

Stars from page 1F

Alan Barry of Farmington Hills, president of Southfield-based Brass Craft Manufacturing Co., a Masco Corp. subsidiary, was named chairman of the Plumbing Manufacturers Institute, the voice of the plumbing industry. He joined Brass Craft in 1972 as controller and became CEO in 1988.



Barry

Joseph Nowak of Farmington Hills was named president of Northville-based MascoTech Industrial Components. He joined the company, which makes functional stampings and assemblies for the transportation industry, in 1991.



Nowak

Kathl J. Adamo of Rochester Hills was named regional manager of the Detroit Region for Southfield-based Chrysler Credit Corp. She formerly was a branch manager in Detroit. She joined Chrysler Credit in 1988.



Adamo

David A. Recco of Rochester Hills was named senior architectural group leader at Ellis/Naeyer/Genheimer Associates, a Troy architectural engineering firm. A registered architect with 11 years of experience, he has been with the firm since 1982.



Recco

Richard L. Bartrem was named to the newly created post of vice president for finance and administration at Lawrence Technological University, Southfield. He was out over 200 applicants in a nationwide search. He previously was vice president for finance and treasurer of Wesley College in Delaware.



Bartrem

Kathryn Brockmiller of Royal Oak has joined Chase Manhattan Personal Financial Services, Inc., Bloomfield Hills, as relationship manager. She previously was a

private banking officer at Comerica Bank, Detroit. She also was a business development loan officer for Comerica Mortgage Corp. and an assistant branch manager for Comerica, Lansing. Chase Manhattan provides junior real estate financing in 20 states.

Frederick S. Dominick of West Bloomfield has retired as vice president and assistant branch manager at the Detroit Branch of the Federal Reserve Bank of Chicago. He has been with the Federal Reserve Bank of Chicago since 1952.



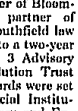
Dominick

Michael D. Waring of Troy was promoted to principal at the Bloomfield Hills consulting firm Hubbell, Roth & Clark. The registered professional engineer had been project manager for Waring wastewater and combined sewer overflow projects. He joined the firm in 1988.



Waring

Michael R. Kramer of Bloomfield Hills, senior partner of Kramer Melton, a Southfield law firm, was appointed to a two-year term on the Region 3 Advisory Board for the Resolution Trust Corp (RTC). The boards were set up under the Financial Institutions Reform, Recovery and Enforcement Act of 1989 to provide advice to the RTC on the disposition of real estate assets from the nation's failed savings and loan. The board also gives advice on housing issues.



Kramer

Farmington Hills-based Douglas & Lonson Co. appointed James E. George to its board of directors. He's a retired vice president of Becton Dickinson & Co., an international manufacturer of surgical and medical instruments. The Phoenix, Ariz. resident recently started a manufacturing consulting company and is a partner/owner of several Columbus, Neb., businesses. Douglas & Lonson supplies seating systems, decorative and body trim parts to the automotive industry and manufacturers material handling equipment and custom truck bodies and trailers.

Attorneys Ronald W. Citron and of Rochester Wade E. Haddad of Birmingham and

Marla G. Zwans of Southfield have joined the Bloomfield Hills office of Howard & Howard. Citkowski specializes in patent, copyright, trademark, trade secret and unfair competition law. Zwans is a member of the firm's litigation group and Haddad specializes in business law.

Benjamin P. Hudson of Bloomfield Hills will manage The Equitable Life Assurance Society's Southfield office. He started his career in 1977 at the Millar Agency (now the Holiday Agency), Birmingham. During his first two years at The Equitable, he became district manager, qualified for the company's National Leader Corps and won two sales awards. He was named to Equitable's Hall of Fame in 1990 and consistently qualifies for the insurer's Million Dollar Round Table.

Ruby K. Dhanll of Farmington Hills was promoted from staff accountant to associate at Plante & Moran, Southfield, where she specializes in healthcare and self-insurance. She joined the accounting/consulting firm in 1988 after graduating from the University of Michigan.

Dr. Guseel Avel of Birmingham joins her father, Dr. Mustafa Avel, in his established family practice in the Union Lake Professional Center, 1909 Union Lake Road, Commerce Township. The phone number is 363-7109. Dr. Avel, a graduate of Walled Lake Central High School and Oakland University, earned a medical degree from the University of Health Sciences College of Osteopathic Medicine, Kansas City, Mo., in 1990. She finished her residency in family practice at Trinity Lutheran Hospital, Kansas City. The doctors are on staff at Huron Valley Hospital, Commerce Township, St. Joseph Mercy Hospital, Pontiac, and North Oakland Medical Center, Pontiac.

Dr. Stacy L. Smith of Farmington Hills has opened a family practice with Dr. Robert K. Brateman at 24230 Karmin Blvd., Novi. The phone number is 473-8590. Smith, a graduate of North Farmington High School and University of Michigan, earned her medical degree from Wayne State School of Medicine and completed her residency in family practice at Providence Hospital, Southfield.

Car-buying guide aids consumer

Cost-conscious consumers now stand a fighting chance of making a good deal when buying a new or used car.

"Why Worn? Anyone Tell Me the Price?", by former Garden City resident Mark Neracher and former general sales manager of one of the largest U.S. car dealerships, guides the consumer through the car buying process.

Available from Bookmark Publishing in Phoenix, the book gives the consumer tips

on how to find the best dealership, what to look for when choosing a salesperson and how to respond to common selling methods.

It shows how to get the lowest price and the best trade-in value, and how to use powerful negotiating techniques. The book includes a payment chart and simple instructions on how to figure payments, making the mysterious numbers game understandable.

To order directly from the publisher, send a check or money order to Bookmark Publishing, 3202 E. Greenway Road, Suite 1307-228, Phoenix, AR 85032, or call 602-596-8810. It also sold at independent suburban bookstores.

Neracher is president of Training Mark Inc., a consumer education and business training firm in Phoenix. He teaches car-buying classes at four local Arizona community colleges.

Country from page 1F

All models have at least a two-car, side-entry garage and a basement.

The Morgan, a two-story colonial of 2,270 square feet, is especially popular among buyers who already have made deposits at The Crossings of Oakland, Jan Robertson said.

All three bedrooms, with an optional fourth, and two full baths are upstairs. The main floor contains a den, a living room that leads to a dining room, a kitchen/breakfast nook, a family room, laundry and powder room.

"One of the features we try to do with all the houses is not have to walk into the laundry room from the garage," Jan Robertson said. "You can close off the mess."

"Extra storage space in the garage is just terrific," she added.

The four-bedroom Morgan, with a long front porch and a brick/wood siding, is priced at about \$225,000.

Several other models are available with upgrades like higher ceilings throughout, step-up dens

■ 'I like Oakland Township just for the fact it's still kind of out in no-man's land.'

Don Lee

and three-car garages. Don and Becky Lee, who will be moving to The Crossings of Oakland from Birmingham, are expecting their first child this spring.

"I like the community aspect of it — the pool, tennis courts, jogging track," he said. "Also, the rigid requirements in deeds that you can't repeat the same house and have the same brick and paint combinations gives a lot of variety."

"I like Oakland Township just for the fact it's still kind of out in no-man's land," Lee added.

The Crossings of Oakland is within the boundaries of the Rochester Community Schools. The current property tax rate for school, county and township services is \$50.22 per \$1,000 of state equalized valuation (half of mar-

ket value). At that rate, the owner of a \$207,000 house would pay about \$5,200 annually in taxes. However, that could change as the state Legislature grapples with public school financing.

Robertson Brothers is wrapping up The Heathers in Bloomfield Township and is building Residences at TTC in Dearborn and Huron Chase in Ann Arbor.

"We spent 18 months researching what area would be hot next," Paul Robertson said. "The consensus was Oakland Township was going to be the next Bloomfield Hills."

Robertson added that he one day expects to exercise options on property adjacent to The Crossings of Oakland where he could build about 100 more houses.

Buy from page 1F

tems and occasionally took in equipment on trade so we started selling it. We changed the name so that everyone knows they can come in. CSI is a sort of business-oriented name.

What are good buys? Morrison: The XTs are older computers but they are still very powerful. They're not the state-of-the-art but if you can't afford the \$1,400 price tag, you can buy this with the monitor for \$200. It will run DOS 6.2 and WordPerfect. You can learn on it. We do buyouts, liquidations, closeouts, demos. We even get new computers like 486s.

How big is your inventory? Morrison: We don't have a standard inventory that we buy. Whatever we buy, we've gotten a good deal on it so we pass it on to the customer. We usually always have the best prices. We have a lot of used IBM equipment.

What is your "wish book?"

People come in and tell us what they are looking for. A lot of times, we'll find what they are looking for. Our customers say that we often are the only place they can find motherboards and parts. If someone tries to fix something from an older machine, we can help them out. We sell parts when people upgrade. We don't buy old, obsolete equipment; we're looking for something useful. We have customers who come in weekly just to check it (the inventory) out. We buy from large companies who are upgrading their equipment.

Who do you buy from? Morrison: I'd rather not say — this is a competitive market. We want to have first crack at the liquidation. We have a 90-day warranty on all used equipment, anything. If you are just not happy with the equipment and you want to return it, you can. We do that because we don't want anybody to

be afraid of buying used equipment. New equipment has a year to two-year warranty.

Touch: Not everyone can spend \$1,000 to \$2,000 for a computer.

Tell us about your staff. Morrison: We have a technical as well as a programming staff. They're very talented. Almost all have university degrees.

What are payment options? Morrison: We accept all major credit cards and have a layaway program. As for a rental or payment plan, no we don't.

How are you different from other computer stores? Touch: Service and experience.

Anything new planned? Touch: We're thinking of starting a support line where people (non-customers) can call in with questions. We're here for the person who knows what he needs as well as the person who doesn't.

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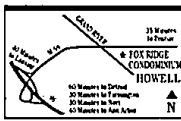
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