

MALLS & MAINSTREETS

Coffee ala Canton



Better beans: Enjoy a cup of coffee, a workout, and a tan at Gumbanno Brothers Italiano Cafe in Canton. The new facility brings together a coffee shop, tanning salon, and martial arts training center — all under one roof. Owner Dr. M. Aiello, said the cafe serves Superior-brand coffee and Laurentis espresso drinks. Additionally, the cafe has yogurt, pastries and a variety of shakes. Look for Gumbanno's in the West Gate Plaza, one-half mile north of Ford Road in Canton.

RETAIL DETAILS

Retail Details features the latest news briefs from the mall and Main Street shopping centers. Mail submissions to: Retail Details, Observer & Eccentric Newspapers, 805 E. Maple, Birmingham, 48009. Or fax them to (810) 644-1314.

SOMERSET NORTH COURT

Although it's a well-kept secret about what retailers besides Nordstrom's and Hudson's will open at the new Somerset North in Troy in 1996, the Observer & Eccentric has learned a food court is one of the attractions planned. Somerset North is at the northeast corner of Cooldige and Big Beaver, across the street from the Somerset Collection. Sources at Somerset confirmed that a food court is in the planning stages for the new mall, however, it will be a food court to end all food courts — not the typical fast food mall eating emporium shoppers have experienced at other centers. Look for something chic, sharp, and utterly yummy.

REAL PEOPLE MODEL FOR JAKE'S

Jacobson's Spring '95 Career Collection Catalog will feature 35 local Real Working People not professional models, according to company spokeswoman Janice Hayes. "The 40-page fashion work book is designed to be a guide to what to wear to the real world of work," she said. Watch for Marietta English of Rochester Hills, an account executive; Stacey Smith of Bloomfield Hills, a manicurist; Kimberly Shaw of Troy, a secretary and Jim Berline of Troy, an agent man; among other participants. The models were chosen from a cattle call based on how photogenic and animated they appeared before the camera and how well they fit in the clothing! The catalog was shot in a Detroit studio Dec. 8-14.

NEW ANTIQUES SHOP
Crimson Rose Antiques, boasting the collections of five antique dealers, has opened in downtown Franklin, across from the fire station. Owner Sandy McElroy said the shop has fine

Dressing

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For gift-giving, Loretta Lorton also carries the American Wild-goose line of expandable children's wear that grows with the child. She's one of the few children's specialty retailers to stock skating outfits and tennis ensembles for children. After all, these days the holidays often double as resort time!

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Music from page 8A

Hear Music, a subsidiary of The Nature Company, which also owns Nordic Track, Smith & Hawken, and Britches of Georgetown, is the third retail record store for the company, the first for Michigan. Hear Music was founded in 1989 as a mail-order music catalog business by East Coast college friends Kevin Sheehan and Don MacKinnon who were looking for a way to find new things to listen to as they outgrew rock radio.

By 1992 sales were good enough to warrant a retail outlet in Berkeley, Calif. By this time Sheehan left the company and MacKinnon was on his own. The company has grown to a corporate staff of 11 with headquarters in Boston. Plans call for six stores in the United States through 1995. Hear Music's "concept" is simple, customers can listen to any CD in the store before buying it — and CDs in the store virtually cover the entire history of music from medieval to contemporary. Hear Music subtly takes aim at the crowded CD aisles of stores like Best Buy or Target, or the atmosphere in the typical mall music shops that cater to teens.

While they can't top the prices of these mass marketers, Hear Music can offer ambiance and eclectic choices. According to an article in Forbes magazine, last year domestic wholesale revenues from recorded music were \$9 billion.

Music clubs and catalogs saw their sales decline, while traditional music stores watched sales falter. It was evident to retailers that something new was needed in the music mart. To this end Borders Books and Barnes and Noble Booksellers added sophisticated music departments to their new superstores, and stores like Hear Music arrived on the scene.

At Hear Music, recordings are uniquely presented in groupings of eight or nine CDs based on cat-

egory, composer or mood, every three feet around the store. Headphones connect each grouping. Customers put on the headphones, push a button under the CD they want to hear, and then proceed through as much of each track on the CD as they want to hear.

What's your mood? Cajun? Celtic ballad? French cabaret? Hear Music has samples of all. It's the ideal way to introduce music buyers to new sounds, new artists and new presentations of the classics ignored by traditional music retailers according to MacKinnon.

Troy-based Harmony House said it welcomes new music retailers to the scene because they create an awareness level which

brings more consumers into everybody's record stores.

"Harmony House's sales are up this year," said Chuck Paska, vice president of retail operations. "And not just holiday music sales. We've been up all year."

To stay competitive, Paska said Harmony House has expanded its selections over the years and instituted the we-will-not-be-understood policy. "Our customers know we will match any ad in the city," he said. Somerset store manager Triah Kinsey said business has been "great" since the launching. Customers seem to enjoy trying on music to see if it suits them before buying.

Inquiries are welcome at (810) 816-800.

jewelry, beaded bags, furniture and glass items. For more details call (810) 737-3307.

HERBAL SHOP DEBUTS
Co-owners Kathy Lee Moran of Chelsea and Stephanie Mills-Kleiman of West Bloomfield have opened Herbal Harvest at 142 N. Center in downtown Northville. Mills-Kleiman said the shop carries everything and anything herb-related including hard-to-find herbs, a library of herb literature, herb-based hair and skin care products, aroma therapy merchandise, gift baskets, dried flowers, dinnerware, teas, vinegars and potpourri. For more information call (810) 348-6300.

HOSIERY BY FAX

Jacobson's has a new service. The Hosiery Connection, which allows working women to order pantyhose and tights by fax. Customers simply fill out a HC form available at any store and fax their orders direct to their local Jacobson's store. The merchandise will be held for pick-up or delivered to home or office. Customers can order their cosmetic products the same way. The company also has Cosmetic Connection fax forms available. For more information call (810) 651-6000 in Rochester, (810) 644-6900 in Birmingham or (313) 591-7696 in Livonia.

Celebrate the Season

with beautiful flowers from your local florist

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Canton Amour Flowers & Gift Shop 153 North Hazelbury 313-981-3707 All Major Credit Cards FTD Teleflora	Livonia French's Flowers and Gifts 33853 Five Mile in the New One Center Plaza 1-800-680-0972 All Major Credit Cards	Livonia Susie's Flowers and Gifts 37813 S. Mile Rd. 313-464-4588 OIL PAINTING 25% OFF All Major Credit Cards	Westland Decker's Flowers & Gifts Fresh Flowers, Plants and Gift Baskets 313-261-9080 FTD Teleflora
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