

## RETAIL DETAILS

**Retail Details** features retail news briefs including store openings, closings, merchandise and personnel changes. To have your announcement published, send a fax to: Malls & Mainstreets, c/o Susan DeMaggio, editor (810) 644-1314. Or mail the facts to: The Eccentric Newspapers, 805 E. Maple, Birmingham, 48009. Attention: Malls & Mainstreets.

**Holiday season has strong start**  
The shortened holiday shopping season started on a strong note with the majority of Michigan retailers reporting increased sales from a year ago.

Fifty-six percent of the state's retailers reported higher year-to-year November sales, according to the Michigan Retail Index, a joint project of the Michigan Retailers Association and The Federal Reserve Bank of Chicago.

Jewelry stores were the strongest performers with 71-percent reporting increases. Electronic/computer retailers trailed the field with only 29-percent reporting gains.

#### New mall manager for Northland Center

John Bemis, formerly of Schotak Brothers & Co. has been named the new mall manager for the Northland Center in Southfield. Bemis follows Kathy O'Malley who left the position to become general manager of Twelve Oaks Mall in Novi.

#### Boardwalk welcomes spa

Kitty Wagner Facial Salon and Spa has relocated to the Boardwalk, Orchard Lake and Maple in West Bloomfield. The spa is run by Suzanne Wagner, daughter of the late Kitty Wagner. Suzanne received her training at the London Institute of Beauty Culture. Inquiries are welcome at (810) 626-1231.

#### Borders film series

Area psychologist Dr. Susan Flinders hosts a discussion of the recent film, "Dead Man Walking," Thursday, Jan. 9 beginning at 7 p.m. at Borders Books and Music in Novi. For more information call (810) 347-0780.

#### Internet exhibit to tour malls

Based on a \$70,000 grant from Ameritech, the Detroit Science Center will set up shop in area malls. The shop will contain a special interactive internet exhibit being developed with the contribution and \$500,000 in-kind goods and services from Schotak Brothers and Co., PCR Personal Computer Rentals, Microsoft, Oldies 104.3, MicroAge Infosystems, Intel, ZimmerFish Creative, and Online Marketing.

The hands-on exhibit will allow visitors to surf the Internet. It will debut at Wonderland Mall, Laurel Park Place and Macomb Mall later this year.

#### Oakland Mall welcomes

#### new security director

Douglas Warren has been appointed Director of Security for the Oakland Mall in Troy. Warren joins the mall's force following 27 years of service as a Troy Police officer.

His agenda "Put Safety First" encourages all tenants to "stress teamwork with employees and communicate with mall security to ensure safety for the whole mall community, not only a store's individual concern." Warren said this action plan leads to pro-active problem solving.

#### Gallery merchandise

The Sandra Collins Gallery, 470 North Woodward in Birmingham, showcases the work of fiber artists Suzanne Lalonde, Tim Head and Bobbie McClure; glass artist Alex Brand; and jewelry artist Nancy Daniels. Inquiries welcome at (810) 642-4795.

#### Post office phone cards

The U.S. Postal Service and American Express Telecom announced a FirstClass PhoneCard available in "major post office nationwide." Featuring postal holiday art, the First-Class PhoneCards are available in \$10 and \$20 denominations for the real gift of gab. Each card offers prompts in six languages, speed dial capability to store frequently called numbers for later use and the cards can be ordered with Express Mail delivery.

ery service by calling 800-297-POST.

#### Hong Kong leads retail rents

Hong Kong is the world's most expensive retail location according to a survey by international property consultants Healey & Baker, members of Cushman & Wakefield, worldwide.

At \$763.50-per square foot per year, the cost of renting a shop in Hong Kong's Causeway Bay is almost twice its nearest rival - Fifth Avenue, New York City. Moscow ranks third, Paris fourth.

The report looks at retail rents, identifies international retail trends, and highlights the countries that "cross border" retailers are targeting. Key findings include:

- Across the globe, retail rents rose in 41-percent of the 198 shopping locations examined in the survey, compared to 42-percent in 1995. Cities in South America have seen the greatest growth followed by Europe, notably Russia, France, Poland, Turkey and the United Kingdom.

- Retailers are looking to expand outside their domestic markets - the hottest over the past 10 years are Portugal, Eire and the countries of Central and Eastern Europe. Over the coming four years, the United Kingdom, Portugal, Germany and the Czech Republic are set to attract the most cross border retailers.

waterless cooking exhibit booths at these shows.

- Pearl Schenning said a source for *Guardian Cookware* is the *Stevenson Co.* of Anaheim, Ca. 1-714-220-9678. She said the 1.2- and 4-quart pots, small fryer and roaster pans.

#### We're still looking for:

With all the hoop of Birmingham is looking for a roller cover for the old Ironite mangle. She would appreciate any tips or ideas where to find this very hard-to-locate item!

- A reader is looking for a copy of "Boy on a Dolphin" by David Devine. Since it is now out of print, she'd be willing to buy someone's old copy.

- Another reader is anxious to locate an old album "The First Nine Months Are The Hardest." She said it came out in the 1960s, but can't recall the recording artists.

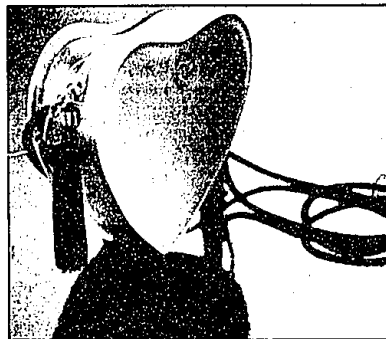
- A grocery store that sells Magic Baking Powder made by Nabisco of Toronto. The caller doesn't want to travel to Canada to buy it.
- A store that sells *Math To Go*, Math Tutor by Texas Instruments.

- A 12x12 hypo-allergenic all-over body splash.
- King-size flat sheets from Martex in the Trade Blanket pattern.

- An April 1945 edition of *Fort Times* magazine.

If you've seen any of these items in your travels, let Malls & Mainstreets know and we'll print the answers. Please call (810) 901-2867.

## Purse strings



**Straight to the heart: In time for Valentine's Day, Escada Boutique introduces a pink satin heart-shaped evening bag with black, silk-braided tassel and strap formalized with crystal heart encircling signature "double E" logo, \$445.**

## Schools get CD encyclopedias from malls' receipt program

Santa Claus has teamed up with four area malls to donate Encarta '97 CD-ROM encyclopedias to 100 schools in southeastern Michigan. This high-tech gift-giving is an outgrowth of the "Be True To Your School" program sponsored by Lakeside in Sterling Heights, Fairlane Town Center in Dearborn, Twelve Oaks in Novi and Briarwood in Ann Arbor, with partner WXYZ Channel 7.

The recipients include 26 schools that have been most active in the "Be True To Your School" program at each of the four malls, including: Adams High School, Rochester; Rochester High School, Rochester; Mercy High School, Farmington; Plymouth Salem High School, Canton; St. Fabian School, Farmington Hills; Farmington High School, Farmington; Dunckel Middle School, Farmington Hills; Our Lady of Sor-

rows School, Farmington; Plymouth Canton High School, Canton; West Bloomfield High School, West Bloomfield and Oakley Park Elementary in Walled Lake.

The "Be True" program, now in its second year, enables shoppers to credit their sales receipts - for anything from a cold drink to a cashmere sweater - to any public or private Michigan school, grades K-12. The malls return a portion of those receipts to individual schools to buy such important items as software, videos and reference materials. During its first year, Lakeside Fairlane Town Center and Twelve Oaks contributed nearly \$300,000 to Michigan schools. This is Briarwood's first year in the program.

For more information, please call Lakeside at 1-800-334-LKSD.

## CLARIFICATION

Oops!

More than a dozen readers called to say that one of the answers was incorrect in the shopping quiz published Monday, Dec. 28 - (including one woman who said her husband bet her \$100 she couldn't get all the answers right!)

To set the record straight: the answer to question 11, *What malls have a Kohl's among their anchors?* is NOT Northland and Summit Place, but just Summit Place. Readers pointed out the Kohl's store attached to the Northland Center closed two years ago and was replaced by Target.



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**APARTMENTS**  
Triangle Management <http://oeonline.com/triangle>

**APPAREL**  
Hold Up Suspender Co. <http://www.suspenders.com>

**ART MUSEUMS**  
The Detroit Institute of Arts <http://www.dia.org>

**ASSOCIATIONS**  
Suburban Newspapers of America <http://www.suburbannews.org>  
Suspenders Wearers of America <http://oeonline.com/swas>

**AUDIO VISUAL SERVICES**  
Slidemasters <http://www.slidemasters.com>

**AUTOMOTIVE**  
The Tamaroff Group <http://www.tamaroff.com>

**AUTOMOTIVE MANUFACTURERS REPRESENTATIVES**  
Metco 13 & Services <http://www.metco13.com>

**BAKING/COOKING**  
Jiffy Mix-Chelsea Mfg. Company <http://www.jiffymix.com>

**BOOKKEEPING SERVICES**  
BIG-E-Z Bookkeeping Co. <http://www.big-e-z.com>

**BOOKS**  
Apostrophe Communications <http://www.apostrophe.com>

**BUSINESS NEWS**  
Insider Business Journal <http://www.insiderbiz.com>

**CHAMBERS OF COMMERCE**  
Livonia Chamber of Commerce <http://oeonline.com/livoniachamber>

**CHILDREN'S SERVICES**  
St. Vincent & Sarah Fisher Center <http://oeonline.com/stvf>

**CLASSIFIED ADS**  
Observer & Eccentric Newspapers <http://class.oeonline.com/classified.html>

**COMMUNITIES**  
City of Livonia <http://oeonline.com/livonia>

**COMMUNITY NEWS**  
Observer & Eccentric Newspapers <http://oeonline.com/news.html>

**COMPUTER GRAPHICS**  
Logix, Inc. <http://www.logix-usa.com>

#### COMPUTER HARDWARE/PROGRAMS/SOFTWARE SUPPORT

Applied Automation Technologies <http://www.applied-edges.com>  
Sundock Systems <http://oeonline.com/sundock>  
Mighty Systems Inc. <http://www.mightysystems.com>

#### COMPUTER PRODUCT REVIEWS

**HOBBY/RECREATION/HANDICAPPING SOFTWARE**  
CyberNews and Reviews <http://oeonline.com/cybernews>

#### EDUCATION

Fordson High School <http://oeonline.com/fordsonh>  
Global Village Project <http://oeonline.com/gvp.htm>  
Oakland Schools <http://oakland.k12.mi.us>  
Redford Union Blue & Gold Club <http://oeonline.com/rubcgclub>  
Reuther Middle School <http://oeonline.com/rms>  
Western Wayne County Internet User Group <http://members.aol.com/wvwywvwd/index.html>

#### ELECTRICAL SUPPLY

Canlit Electric Supply <http://www.canlit.com>  
Progress Electric <http://www.pe.com>

#### ELECTRONICS ENGINEERING

Quantech, Inc. <http://www.quantech-inc.com>

#### ENTERTAINMENT

View & Do Video Gallery <http://www.viewanddo.com/gallery>

#### ENVIRONMENT

Resource Recovery and Recycling <http://oeonline.com/rmsoc>  
Authority of SW Oakland Co.

#### EYE GLASS/LENS SURGERY

Greenberg Laser Eye Center <http://www.greenbergeye.com>

#### FROZEN DESSERTS

Servino Sorbet <http://www.servino.com>

#### GENEALOGY

Smith-Ballard Publications <http://oeonline.com/sballard>

#### HAIR SALONS

Heads You Win <http://www.headsyouwin.com>

#### HEALTH PRODUCTS

Nature's Better Way <http://oeonline.com/nbw>

#### HOME IMPROVEMENT

Home Advantage Referral Service <http://oeonline.com/homeadv>

#### HOSPITALS

Bosford Health Care Continuum <http://www.bosfordhealthcare.org>  
St. Mary's Hospital <http://www.stmaryshospital.org>

#### HYDRAULIC AND PNEUMATIC CYLINDERS

Hennells <http://www.hennells.com>

#### INDUSTRIAL FILTERS

Elzore Corporation <http://www.elzore.com>

#### INSURANCE

J.J. O'Connell & Assoc., Inc. Insurance <http://www.oconnellinsurance.com>  
Meakin & Associates <http://oeonline.com/meakin>

#### INTERACTIVE CD ROM PUBLISHING

Interactive Incorporated <http://www.interactive-inc.com>

#### MARKET RESEARCH

Quality Controlled Services, Inc. <http://oeonline.com/qcs>

#### MORTGAGE COMPANIES

Mortgage Market Information Services <http://www.interest.com/observer>  
Village Mortgage <http://www.villagemortgage.com>

#### NEWSLETTERS

GAGGLE Newsletter <http://oeonline.com/gaggle>

#### PAINTING

Al Kahn Painting <http://oeonline.com/al Kahn>

#### PARKING MANAGEMENT SERVICES

National Garages, Inc. <http://www.nationalgarages.com>

#### PARKS & RECREATION

Hyun-Cheon Metroparks <http://www.metroparks.com>

#### PEST CONTROL

BND Software <http://oeonline.com/bnd>

#### POWER TRANSMISSION

Bearing Service, Inc. <http://www.bearingservice.com>

#### PRIVATE INVESTIGATOR

Profile Central, Inc. <http://www.profile-usa.com>

#### PROFESSIONAL JOB PLACEMENT FIRMS

Dickson Associates <http://www.dicksoninfo.com>

#### REAL ESTATE

REALnet <http://oeonline.com/realnet.html>

The Anderson Associates <http://oeonline.com/realnet.html>

Angel Financial Services <http://oeonline.com/realnet.html>

Birmingham Bloomfield Rochester <http://www.justkited.com>

South Oakland Association of Realtors <http://www.justkited.com>

Century 21 at the Lakes <http://oeonline.com/realnet.html>

Chamberlain Real Estate <http://www.chamberlainreal.com>

Coldwell Banker Schwelzer <http://oeonline.com/realnet.html>

Marcia Gies <http://oeonline.com/realnet.html>

Hall & Hunter Realtors <http://oeonline.com/realnet.html>

Heritage Real Estate Better Homes and Gardens <http://oeonline.com/realnet.html>

Langard Realtors <http://www.langard.com>

Ralph Manuel Associates <http://oeonline.com/realnet.html>

Sellers First Choice <http://www.sellerschoice.com>

Showcase of Distinctive Homes <http://oeonline.com/showcase>

Bob Taylor <http://www.bobtaylor.com>

John Toy <http://www.johntoy.com>

#### RELOCATION

Conquest Corporation <http://www.conquest-corp.com>

#### RESTAURANTS

Birmingham Restaurant Collection

Alban's <http://oeonline.com/dineout/alban.html>

The Community House <http://oeonline.com/dineout/communityhouse.html>

Midtown Cafe <http://oeonline.com/dineout/midtowncafe.html>

Norman's Elton Street Station <http://oeonline.com/dineout/eltonstreet.html>

Ocean Grille <http://oeonline.com/dineout/oceangrille.html>

Old Woodard Grill <http://oeonline.com/dineout/owg.html>

Peabody's <http://oeonline.com/dineout/peabody.html>

Phonixia <http://oeonline.com/dineout/phonixia.html>

Rugby Grille <http://oeonline.com/dineout/rugbygrille.html>

Inn Season Cafe <http://oeonline.com/dineout/innseason.html>

Steve's Backroom <http://www.stevesbackroom.com>

#### RETIREMENT COMMUNITIES

Presbyterian Villages of Michigan <http://www.pvm.org>

#### SHOPPING

Birmingham Principal Shopping District <http://oeonline.com/birmingham>

SURPLUS FOOD <http://www.mcdm.com>

McDouough Corporation <http://www.mcdouough.com>

SURPLUS PRODUCTS <http://www.harrysurplus.com>

Harry's Army Surplus <http://www.mcsurplus.com>

McDouough Corporation <http://www.mcdouough.com>

TECHNICAL EMPLOYMENT SERVICES <http://oeonline.com/acroscare.html>

ACRO Services Corp. <http://oeonline.com/acroscare.html>

TRAINING <http://www.virtuallife.com>

Virtual Reality Institute <http://www.virtuallife.com>

UTILITIES <http://www.detroitdison.com>

WELD GUN PRODUCTS <http://www.smile.com>

C.M. Smiley Co. <http://www.smile.com>

WHOLISTIC WELLNESS <http://www.reikiplace.com>

Roots and Branches <http://www.reikiplace.com>

WINE <http://oeonline.com/adog/winehome.html>

Fruit of the Woods Winery <http://oeonline.com/adog/winehome.html>