

Saffron Billiards Top Source For Pool Tables and More

Claudia Handley has often been imitated, but she has never been matched. Her store, Saffron Billiards, is still the only place to shop for a complete line of game room equipment and fixtures.

With around a thousand pool tables in stock, Saffron Billiards can offer a table in any style to match your house, or price range to match your wallet.

"There's no place else to go to find 50 pool tables set up," Handley said. The tables are always rotated, she added, to give the customers an ever-changing selection of tables to choose from.

This variety of pool tables alone makes Saffron Billiards unique in the area. But Handley also stocks a number of other game tables. There are chess tables and card tables and even hockey tables.

And while Saffron Billiards does not sell the drink you have after your game of pool, it does offer the bar stool you sit on while you sip it. The bar stools come in as many varieties as the pool tables, with 100 stools available for under \$100.

This is just the beginning. Saffron Billiards carries neon signs and posters, stuffed animals and dart boards, jukeboxes and cabinets, wall art and lighting fixtures.

"I go on treasure hunts and buying trips," Handley said.

Add to this their outstanding service, and it's no wonder that Saffron Billiards is an industry powerhouse.

"Our salespeople are all on salary, not on commission," she said. "This way, the customer gets taken care of."

At Saffron Billiards, the customer is

never condescended to, whether the customer is a man or a woman.

"Buying a pool table is usually a joint decision," said Handley. "But sometimes a woman will come in alone, sometimes a man."

She said that the key to giving customers great service is to make the employees feel a part of the company.

"I always say that employees always work with us, not for us."

As a result, Handley has won recognition for her work, even in this male-dominated industry.

She is currently the president of the Billiard Bowling Institute of America, a 53-year-old organization that services the manufacturers and distributors of pool tables and is affiliated with the Sporting Goods Manufacturers of America.

She has also been repeatedly recognized as the top dealer in the world of Olhausen equipment. Olhausen is the leading pool table manufacturer.

Saffron Billiards has been in business since 1966 and was started by Handley's father. Her daughter, Marin, is already following in the family business and was responsible for the "100 under \$100" bar stool collection.

Saffron Billiards has two locations: at 23622 South Woodward in Pleasant Ranch and 45160 N. Point Boulevard in Utica. A third store is scheduled to open later this fall in Novi.

The stores are open daily from 10 a.m. to 8 p.m. and Sundays from noon to 5 p.m. The main office can be reached at (810) 642-8888.

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Claudia Handley and her daughter Marin (left) provide the state's finest selection of quality gameroom and bar furniture and accessories.