpersonal skills to promote success, methods to really handle customer complaints, the taboos of service management, and how to nurture customer confidence.

The fee is \$79. To register or for more information, call the OU Continuum Center's Rochester Hills office: 370-3033 by Oct. 20.

## BUILDER'S CLOSE OUT!

In Commerce Twp.

On this quality built NEW 3 bedrooms, contemporary home offering 1950 sq. ft., 72x233 lot, 2.5 baths, full basement, PLUS new sod and landscaping. Just reduced \$189,900

OPEN SATURDAY'S AND SUNDAY'S 2-4 1622 Commerce Shores

The Prudential Niebauer Realty, Inc. (313) 624-3015



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!

1.5 & 2 Bedroom Homes \$177,400 Berwyck Homes, Inc. 684-2600



Yes, you can still enjoy West Bloomfield's thoroughly cosmopolitan lifestyle in an unspoiled atmosphere of absolute tranquility.

## At Home With Your Lifestyle.

Our imaginatively designed ranch, loft and two-story plans offer a wealth of luxuries inside and out. For those of you who take your style of living seriously, we suggest you make the move to the Lagoons. But hurry, for best walk-out and wooded sites living today.

Priced From \$169,900 4 Bedrooms on Walk-Through to the New Pleasant Lake Elementary School Built From Nature's Blueprints Models Open Noon-6 p.m. (Closed Thursday) 681-5000

WHERE THE CITY MEETS THE COUNTRY...

A BARGAIN THAT HAS VALUE. \$3,000 DOWN

Buy your 2 1/2 acre country estate now at today's low prices and build later.

YOUR BUILDER OR OURS

Dine down a low-traffic country road to a rural retreat only minutes from western suburbs. Low taxes. Prestige schools. Gently rolling parcels, some offering southern exposure, walk-out basements. There are no time restrictions for starting construction. Come view the area and walk the land.

TIMBERVIEW ACRES

(313) 559-7430 / (313) 996-0444

J.A. Bloch & Co., Inc. • Gach Realty

BUY NOW BUILD LATER — TERMS AVAILABLE

NOVI BUILDING COMMUNITY

"BUILDERS CLOSEOUT" Condominium Homes in Novi Priced From \$131,900!

ONLY 5 UNITS LEFT!

Arrowon Pines Novi's finest wooded condominium community is almost sold-out! Don't miss your chance to be a part of this award winning community.

Affordability, privacy, luxury and a maintenance free environment can be yours.

• 2 & 3 bedroom townhomes • Wooded setting • Walk-outs available • Distinctive designs

Call Today 349-8808

Open daily 12-5 Brokers Protected

ARROWON Pines

PHASE 1 NOW OPEN

Sulley Pointe Condominiums

FOUR PHASES HAVE SOLD QUICKLY! DON'T MISS PHASE IV We can't be beat!

★ 1 Floor, 2 Bedroom, 2 Bath Models ★ FROM \$71,400

• 3 Floor Plans • Private Entrances • GE Appliances • Cathedral Ceilings • Carport

Open Daily 12-5 • Closed Thursday 981-6530 SALES BY CENTURY 21, CASTELLI

IT'S JUST POSSIBLE YOU'VE READ THIS PAPER BEFORE

Because this newspaper uses recycled newsprint whenever it can.

Recycled newsprint is just one of the many useful products made from old newspapers. Recycling keeps the newspaper you're reading from the landfill. And it helps us all to save money.

So, after you read, recycle.

And we'll do our part. We'll use it again.

MITCH HARRIS BUILDING COMPANY PRESENTS HILLSIDE LAKES OF BRIGHTON

FEATURING:

- Preserved Nature
- Woodburning Fireplace
- Walkout Sites
- Merrill Oak Cabinets
- Underground Utilities
- Brighton Schools
- ...and much more!

Priced \$179,000 from...

For more information Call... JAN JOHNSON (313) 229-7838 (313) 231-4935 Brokers Welcome

Discover Canton's Best Value!

Canton's number one home buy. Spacious floor plans, 2-3 bedrooms, 2 1/2 baths, full basement, 2 car attached garage and more. Model Hours - Daily 1-6, Sat. & Sun. 12-5, closed Thur.

Starting \$104,900 981-9420 contact Kathy Immediate Occupancy

CARRIAGE PARK CONDOMINIUMS

Port Rd. 22 N Chert Hill 275 QUENTHER BUILDING CO.

Unmasking A Grand Event!

INTRODUCING OUR 1994 MODELS!

Come join us for A Grand Event in Novi! Saturday & Sunday October 16th & 17th FROM 11:00am-5:30pm

PRIZES! HALLOWEEN TREATS! MAGIC! COLORING CONTEST!

Spec homes available for immediate occupancy!

You can't beat the Woods of Novi for great value. Our homes are built with the highest quality materials, brick and stone exteriors and all wood windows. This will be the final phase of this popular Novi community surrounded by acres of protected woodlands. Prime wooded and walkout sites available for immediate occupancy!

From \$174,900 SPECIAL OFFER Buy a home before November 15, 1993 and receive free light fixtures and garage door opener to truly complete your new home! For more information, call (313) 960-0005 Brokers Welcome.

Woods of Novi

Nolan Building Corporation & Nolan/Cohen Associates, Inc.