

BUSINESS MARKETPLACE

Marketplace features a glimpse of Oakland County Business news and notes. Write: Business Marketplace, 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 professionals 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

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 Hoins, 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 885 (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.

SECRETAIRES MEETING
The Association for Office Professionals' Oakland County Chapter will hold a monthly dinner meeting for existing and prospective members at 6 p.m. Nov. 18. The dinner will be held at the Fox and Hounds Restaurant in Bloomfield Hills. The talk will focus on, "Working in Harmony." Dinner is \$15 for members, \$20 for non-members. Call (248) 203-3025 for information and reservations.

NETWORKING
The Birmingham Chapter of Business Network International will hold a regular meeting at 7 a.m. Nov. 18 at Mon Chelle Lamoure, 1533 N. Woodward. The Waterford Chapter will meet on the same date and time at Coopers Restaurant. For more information, call (313) 844-3432.

NETWORKING II
The Cranbrook Chapter of Business Network International will hold a regular meeting at 7 a.m. Nov. 19 at Kerby's Koney Island at Woodward and Square Lake. For more information, call (313) 844-3432.

NETWORKING III
The Birmingham Connection Chapter of Business Network International will hold a regular meeting at 7 a.m. Nov. 20 at Cyber Cafe, on Woodward and 14 Mile. For more information, call (313) 844-3432.

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.

BUYERS MEETING
The Greater Detroit Chamber of Commerce will present, "An Opportunity to Meet Southeast Michigan Buyers," from 8 a.m. Nov. 20 at Laurel Manor in Livonia. The event is presented by the Chamber in affiliation with the National Association of Purchasing Management of Metro Detroit and nine local chapters. The cost is \$80 for members and \$95 for non-members. For more information, call Subrena Whitfield at (313) 596-0351.

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 Women'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.

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 1226 Combarnere, 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
MacTempo, 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, MacTempo 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 MacTempo-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 Fukua and Kent McKeone have recently formed the law firm of Johnson

& Katchman, PLLC located in Bingham Farms. Johnson, Katchman and Fukua are graduates of Detroit College of Law at Michigan State University and received their undergraduate degrees from Michigan State University. McKeone 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.

OXFORD EXPANDS
Oxford Automotive, headquartered in Troy, is expanding its operation in Mexico with the development of a state-of-the-art manufacturing facility in Silao, 150 miles north of Mexico City. The metal forming company currently operates an assembly

plant in Saltillo, 85 miles north of Monterrey. The 42,000 square-foot first phase of the Silao facility will be operational in the first quarter of 1998. It will offer stamping, welding and assembly operations for metal formed vehicle systems. It is anticipated that the facility will expand to 132,000 square feet. It will initially employ 60 people. "Mexico offers an exciting opportunity for Oxford Automotive to increase our global capabilities," President and CEO Steven Allenman said. "There is a growing and significant demand for high-quality stamping operations in Mexico and we are well positioned to capitalize on this demand by expanding our integrated technology and world-class processes in Mexico." Oxford Automotive operates 12 facilities in the United States, Canada and Mexico.



Broader Medicare coverage sounds great, but what will you do with the extra money?

(How about using it to take your grandkids to a baseball game?)

If you live in Southeast Michigan and, like Ernie Harwell, are eligible for Medicare, then read on to find out about something that could save you hundreds of dollars a year.

- ✓ Medicare HMO coverage offered by Blue Care Network.
- ✓ An affiliate of Blue Cross Blue Shield of Michigan.
- ✓ No monthly premium beyond Medicare Part B.
- ✓ Prescription, hearing and vision benefits also available for just \$30 a month.
- ✓ A growing network of thousands of doctors and 39 hospitals right in the community.
- ✓ Travel benefits for up to six months.

To talk to a representative,
call 1-888-333-3129
extension 600



Blue Care Network Medicare Blue

All Blue Care Network HMOs are independent licensees of the Blue Cross and Blue Shield Association.

To become a Medicare Blue member, you must continue to pay your Medicare Part B premium, and live in Wayne, Oakland, Macomb or Washtenaw counties. You must receive your care from a Medicare Blue provider.

Medicare Blue Educational Seminars

Troy
Wednesday, November 26
9:30 a.m. at Bill Knapp's
2078 E. Big Beaver Rd.

Rochester Hills
Wednesday, November 26
2 p.m. at Bill Knapp's
3010 W. Walton Blvd.

Bloomfield
Thursday, December 4
2 p.m. at Bill Knapp's
3900 Telegraph Rd.

Livonia
Wednesday, November 19
Wednesday, December 3
9:30 a.m. at Bill Knapp's
16995 S. Laurel Park Dr.

South Livonia
Wednesday, November 19
Wednesday, December 3
2 p.m. at Bill Knapp's
32955 Plymouth Rd.

Farmington Hills
Thursday, November 20
9:30 a.m. at Bill Knapp's
36650 Grand River Ave.

Thursday, November 20
2 p.m. at Bill Knapp's
27925 Orchard Lake Rd.

Grosse Pointe Farms
Monday, November 17
9:30 a.m.
Grosse Pointe War Memorial
32 Lake Shore Drive
Please call Medicare Blue
for reservations.
1-888-333-3129