

Artist paints people's pets

By DIANE HUBEL

Got a cat you'd like to see immortalized? How about a dog that you think should be in the pictures? Mrs. Penny Phares of Farmington Hills may be just the person you're looking for.

Mrs. Phares paints portraits of pets. She does both custom painted oils of individual pets and pen-and-ink sketches of popular breeds.

The pen and ink sketches which she is currently selling at Mister Whiskers pet boutique in the Farrell's Shopping Plaza in Southfield are prints of the most popular breeds of cats and dogs.

THE IDEA FOR the prints was conceived after Margaret Kumar of Mister Whiskers asked Mrs. Phares to do some advertising sketches for her. She did the sketches and then took it a step further and began to do prints.

"The pen and ink sketches were developed for the people who can't afford a custom-made picture," she said. "What I tried to do was sketch these animals which I thought were representative of the most popular breeds."

"This way people can have a nice piece of art and a picture which may resemble their pet, but the cost is not real high."

Mrs. Phares, who is a graduate of the Wayne State University Art School, began painting oil pictures of pets commercially after friends began admiring her painting of her Siamese cat and began to ask her to paint their pets.

HER BUSINESS has spread mainly by word of mouth. People see pictures she has done and call her for one of their own. An ad which she ran in the newspaper has also prompted some people to call.

"My business is usually best around Christmas," she said. "People like to buy the pictures as an unusual gift for the person who has everything."

Mrs. Phares thinks it takes a special type of person to buy an oil painting of their pet. They are usually people who consider their pet a part of the family.

She said that animal breeders also like to have oil portraits for business purposes as well as out of love for the animal.

OFTEN CHILDLESS couples become very attached to their pets, she said, and treat a portrait of their pet in much the same way another person may treat a picture of their child.

"There is a very special feeling between a pet and its owner," Mrs. Phares said. "There is nothing strange about it. Anybody who has had a pet knows that it is very easy to become attached to it."

The paintings are done in oil on raw linen canvas. The canvas which is a natural beige color is more flattering to an animal's natural color than a white one would be.

Mrs. Phares' portraits mainly come from photographs of the animals. She usually works with the pet's owner so she can learn about the personality of the animal.

"ALL ANIMALS have certain characteristics which make them unique from others," she said. "These little personality traits are something their owners know better than anyone else."

She also has done extensive research to learn about the various kinds of dogs and cats. She feels she should know what coloring is characteristic of which breed and what markings separate a champion from another dog.

"I think it is important for me to know as much as I can about an animal," she said. "It not only lends credibility when I am talking to an owner but also helps me to recognize and capture certain important qualities of the animal."



PORTRAIT OF A CAT
Mrs. Phares does custom oils of individual pets



PUPPY PRINTS

Pen and ink prints are available at Mr. Whiskers Pet Boutique.

Today's investor

Bond should reap more at maturity

Q. I have a \$10,000 government Bond '78-'83. It is now worth \$7,500. Would I be better off selling it and buying a savings bond which pays seven percent? Also, does the '78-'83 mean that in 1978 I could cash the bond in for its full worth of \$10,000?

A. From the listings in the paper, the bond you have would appear to pay 3 1/2 percent interest or \$325 a year on its \$10,000 face value. If you sold it for the current going price of \$7,500 and put the proceeds in a bond paying 7 percent, you would then be getting \$525 a year interest instead of \$325. In other words, you would get \$200 a year more in interest, but in doing that, you would be giving up the right to the difference between \$7,500 and the \$10,000 you would get when the bond matures.

If the bond is called in 1978, or four years from now, the extra interest you would have received would be only \$800 compared with the \$2,500 you would have lost in making the switch.

If the bond is not called until 1983, you would get the extra \$200 a year interest for nine years, giving you a total of \$1,800 as compared with the \$2,500 principle you would have sacrificed.

It looks like you would be better off holding your present bond, getting the smaller interest rate, but getting \$2,500 more principle back at maturity than you could get by selling now.



By THOMAS E. O'HARA
Board Chairman National Association of Investment Clubs

Q. I have owned stock in American Can Co. for seven or eight years. When I bought it my banker said it was a blue chip stock and should always do well for me. The price is now about half what I paid for it, and I'm wondering if I should continue to hold the stock.

A. I don't know what will happen to the price of the stock, but I believe the important thing to look at is the record of the company and the clue this gives us to its prospects. As an investor, you have received a dividend regularly while you have held that stock. From what you have said, that dividend has been between 4 percent and 5 percent on your investment. It hasn't increased like inflation has, but it has been regular.

If it were not for the recent changes in the business made by management, we would be concerned. Changes made by management seem to have been effective, and reported earnings for 1973 are up substantially.

Business at a Glance

RONALD M. SCHECHTER, 4390 Stony River, Birmingham, was New York Life Insurance Company's leading agent in Michigan during 1973.

A New York life representative in this area since 1954, Schechter is a member of the company's highest honor club, the President's Council.

DR. PAUL MITROS of Bloomfield Hills, was recently named president-elect of American College of Osteopathic, Obstetricians and Gynecologists.

Dr. Mitros is on the staff at Crittenton Hospital, Rochester. He is president of the Michigan Association of Osteopathic Physicians and Surgeons. A graduate of Chicago College of Osteopathic Medicine, Dr. Mitros did his internship and residency at Detroit Osteopathic Hospital.

M. MARTIN ROM, chairman of the board and executive officer of Multi-Vent, Inc., Southfield, has been installed as first vice-president of the Real Estate Securities and Syndication Institute of the National Association of Realtors.

GERALD E. McGLYNN JR. of Bloomfield Hills recently assumed the chairmanship of the Michigan Technological University Board of Control. McGlynn is a partner in the Troy patent law firm of McGlynn and Milton.

DR. ALAN NICKAMUN was recently installed as president of the Southeastern Division of the Michigan State Podiatry Association. He has a practice in Southfield.

NEIL E. ELMOUCHI, Lincoln National Life Insurance Co. representative in the Birmingham area, recently received his Lincoln National Life Agent's Training School diploma. He qualified for the school on the basis of the amount of personal business and completion of the agent's training course. Agents studied the latest developments in life insurance, with special emphasis on professional salesmanship.

DONALD A. BENVAS, president of Penn General Agencies of Michigan, Inc., in Southfield, has been elected to

membership in the 1974 President's Club of Kemper Insurance.

In a move to provide capital for continuing nationwide expansion, the OAKLAND FINANCIAL GROUP, INC., of Southfield has sold a major block of stock in the firm to the Spriggs Lane Investment Corp. of Chagrin Falls, Va.

Oakland, among the nation's pioneer independent financial counseling firms, provides financial counseling through regional banks as well as corporations.

SAM WILLIAMS of Bloomfield Hills has been elected a fellow of the American Society of Mechanical Engineers (ASME). Williams is chairman of the board and president of Williams Research Corp. of Walled Lake. The grade of fellow is the highest level of membership in ASME and is conferred upon a member in recognition of significant achievements in the field of engineering.

Troy firm merges

The directors of Evans Industries, Inc., Troy, and of Aeroceanic Corp. have announced the approval of the merger of Aeroceanic into Evans Industries, subject to approval by shareholders of both companies.

Evans Industries, Inc. is a diversified publicly-held company with stock traded on the over-the-counter market. Aeroceanic Corp., based in Chatsworth, Calif., is also traded over-the-counter.

Special meetings of shareholders of Aeroceanic and Evans Industries are to be held to act on the merger. Under the terms of the proposal, the shareholders of Aeroceanic will receive 0.298 of a common share of Evans Industries for each share of Aeroceanic. Evans Industries is a holder of 48 1/2 percent of Aeroceanic stock.

IT WAS also announced that Aeroceanic has acquired Buddy Bar Casting Corp. of Southgate, Calif., for an undisclosed sum. Buddy Bar manufactures special-

ized aluminum castings principally for the automotive industry. Aeroceanic manufactures aluminum castings, flexible polyvinyl tubing and hose, steering wheels for boats and the automotive aftermarket, marine hardware and accessories and outboard and inboard motors.

Evans Industries' M-B Division, located in New Holstein, Wis., is the nation's largest manufacturer of highway line strippers and a major producer of street sweepers, tractor sweepers and other vehicles used in the nationwide cleanup program.

Evans Industries also manufactures a variety of thermoplastic molded parts used as components in the electrical, automotive, appliance and other industries. Through its real estate subsidiary, the La Coquille Development Corp., Evans Industries is engaged in the construction and sale of luxury villas near Palm Beach, Fla., and other real estate development in Florida.

Listening: Key to commerce

By ELSPETH BEIER

BINGHAM FARMS—With supply shortages increasing, businessmen must try to increase individual and group productivity in order to succeed in foreign industry, according to Jack E. Savage, international business consultant.

"What is even more important is that it can be done without vast investments of capital. It simply takes expertise, a listening ear, a knowledge of where to go for help and an eye for opportunity," he said.

The key to becoming a better business person and better citizen is found in the New England expression, "A still tongue makes for a wise head," according to Savage, a Bingham Farms resident.

"That expression is especially important to Americans who want to work with foreigners for mutual benefit. We are known around the

world for talking too much about our products and services, before listening and learning about foreign interests and objectives," he said.

A DIRECTOR of foreign operations for 20 years for Tecumseh Products and later for Kelvinator International Corp., Savage points out that local companies can maximize their profits at minimum expense in foreign markets.

"More Michigan companies should think and market internationally. They can develop profitable foreign business at modest expense and without capital outlay if they take advantage of facilities available to them without charge."

Professional help is available at no expense through the Michigan Department of Commerce Office of Economic Expansion and the Detroit field office of the U.S. Department of Commerce.

The state agency has opened offices in Belgium and Japan to encourage business activities in foreign markets for local companies, Savage said.

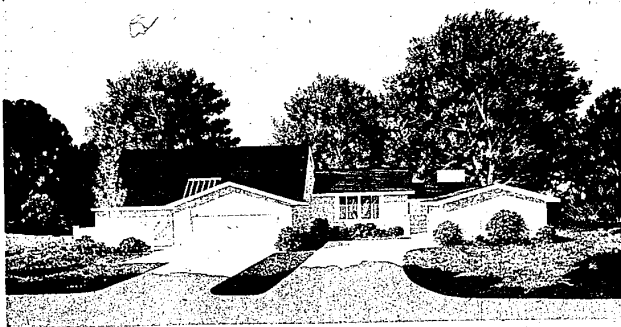
"TOO MANY of our dollars are now in the hands of foreign interests. It is time we tried harder to earn them back through well planned, developed and managed international sales, licensing and joint venture programs."

Speaking several times a year at seminars on international commerce at the University of Michigan, Michigan State University, Wayne State University and the U.S. Department of Commerce, Savage uses a Troy firm as an example of a local firm entering foreign markets.

THE PRESIDENT of Bernal, Inc. of Troy, Alan Rae Paff,

wanted to license a rotary die cutting technique for non-metallic materials and used Savage to draw up the contracts and agreements.

The venture cost Bernal, Inc. very little in terms of capital expense, according to Savage, and has increased a highly profitable trade.



Wabeek starts new units

Ground Breaking ceremonies recently marked the start of construction of Wabeek - on - the - Fairways, the fifth of the condominium communities in Wabeek, the Chrysler Realty Corp. - Del E. Webb Corp. joint venture on West Long Lake Road, Bloomfield Township.

Builder-developer Ed F. Johns plans to construct 44 condominiums on the 10.75 acres of heavily rolling terrain overlooking Haines Lake and the 10th and 12th fairways of the 6,500-yard Wabeek golf course designed by Jack Nicklaus and Peter Dye. Prices will start in the \$80,000 range.

Johns said sales will be handled by his own firm, Ed F. Johns & Associates, and the Bloomfield Real Estate Co. He also announced that a number of rental units will be made available at Wabeek - on - the - Fairways.

A CONTEMPORARY design, long a Johns trademark, has been selected for the condominiums which will be built in two, three and four - unit clusters. Exterior brick in various colors and complementary rough - sawn redwood trim will add variety to the development.

Four basic plans - a ranch, story - and - a - half, and two different quad-levels - will make up the 15 clusters in Wabeek - on - the - Fairways. Each of the plans can be used in any combination with the other plans and some can be reversed.

Depending on the model selected, as well as the amount of initially - completed finished footage, the condominiums will run from approximately 1,700 to 4,000 square feet.

WABEEK ON THE FAIRWAYS condominiums were designed by Ed F. Johns. James W. Conn is the architect.

The display models, to be furnished by Pierson Interiors, are scheduled for completion by late spring.

Besides Wabeek - on - the - Fairways, the Wabeek development includes single family home sites and additional condominium communities presented by Chrysler - Wabeek, Woodbury - Sullivan Smith, Wake Pratt and Bloomfield Woods, Inc.

Additional information on Wabeek is available at the on-site sales office on West Long Lake Road between Telegraph and Middlebelt. It is open daily and weekends until dusk.