

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 (248) 644-1314.

AWARDS

■ QUALITY AWARD
Ernst Moosherr of Beverly Hills, an agent with North-

western Mutual Life in Troy, has recently been awarded with the National Quality Award. The National Association of Life Underwriters in Washington D.C. gives the award to promote and recognize excellence in client and customer representation. Only 10 to 15 percent of the nation's insurance agents receive one of these annual awards.

■ MAACO HONORS
Mark and Kurt Seifert, owners of the MAACO body shop in

Farmington, were recognized for surpassing \$1 million in annual sales for the fourth year at the facility on Eight Mile Road.

■ DESIGN WINNERS
Victor Saroki & Associates in Birmingham was honored by the Detroit chapter of the American Institute of Architects for the glass-intensive storefront design it did for the Powner Gallery in Birmingham. The firm was also recognized for its building design

for Avalon Films in Farmington. The project involved renovating and transforming two existing building into offices for the company. The awards were passed out in a November ceremony at the Detroit Institute of Arts.

■ PLASTICS AWARDS
The Society of Plastics Engineers awarded DuPont Automotive in Troy several top honors at its annual awards banquet last month. DuPont received: the Grand Award and Most Innovative Use of Plastics - Environment, Hall of Fame Award and Most Innovative Use of Plastics - Powertrain. The company was named runner up in the Most Innovative Use of Plastics - Materials and the Most Innovative Use of Plastics - Body Interior awards.

the BNI regional office at (313) 844-3432.

■ WATERFORD NETWORKING
The Waterford chapter of Business Network International will hold its regular meeting from 7-8:30 a.m. Dec. 17 at Coopers restaurant on Dixie Highway past Silver Lake. For more information, contact the BNI regional office at (313) 844-3432.

■ MORE B'HAM NETWORKING
The Cranbrook and Birmingham Connection chapters of Business Network International will hold their regular meeting from 7-8:30 a.m. Dec. 17 at the Kerby's Koney Island on Woodward north of Square Lake and the Cyber Cafe on Woodward and 14 Mile, respectively. For more information, contact the BNI regional office at (313) 844-3432.

■ BUSINESS PLAN
The Service Corp of Retired Executives (SCORE) is offering a seminar introducing the elements of building a business plan from 8:45 a.m. to 1 p.m. Dec. 18 in the McNamara Building in Detroit, 477 Michigan Ave, room 895. Participants will get a business plan workbook. Cost is \$30 per person. To register, call (313) 226-7947 between 10 a.m. and 3 p.m.

■ BRAINSTORMING
The Entrepreneur's Network of Michigan will hold its regular "Brainstorm Bright Business Ideas of Breakfast" meeting from 7:30-9 a.m. Dec. 18. The cost is \$5, payable at the door which covers bagels and all the coffee you can drink. For reservations, call Ike Engelbaum, (248) 352-7470.

■ JOB SEARCH
Operation ABLE in Southfield will offer a daylong workshop on the Internet as a "career transition tool." The session will run from 8:30 a.m. to 4:30 p.m. at ABLE's computer learning center located at 16250 Northland Drive, suite 102. The first half will introduce students to the basic terminology and start up procedures. The second half will feature helpful web sites. The fee is \$98. To register, call (248) 443-0370.

WHAT'S NEW

■ AUTOMATED PAYROLL
Automated Payroll Services of Southfield has received accreditation from the Majority Business Initiatives Inc. in conjunction with the Women's Business Owners Corporation

National Certification Program. APS is now the only accredited woman-owned payroll processing company in the state of Michigan. APS has been in business for three years.

■ EXPORT WORKSHOP
MVP Communications, a Troy-based full-service communications company specializing in video and events, has joined forces with Penny Daly of Daily Communications and Alan Sandy in a new venture to offer corporate clients a variety of interactive communications and multimedia services.

■ AFFILIATION
Derderian, Kann, Seyferth & Salucci, PC in Troy announced its new affiliation with AGN International, a worldwide association of independent accounting and consulting firms. Derderian, Kann, Seyferth & Salucci is a CPA firm specializing in tax, accounting, consulting and information services.

■ INTERNET BANKING
Metrobank in Farmington Hills introduced Internet banking to its list of services last month. The site, called Net Teller, allows customers real-time, interactive banking. You can access the site at <http://www.metrobanker.com>.

■ RELOCATION
The Southfield CPA firm of Rubenfaer & Associates, recently moved its offices to: 31165 Northwestern Highway, Suite 250, Farmington Hills, MI, 48334. Southfield-based Crown Financial Services has moved to the same address and will be doing business as Crown Capital Management.

■ OXFORD DIVIDENDS
The board of directors of Oxford Bank, declared a semi-annual cash-dividend of \$1.28 per common share. The dividend will be paid on Dec. 14 to shareholders of record as of Nov. 28, close of business. The dividend is 12.3 percent more than the cash dividend of \$1.14 paid in December 1996. Oxford bank is the oldest commercial bank in Oakland County and operates full-service offices in Oxford, Lake Orion, Clarkston, Ortonville and Dryden.

■ MERGER
Burns & Wilcox National Underwriting Managers and Brokers based in Farmington Hills recently announced it will be merging with Floyd West and Company in Dallas. The merger is part of the company's long-term strategic plan for growth and profitability. It is expected to be completed by the end of the year.

FREE CAR WASH WITH THE PURCHASE OF A GOLD GIFT PAK

HURRY

THE GOLD RUSH IS ON

STOP 'EM DEAD IN THEIR TRACKS WITH GOLD GIFT PAKS FROM JAX

For gift giving this year there's no need to stew, JAX Gold Gift Paks are back at only \$42. They won't be around long, so please don't wait. Stock up now before you're too late. 6 JAX wash certificates (inside & outside cleaning), gift wrapped - a savings of nearly \$21

Jax

50% OFF

Blue Coral "WORKS" PACKAGE SAVE \$8.99

OR

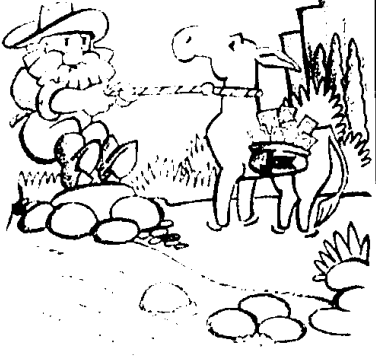
\$5.00 OFF

THE WRAP-AROUND PACKAGE

Limit 1 discount Per Wash. 1 Discount Per Special Service Per Visit. Expires 1-31-98



C#53,59



Offer expires 12/31/97

Available at all JAX Kar Wash Locations.

For further information call 248-353-4700 or 1-800 JAX-KARES (529-5273)



Join the 3-2-1-SOLD! club.

How often have you been out in the garage, down in the basement or up in the attic and said to yourself, "Gosh, I'd love to get rid of some of this stuff, but it would cost too much to advertise it?"

Our 3-2-1—SOLD! offer is just what you need when you have things to sell for under \$200. Here's how it works:

1. You get 3 lines to describe your item (remember, you have to be asking less than \$200)
2. You get to run your ad for 2 days (one week)
3. You get 1 low price—just \$19.26. That's only \$3.21 per line!

You could say our 3-2-1 plan is as easy as 1-2-3!

Call us today.

Observer & Eccentric *It's all about you!*

CLASSIFIED ADVERTISING

WAYNE COUNTY: 313-591-0900 Fax: 313-953-2232 OAKLAND COUNTY: 248-644-1070
Clarkston, Lake Orion, Oxford: 248-475-4596 Rochester-Rochester Hills: 248-852-3222