

**BUSINESS MARKETPLACE**

Marketplace features a glimpse of Oakland County Business news and notes. Write: *Business Marketplace, Observer & Eccentric Newspapers, Birmingham Eccentric, 805 E. Maple, Birmingham 48009. Our fax number is (810) 644-1314.*

**AWARDS**

- **EMPLOYEE OF THE YEAR**  
Farmington Hills-based Art Services, Inc. appointed Pamela Johnson employee of the year. As corporate vice president and chief financial officer, Johnson has demonstrated outstanding fiscal skills with an uplifting attitude and has not missed a single day of work in the company's 15-year history.
- **TOP SALES LEADER**  
Howard Aston, owner of R. J. Promotional in Farmington Hills, was named one of the top sales leaders in the United States by Ohio-based Kaeser and Blair, Inc. Since 1974, Aston has developed business gifts and incentive programs for clients, including automotive suppliers, educators and h
- **BILLBOARD AWARDS**  
For the second consecutive year, Southfield-based radio consultants Jacobs Media won "Consultant of the Year" for both Rock and Alternative Rock formats at the Billboard Monitor Awards. The voting was conducted by industry pro-

fessionals who are readers of "Billboard Magazine," a highly respected international music trade publication. In the Detroit radio market, Jacobs Media is retained by Greater Media's WRIF and WCSX. The firm also consults stations owned by CBS, Chancellor, Disney, SPX, Capstar and Clear Channel.

■ **TOP 20**  
The Michigan State University, Eli Broad Graduate School of Management, executive MBA program was named by "Business Week" as one of the 20 leading executive MBA programs in the United States. Conducted at the MSU Management Education Center in Troy, the program offers executives with established track records the opportunity to accelerate their careers while earning a prestigious advanced degree in two years. It is the second oldest executive MBA program in the United States and the only EMBA of its caliber in Michigan.

■ **OUTSTANDING SERVICE**  
Southfield-based Jenkins & Co. received the 1997 Award for Achievement in Client Service for the second consecutive year from "Accounting Today," the national magazine for the tax and accounting profession. The company was selected for demonstrating the highest

national standards for customer satisfaction, receiving points for innovation, creativity and enterprise in meeting the needs of its clients. This year's award specifically recognizes Jenkins & Co.'s efforts to assist non-filers and delinquent taxpayers to make amends with the IRS.

**CALENDAR**

- **WOMEN ENTREPRENEURS**  
The Service Corps of Retired Executives Association is holding a seminar for women entrepreneurs or would-be entrepreneurs from 8:30 a.m. to 1 p.m. on Saturday, Nov. 8, at Lawrence Technology University, Buell Management Building, Room 336, 21000 W. 10 Mile Road, Southfield. The fee is \$35. For information or to register, call 1-(800) 977-7764, or (313) 226-7947.
- **BUSINESS OWNERS MEET**  
The Lake Orion-based Oakland County Business Owners Association is holding a meeting at 11:30 a.m. on Tuesday, Nov. 11, at the offices of Solutions@Work-Gorman's, 24483 W. 10 Mile Road, just west of Telegraph, Southfield. The group brings small business owners together in a common forum to discuss concerns and share solutions. John Anderson, president of Solutions@Work, is the speaker. All business owners are wel-

come. The lunch meeting is \$20 per person. For reservations, call (248) 253-8285.

■ **STRESS MANAGEMENT**  
The Southfield-based Michigan Professional Women's Network is holding a stress and time management dinner and program at 6 p.m. on Nov. 10, at the Birmingham Community House, 380 S. Bates, Birmingham. The program is open to the community. The prepaid fee is \$18 for members and \$23 for non-members. Tickets at the door run \$20 for members and \$25 for non-members. For information, call (248) 353-6986.

■ **BUSINESS NETWORK**  
The Southfield Chapter of Business Network International is holding its regular meeting from 7 to 8:30 a.m. on Tuesday, Nov. 11, at the Marriott Hotel, Northwestern Highway and Lahser Road in Troy. For information, call the BNI regional office at (313) 844-3432.

■ **WOMEN AND INVESTING**  
A free seminar for women and investing is being hosted by David W. Senatore of Smith Barney, Inc. at 7 p.m. on Thursday, Nov. 13, at the Northville District Library, 212 W. Cady, Northville. The educational seminar will focus on the special needs and concerns of women and investing. To reserve a seat, call (248) 848-8057.

■ **RETIREMENT SEMINAR**

A free seminar entitled, "Keeping Your Retirement Savings Working," is being held at 7 p.m. on Tuesday, Nov. 18, at Fidelity Investments, 280 N. Woodward Avenue, Birmingham. The host is Randy Heinz, vice president and branch manager of the Birmingham Investor Center. Seating is limited. Make reservations by calling 1-(800) 682-4746.

■ **PRE-BUSINESS WORKSHOP**  
The Service Corps of Retired Executives is holding a pre-business workshop from 9 a.m. to 4:15 p.m. on Tuesday, Nov. 18, at the Detroit Edison Headquarters Complex, 2000 Second Avenue off Bagley, Service Building Auditorium, Detroit. Topics include analyzing business opportunities, money management and business records, marketing and advertising and business plans and financing. The cost is \$15 per person. To register, call (313) 226-7947, weekdays from 10 a.m. to 3 p.m.

■ **EXPORT WORKSHOP**  
The Service Corps of Retired Executives is holding an export workshop from 8:30 a.m. to 12 p.m. on Wednesday, Nov. 19, at the Patrick V. McNamara Building, 477 Michigan Avenue, Room 895 (8th Floor), Detroit. The seminar covers the dynamics of the export process, marketing in a foreign country, terms of sale, letters of credit, government services, and SBA loan programs. The cost is \$25 per person. To

register, call (313) 226-7947, weekdays from 10 a.m. to 3 p.m. **BUSINESS PLAN WORKSHOP**  
The Service Corps of Retired Executives is holding a business plan workshop from 8:45 a.m. to 1 p.m. on Thursday, Nov. 20, at the Oakland County Development & Planning Division, Executive Office Building, Information Technology Auditorium, 1200 N. Telegraph Road, Pontiac. The seminar will introduce presentations on the elements of a business plan. The cost is \$30 per person. To register, call (313) 226-7947, weekdays from 10 a.m. to 3 p.m.

■ **BUSINESS WOMEN NETWORK**  
The Business Women's Network member of the Greater Royal Oak Chamber of Commerce is conducting a monthly networking meeting from 11:30 a.m. to 1:30 p.m. on Wednesday, Nov. 26, at the Royal Oak Woman's Club, 404 S. Pleasant, at the corner of Fourth Street, in Royal Oak. The cost of the lunch is \$10 for members and \$15 for potential members. Make checks payable to Business Women's Network, and mail to Greater Royal Oak Chamber of Commerce, 301 W. Fourth Street, Suite 250, Royal Oak, MI 48067. Regis

**WHAT'S NEW**

■ **MOVED TO TROY**  
Advance Print & Design moved its fast-growing printing and graphics company from Royal Oak to a larger, more modern facility at 1228 Combermere, Troy, MI 48063. The phone number is (248) 589-2800. The new space is 5,000 square feet, nearly double the previous space. The company is adding a two-color 28-inch press and an image setter to output film and plates. Projected sales are \$1 million.

■ **OFFICERS ELECTED**  
The Southfield Chapter of Business Network International elected Pamela Lucas of Automated Payroll Services as president, L. D. Gudith of Metro Trade Association as vice president and Nancy Swearingen of Swearingen Photography as treasurer. BNI is a unique networking group based on the concept of giving business to get business. A personal referral is the best way to increase business. To learn more, call Pam Lucas at (248) 443-4470.

■ **DESIGN CONTEST**  
MacTempa, Inc. in Southfield is conducting a unique contest geared toward Metropolitan Detroit web site designers. Beginning with a kick-off celebration on from 6 to 8 p.m. on Tuesday, Sept. 30 at Birmingham's Cyber Cafe and extending through Dec. 14, MacTempa is inviting qualified web page designers to create a design concept for the company's new web page. Interested individuals are invited to submit a web page design by the Dec. 14 deadline to be considered for cash prizes, awards and a chance to claim the distinction of designer of MacTempa-Southfield's web page. Contest winners will be chosen in January, and the home page designed by the grand prize winner will be selected as the new web page for the company's Southfield branch. For information, call Kelly Collins at 1 (800) MACTEMPS.

■ **DAVE'S TIRE**  
Downtown Walled Lake's Hi-Way Tire has a new name and owner - Dave's Tire and Auto Service. Dave's Tire & Auto Service is located at 490 N. Pontiac Trail. It is open from 8 a.m. to 6 p.m. weekdays and from 8 a.m. to 5 p.m. on Saturday. The phone number is (248) 624-3400.

■ **NEW FIRM**  
Attorney's Paula Johnson and David Katchman, George Fuksa and Keri McKee have recently formed the law firm of Johnson & Katchman, PLLC located in Bingham Farms. Johnson, Katchman and Fuksa are graduates of Detroit College of Law at Michigan State University and received their undergraduate degrees from Michigan State University. McKee earned her law degree from the Detroit College of Law at MSU and her undergraduate degree from the University of Michigan. The firm will focus on corporate law, small business start-ups, consulting, contracts, collections, real estate, wills, trusts criminal law and domestic relations.



**IN THE RIGHT HANDS IT BECOMES AN INVALUABLE TOOL FOR BUILDING NEIGHBORHOODS.**

With hammer and nails you can build a house. With bricks and mortar you can build a city. But to build a neighborhood you need people. People who are willing to work together to build neighborhoods where families can grow and children are safe to play.

The United Way supports 39 youth programs like YMCA, Big Brothers Big Sisters, and the Boy Scouts and Girl Scouts that help the leaders of tomorrow develop the skills they will need today.



**United Way**

*Give Help. Give Hope. Give Now.*

Last year, you helped fund these agencies with \$2.5 million. This year, the need for skill and leadership building is even greater.

With every dollar donated, 90 cents goes directly to people in need. So your money is being put to good use, and so are the talents of the kids you help.

If we want to build better neighborhoods, a ball like this can be an invaluable tool.

And we can't afford to drop it.

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