

E-commerce

Some DDA members give mixed response

By JONI HURD
STAFF WRITER

A proposal to put a Farmington "mall" on the information superhighway met with somewhat mixed reviews at Thursday's Downtown Development Association annual meeting.

Web site designer Ron Baker said the DDA's Downtown Farmington Marketplace e-commerce project offers several ways for merchants and service providers to participate. Business owners will be able to advertise, set up a single Web page to provide company information or build a much more interactive Web presence.

"Unless you're on-line, you can't participate," he said. "That's why we feel the Internet

is such an important connection."

For \$500 per month, Marketing Communications Counsel Inc. will provide "everything you ever wanted on the Internet." The company would create a catalog of up to 200 items and provide the means for customers to make on-line purchases.

"In addition, we'd like to have delivery of products in the radius of Farmington," Baker noted. "If someone places an order for bread, within a few hours it could be delivered to their home. That's what we're talking about."

The Web site would include a main page with the name of each participating merchant and a business logo. With the click of a mouse, users would have access to at least 10 businesses, which is what MCC has set as a base

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Judy Downey
—DDA director

enrollment to launch the site.

The DDA is helping businesses get on board by offering a \$60 per-month incentive to those first 10, said DDA Director Judy Downey.

"We think it's a way you can compete in today's world," she told DDA members.

Barbra Horrigan-Goins, who owns the Celtic Shamrock on Grand River, has had an on-line presence for four years. Customers can click links from the home page to photos of catalog items, special deals, purchasing, shipping and return information.

Horrigan-Goins questioned the monthly cost, since the company that hosts her Web site charges only \$40.

Baker and MCC Technical Communications Vice President John W. Rue stressed their company provides full service and technical assistance. They set up secured financial transactions and facilitate credit card purchases.

Downey said part of the cost rested on having one financial institution handle all credit transactions for the site.

In addition to the technical side, the company provides key words to domestic and foreign search engines sites, but anyone in the world looking for a certain type of merchandise

would have access. The more businesses on the site, the more traffic it will generate.

"If someone comes to visit the site looking for clothing," Rue said, "they'll notice the other sites. It's the same thing as a mall. That's another advantage of the marketplace, in you're going to get exposure."

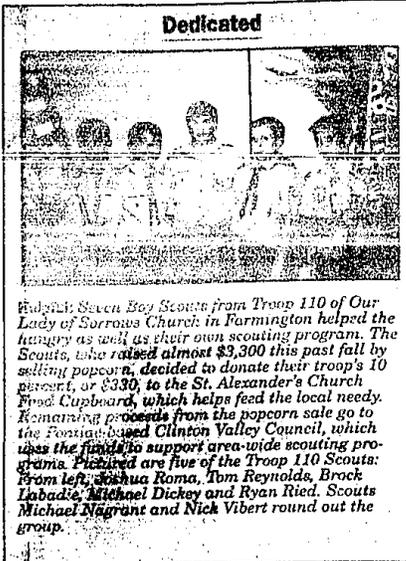
Horrigan-Goins stressed the importance of promoting a business Web site.

"You have to advertise just like you do a store," she said, noting anyone could put up a Web site, but it wouldn't be much use if it wasn't maintained.

MCC would take care of that, as well as the initial design work, everything from entering data to graphics design and photographing merchandise. Baker said clients may choose to enter information themselves as well.

Lower cost options include line advertising, which ranges from \$90 to \$100 per year; 40-word "coupons" at a cost of \$60 per year; Web links, at \$130 annually; or a simple Web page with no e-commerce, from \$60 to \$1,300.

Contracts for MCC's services were distributed at the meeting. For additional information, call MCC at 616-6480 or the DDA, 473-7276.



Dedicated

Eighteen Boy Scouts from Troop 110 of Our Lady of Sorrows Church in Farmington helped the township as well as their own scouting program. The Scouts, who raised almost \$3,300 this past fall by selling popcorn, decided to donate their troop's 10 percent, or \$330, to the St. Alexander's Church Food Cupboard, which helps feed the local needy. Remaining proceeds from the popcorn sale go to the Farmington-based Clinton Valley Council, which uses the funds to support area-wide scouting programs. Pictured are five of the Troop 110 Scouts: From left, Joshua Roma, Tom Reynolds, Brock Labadie, Michael Dickey and Ryan Reed. Scouts Michael Nigrant and Nick Vibert round out the group.

Company chief to demonstrate speaker

Gayle Martin Sanders, founder and president of MartinLogan, will personally demonstrate the new Prodigy loudspeaker system, an well as conduct a question and answer session 7-9 p.m. Wednesday, Feb. 16, at Almas Hi-Fi Stereo on Orchard Lake Road. All visitors will be entitled to a discount on select merchandise during the evening. Complimentary hors-d'oeuvres and soft drinks will be served. Reservations are required.

Dubbed the "Father of the Transparent Loudspeaker," Sanders co-founded MartinLogan in 1978. With only a mock-up and photographs of their first product, the company entered the 1982 Consumer Electronics Show in Chicago, where it immediately won the Design and Engineering Award.

Every MartinLogan product since then has earned this honor. In 1989 and 1990, MartinLogan was named one of Inc. Magazine's 500 fastest growing companies.



Showing: Gayle Martin Sanders will demonstrate the new Prodigy loudspeaker at Almas.

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* OnLine — www.observereccentric.com — can be accessed with just about any communications software: PC or Macintosh. You are able to send and receive unlimited e-mail, access all features of the Internet, read electronic editions of The Farmington Observer and other Observer & Eccentric! Newspapers and chat with users across town or across the country.

**Photo orders must be for pictures that have been taken by our staff photographers. Please provide publication date, page number and description of the picture, which must have been published within the past six months. Prints are \$20 for the first print, \$7.50 for each additional print. Payment is in advance (check or credit card).

The Farmington Observer

A HomeTown Communications Network™ publication
33411 Grand River, Farmington, MI 48335
(On the southwest corner of Grand River and Farmington Rds.)

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BUILDER'S LICENSE CLASS

SATURDAY, FEBRUARY 26th
8:00 am TO 4:00 pm
Holiday Inn, Farmington Hills

Cost \$12500 Includes study manual, King, Calce and highlights, 100 questions, 100 answers, 100 practice tests, 100 practice exams, 100 practice quizzes, 100 practice problems, 100 practice calculations, 100 practice drawings, 100 practice specifications, 100 practice contracts, 100 practice permits, 100 practice licenses, 100 practice certificates, 100 practice diplomas, 100 practice degrees, 100 practice titles, 100 practice awards, 100 practice honors, 100 practice distinctions, 100 practice decorations, 100 practice medals, 100 practice ribbons, 100 practice sashes, 100 practice stoles, 100 practice scarves, 100 practice ties, 100 practice jackets, 100 practice coats, 100 practice suits, 100 practice dresses, 100 practice blouses, 100 practice shirts, 100 practice pants, 100 practice skirts, 100 practice shorts, 100 practice socks, 100 practice shoes, 100 practice hats, 100 practice gloves, 100 practice scarves, 100 practice ties, 100 practice jackets, 100 practice coats, 100 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