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Area Realtors To Hear Nader, Others In Clinic



Higher Ed Talks Planned At OCC

The Orchard Ridge campus of Oakland Community College in Farmington Hills will host the American Area for Higher Education regional conference on Wednesday, Oct. 31.

The conference gives faculty members and administrators an opportunity to discuss mutual concerns and ideas, according to Dr. Donald D. Nichols, conference chairman and dean of students at Orchard Ridge.

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SOUTHFIELD
Consumer advocate Ralph Nader will be speaking in Southfield Friday, Oct. 26, when the Detroit Real Estate Board holds its 1973 commercial property clinic in the Raleigh House on Telegraph in Southfield.

Nader is apt to be counterbalanced by a panel of speakers who include Dr. Karl Pearson, Thomas Dalley, Hugh Makens, J. W. Levine, Jerome L. Schostak, Fred Gordon and Lester Burton.

Nader, the luncheon speaker for the all-day clinic, will talk on "Land and Environment: Pitfalls and Promises."

Pearson, professor of business administration and director of real estate education for the University of Michigan, will discuss "Federal Government Proposals and Recent Laws Which Will Affect the Commercial Real Estate Field."

Thomas Dalley, president of R.E. Dalley & Co. of Southfield, will talk on "Commercial Construction, New Techniques and Costs."

Schostak, president of Schostak Brothers & Co. Inc., Realtors, will talk on "Shopping Centers - Neighborhood and Strip Centers - Trends."

Gordon, developer of the Travelers Tower high-rise in Southfield and other highrise offices in Ann Arbor, Birmingham and Troy, will speak on "Office Buildings - How They Work and What Makes Profits."

Burton's topic is "Industrial Park and the Industrial Building Developments." Burton is past president of the Detroit Builders Assn. and chairman of the Builders and Contractors State Licensing Board.

Makens, director of the Michigan Corporation and Securities Bureau, will speak on "Real Estate Securities Syndications - What's Happening and What Will It Do To Commercial Real Estate?"

Levine, president of Realtors, Inc., will talk on "Analyzing Commercial Real Estate Investments."

Cost of the clinic is \$30 each and includes lunch. Reservations are going fast, says Dave Miles of the board, and those attending should mail reservations as soon as possible to the Detroit Real Estate Board, 1980 Penoscot Building, Detroit 48226.

The clinic is an annual affair attended by persons interested in commercial real estate, including brokers, builders, developers and investors. This year's theme is "How to Profit More in '74."

The clinic begins at 9 a.m., with registration. Pearson, Dalley and Makens' talking in the morning; Nader's keynote address at noon; and Levine, Schostak, Gordon and Burton filling the afternoon session.

Nader has done extensive research of land, real estate, and mobile homes. His most recent book, "Pitfalls of Land," deals with land use in California.

WILLIAM P. SHARPE is the new vice president and general manager of the Michigan division of Omni Spectra Inc. with headquarters in Farmington. Omni Spectra manufactures microwave components, coaxial connectors and security products.

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