

exhibitions

Send calendar items about Oakland County art gallery exhibitions to The Eclectic, 805 E. Maple, Birmingham 48008. Send items about Wayne County exhibitions to The Observer, 36251 Schoolcraft, Livonia 48150. Attention: Creative Living editor.

NELSON'S GALLERY: "Kapper Elephants and Other Characters" by Livonia artist Jeanne Poulet continues. Reception and demonstration will be noon to 5 p.m. Saturday, April 11. For \$10, your child can take part with Poulet in creating a character, then name it and take it home. 16376 Middlebelt, Terrence Corners, Livonia.

MADONNA UNIVERSITY: Thursday, March 26 - Second part of annual senior art exhibition opens. Exhibit Gallery, second floor of the library. Hours: noon to 5 p.m. Schoolcraft and Levan, Livonia.

WETSMAN COLLECTION: "Quits as a New Art Form?" an exhibit by 21 contemporary quilt artists. The exhibit features a stunning collection of quilts by nationally known artists. The development of Contemporary Quilts, a special lecture by quilt expert and consultant Penny McMorris, will take place 1 p.m. Saturday, April 4. Reception to 6:45-6:12 by Wednesday, April 1. Exhibit times 1-5 p.m. Thursday-Saturday, March 26-28, April 2-4 and 9-11. In Artpark Services, 31505 Grand River, Door 10, just west of Orchard Lake Road in Farmington, 645-6122 or 478-8946.

Photos share vantage point at Cranbrook

The camera offers unusual perspectives on life in an exhibit at the Cranbrook Academy of Art Museum, 500 Lone Pine Road in Bloomfield Hills, noon through April 5. The show, "Vantage Point: Photographs from the Warren J. Coville Collection," is the first public exhibit of this collection. It's the first of two displays celebrating the 20th anniversary of the academy's photography department. The second will feature photography by department alumni.

BUT YOU also see an image of John Kennedy at the 1960 Democratic National Convention looking both forward and backward at the same time: His back is to the camera, but his face is on a TV screen in the foreground in the picture. Fine art photographs are a major focus of the exhibit. Many images are visual poetry.

CHILDREN MAKE an impression, such as the little girls solemnly dancing, and the little boy carrying two bottles almost half as tall as he is. The nodes photographed include a woman dreamily sitting at a vanity mirror with a photo of Clark Gable nearby.

EXCELLENT LOCATION: Two bedroom end unit condo next to private wooded area, neutral decor, ceramic bath with skylight, central air, full basement, privacy fence. ML#M01892 \$75,900 455-6000

Weir, Manuel, Snyder & Ranke. 500 South Main Plymouth. Phone 455-6000. OPEN SUNDAY 1-4: 41131 DUNSWOOD, NORTHVILLE, south of Six Mile west of Haggerty. Beautifully landscaped three bedroom ranch, family room with fireplace, finished basement with bath and bedroom or office. ML#M96868 \$189,900 455-6000

FANTASTIC VIEW OF THE WOODS: Three bedroom, two bath home has wooded rear yard, lots of light from western exposure, added bonus of rec room, fourth bedroom and huge workshop in finished basement. ML#M00980 \$185,900 455-6000

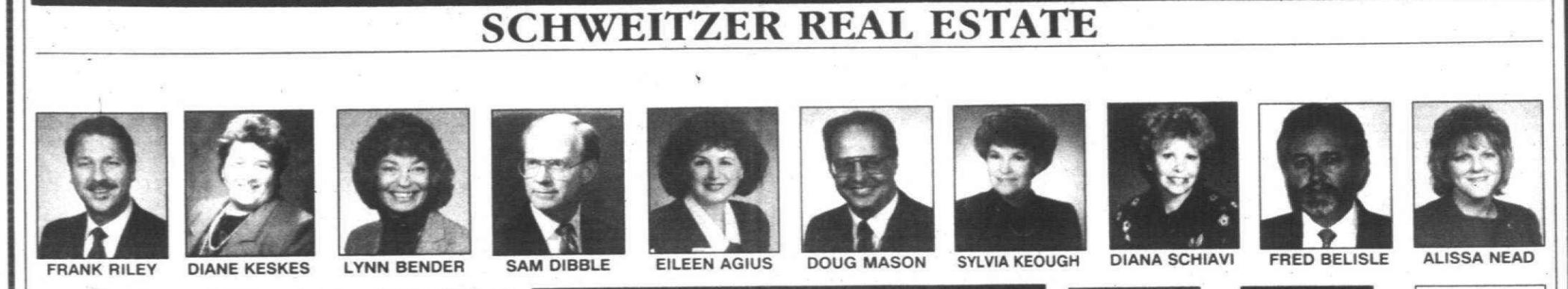
EXCEPTIONAL: Custom built contemporary, first floor master suite has jacuzzi tub and separate shower, kitchen has Corian counters and European style cabinets, half acre wooded lot. ML#M96446 \$434,900 455-6000

EXCELLENT LOCATION: Two bedroom end unit condo next to private wooded area, neutral decor, ceramic bath with skylight, central air, full basement, privacy fence. ML#M01892 \$75,900 455-6000

IREM - BOMA Institute of Real Estate Management of the NATIONAL ASSOCIATION of REALTORS and the Building Owners and Managers Association of Metro Detroit. APARTMENT OFFICE - INDUSTRIAL SHOPPING CENTER TRADE SHOW. WEDNESDAY, APRIL 8 10:00 a.m. TO 6:00 p.m. GRAND MANOR AT FAIRLAWN 19000 HUBBARD DRIVE. FREE ADMISSION. PRIZE DRAWING. FOOD COURT. EDUCATIONAL SEMINARS THROUGHOUT THE DAY. FOR ADDITIONAL INFORMATION CONTACT: SUSAN HINDERLITER, CPM AT 964-4522 OR 645-6140

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25260 LORI: N OF SCHOOLCRAFT, W OF HOOVERBELT. CLEAN LIVONIA RANCH. So much to offer - 3 bedrooms, 2 full baths, hardwood floors, updated kitchen w/new floor. Beautiful very large family room w/ outstanding fireplace, finished basement, attached garage. \$105,900. 8854 NORMAN: N OF JOY, W OF HEX. CALIFORNIA BOUND! Seller offers immediate occupancy on this 3 year new, 3 bedroom, 2 1/2 baths colonial, 1st floor laundry, spacious family room with fireplace, central air, underground sprinklers, 2 car attached garage. \$156,900. 40777 PINETREE: E OF HAGGERTY, N OF ANN ARBOR RD. DONT MISS This Plymouth 3 bedroom ranch w/ finished basement, attached 2 car garage, new carpeting & wallpaper, all kitchen appliances & very large living room w/natural fireplace. \$103,900. 26670 LANNIN: N OF ELEVEN MILE, W OF NOVI. NEW & AFFORDABLE. 1600 sq. ft. ranch with 3 bedrooms, 2 full baths, great room w/vaulted ceilings & fireplace, master suite w/private bath & his/her closets. Large kitchen & spacious dining area, 2 car attached garage, central air. \$139,900. 45610 HANFORD: S. OF WARREN, E. OF BECK. A SIMPLY LOVELY HOME. Describes this cozy 2 bedroom ranch. Low maintenance, deep shag backyard, neutral carpeting, new doors front & back. Convenient location in nice friendly neighborhood. \$39,900. 3625 GLORIA: S. OF MICHIGAN AVE., W. OF MERRIMAN. EASY ON THE POCKETBOOK. Describes this cozy 2 bedroom ranch. Low maintenance, deep shag backyard, neutral carpeting, new doors front & back. Convenient location in nice friendly neighborhood. \$39,900. 702 ADAMS: E OF SHELDON, N OF PENNINGMAN. CUTE & SHARP. In town Cape Cod with 3 bedrooms, 2 baths, numerous updates & improvements. Neutral decor, hardwood floors, basement, professional landscaping & more. \$88,900. 6707 WELLINGTON: N. OF FIVE MILE, W. OF CURRIE. SHARP & AFFORDABLE. 10 Plus Acres. Unique custom home w/ over 4,000 sq. ft. of living space, additional 2,000 sq. ft. in walkout. Gourmet kitchen, foyer w/ marble floor & 2 story curved glass block window. \$349,900. 46622 POLO: W. OF WARREN, N. OF CANTON CENTER. BETTER THAN NEW. Fantastic Cheshire Place in Sunflower Subdivision features 2nd floor laundry, stunning master bath, beautifully finished basement, central air, large deck w/ gazebo. \$179,900. 850 N. CENTER: N. OF EIGHT MILE, E. OF CENTER. SHOW STOPPER. Ranch among beautiful gardens. Unique home with Andersen windows, 2 living rooms, family room, vaulted ceilings, huge kitchen with skylights, deck, patio, close to schools and downtown Northville. \$174,900. 4821 STRATHMORE CT.: S. OF ANN ARBOR W. OF MCCLUMPHIA. DONT MISS THIS GREAT 4 bedroom Colonial. One of the best buys in Plymouth. Central air, 2 1/2 baths, finished basement, first floor laundry and much more. \$184,985. 1448 GLORIA: S. OF CHERRY HILL, W. OF MERRIMAN. LOTS OF EXTRAS. Well maintained brick ranch in Westland w/finished basement, cozy family room, central air, newer HVAC & replacement windows, 2 car garage w/door opener & much more. \$69,900.

MORTGAGE RATE UPDATE. A Weekly Summary of Detroit Area Lenders. Table with columns for Lender, Rate, Term, and Contact Info.

U.S. SAVINGS BONDS

creative Impressions

Send creative arts-related calendar items to: Creative Impressions, Creative Living, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. Allow at least three weeks for publication.

GREEN THUMBS

Gardening professionals Betty Frankel, a garden writer, and Janet Macunovich, a Master Gardener, will be at Schoolcraft College in Livonia 9:30 a.m. to 3:30 p.m. Saturday, March 28 to share gardening tips and creative planning suggestions in a seminar, "Green Thumbs Gardening."

PIANO DUO

Schoolcraft College in Livonia will present Hecht & Shapiro in a free piano concert 5-6:30 p.m. Sunday, March 29 at the Livonia City Hall, 33000 Civic Center Drive.

The husband and wife duo have performed across the United States and Europe. As artists-in-residence at the Cleveland Institute of Music, they have won more prizes and placed higher in more competitions than any other American duo piano team. Last March, they took first in the 1991 Ellis National Two Piano Competition.

The duo met while studying under the direction of Leon Fleisher at Peabody Conservatory. To avoid competing against each other in the Peabody Concerto Competition, they joined forces as a duo, won first prize and launched their career. They are recipients of the Peabody Institute Career Grant for alumni who have distinguished themselves in their performing careers.

ART FEST

Watercolor and oil paintings of Westland artist Sandra Weed and 13 of her students will be exhibited 5-8 p.m. Tuesday, March 31 in the American Harvest Restaurant of the Waterman Campus Center at Schoolcraft College, Livonia.

Weed is an art instructor in the college's Continuing Education Services division. Her students have created landscapes, still lifes and fantasy art. Light refreshments will be served at the exhibition.

JURIED SHOW

Calling all artists and artisans: Juried Show for a Lifestyle Dreams Are Made Of - very special opportunity to view Northville's finest. A custom 5 bedroom Tudor in a spectacular wooded setting backed to Meadowbrook Country Club golf course, over 4,000 sq. ft. of luxury living. Offered at \$475,000. (OE-B-1210N) 462-3400.

West Shore Art League invites you to participate in its art fair June 27-28 at Ludington City Park in Ludington. Proceeds will go toward promoting the arts, including student scholarships. This is the league's 25th year of public service.

To apply for this juried show, send a self-addressed, stamped envelope to: West Shore Art League, Box 486, Ludington, MI 49431. Deadline for applying is April 1.

HOME FURNISHINGS

The International Furnishings and Design Association Michigan Chapter will sponsor a seminar, "How to Design Effective Marketing Strategies," noon to 1:30 p.m. Thursday, April 2, at the Michigan Design Center, 1700 Stutz Drive, Troy.

IN MINIATURE

A spring miniature show and sale will take place 8:30-9:30 p.m. Friday, April 3 and 10 a.m. to 4 p.m. Saturday, April 4 at the Holiday Inn of Livonia-West, 17123 Laurel Park Drive North.

Thirteen of the 38 exhibitors will be from Michigan. Other states represented include California, Florida and New York. Miniatures include such crafted wares as dollhouses, landscaping and furniture. Admission is \$4.

MORTGAGE MARKET INDEPENDENT SURVEY OF COMPETITIVE MORTGAGE RATES. When Buying or Refinancing, Follow the Mortgage Market Guide for the latest in Rates, Points, and Programs. Table with columns for rate, points, down payment, lock period, and program name.

LEGEND: 30/28/2 = 30-year fixed rate, 28% down payment, 2 points. Rates subject to change without notice. In addition to the discount points shown above, most lenders charge an origination fee of 1% of the loan amount plus a flat fee.

Apply creativity to spur sales — artist

By Linda Ann Chomyn special writer. Artist and teacher Sandra Weed chooses to see the proverbial glass as half full, instead of half empty. Multiple thinking, as she refers to it, and an upbeat attitude help keep her afloat in these stormy economic times.

"Everything's good and bad. The sales are there, but not in the quantity they once were. It doesn't mean people stop appreciating artwork, they just stop buying the larger wall pieces," said Weed in an interview at her Westland home.

"Artists are going to be changing the sizes of their paintings, creating smaller pieces that are more affordable. I see them being sold different-

ly, too, buying the painting without the frame." By thinking in multiple uses, saving money and increasing time used for production, artists can continue to sell their artwork in an otherwise depressed economy. Weed covers this information and more in "Marketing Your Arts and Crafts," a monthly series of Saturday workshops she teaches based on "Dollars, Sales, and Sense - A Complete Business System," a book she and Eleanor Ford wrote and published.

"Weed should know what they want. She has been living off sales from her artwork for more than 30 years. Her advice to artists is to think creatively as they would in their work and 'to change the direc-

tion of what they do." "Artists can still retain the investment they've put into a painting by making prints. Some artists are now making note cards from the print and they're utilizing. Sell the rights to a card company or calendar company where a lot of people can enjoy their work on the walls," Weed said. "FOR SOME artists, taking Weed's advice on selling their artwork will suffice, carrying them over the rough times. Others, however, may need to incorporate other money-making skills into their lives because as all artists know, starving does nothing to further art."

"I think it's a very emotional time for people. Even the subject matter that sells is different, more emotional," Weed said. "People want more landscape instead of abstracts. They want a recognizable place in a painting that they can escape to. It's better than taking a vacation." Weed should know what they want. She has been living off sales from her artwork for more than 30 years. Her advice to artists is to think creatively as they would in their work and "to change the direc-

Artists persevering

Continued from Page 1. work that's not commercial, funding cuts make it difficult. Photography has gotten to be expensive. I won't be able to do projects as large," said Diaz, recipient of three individual Creative Artists grants from the Michigan Council for the Arts.

There are less grants and more competition for grants. There's not as much money to do community-oriented work.

REDFOSS SCULPTOR Sergio De Giusti's sales have not slowed due to the recession. "Last year, I had a show that sold a great deal," De Giusti said. "I really didn't feel it." De Giusti suggests the economy alone is not detrimental to an artist's survival.

"Traditionally, America has not looked upon art spiritually," De Giusti said. "It's not like in Italy where people surround themselves with art." Here it takes years, in his case 25 to 30 years, to develop a following while remaining true to art.

"If you place standards first and live very modestly, it takes years to do that," De Giusti said. "I stay with a certain type of imagery that I really want to create. I'm pretty independent as an artist. Grants help me do that." Last year, De Giusti lost \$1,000 of a \$10,000 grant from the Michigan Council for the Arts, but it was "insignificant when compared to other artists who lost quite a bit," he said.

De Giusti prides himself on never having to compromise his art for profit, not even commissioned work. In the last month, however, he has created a series of smaller works.

CANTON ARTIST Gwen Dietrich, an illustrator/graphic designer for A.R. Branch Advertising in Canton, Ohio, is a Southfield by day, agrees with Demgen that the time of the year has a lot to do with slow sales. "At the first of the year, sales typically slow and with the bad news from GM, people hold back on their spending," Dietrich said.

But Dietrich's sales and commissions increased in February because of her 45-piece retrospective, "Animal Antics," hosted by the Livonia Arts Commission and the city of Livonia.



JIM JAGOFFEL/staff photographer

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Grid of real estate listings with photos and descriptions. Includes sections for 'PREVIEWS' and 'OPEN SUNDAY 1-4'. Listings are for various properties in Livonia, Farmington Hills, and Northville.

COLDWELL BANKER Schweitzer Real Estate Attracts The Best! Features portraits of Margaret Morgan, Dick Butwill, and Jeff Kwarter with their contact information.

THOMPSON-BROWN RESIDENTIAL RESALE DIVISION. Listings for Farmington Hills (553-8700) and Birmingham/Bloomfield (642-0703) with photos of homes.

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 45174 FAIROAKS, CANTON HUGE ROOMS highlight this 3 bedroom colonial - prestigious Embassy Square, family room w/fireplace, central air, 2 car attached garage. \$132,900 HELP-U-SELL PH: 454-9535	 38750 W. WARREN, WESTLAND WHAT A SETTING! Nine room home on 1 1/4 acre lot, wooded ravine lot, 2400 sq. ft. home features Anderson case windows, 2 story 30' x 40' barn, fire & burglar alarm, Livonia schools. \$149,500 HELP-U-SELL PH: 454-9535	 14939 HALLER, LIVONIA PRIME PROPERTY IN A PRIME LOCATION - sellers moving to Florida, make offer - 3 bedroom ranch, large lot, big kitchen, basement. Very good buy! \$78,900. HELP-U-SELL PH: 425-8881	 33611 HUNTER, WESTLAND CLEAN, WELL-BUILT RANCH, finished basement, with full bath & kitchen, 2 car garage, fenced yard, hardwood floors throughout, fantastic location. Health forces sale \$82,000. HELP-U-SELL PH: 425-8881	 1734 RANIER, CANTON 1,869 SQ. FT. OF LIVING SPACE for a low price of \$104,900; includes 3 large bedrooms, living room, family room w/fireplace, 2 car attached garage, large deck & more. HELP-U-SELL PH: 454-9535	 1282 HERITAGE, CANTON SHARP 3 BEDROOM, 1 1/2 bath, Colonial w/newer carpeting, newer windows, finished basement, 15 x 30 above ground pool, 1,400 sq. ft. \$104,900. HELP-U-SELL PH: 454-9535	 36435 HAZELWOOD, WESTLAND This home is ready to move into, newer carpet throughout, new vinyl windows, updated bath, family room with wood stove, 24x24 garage with heat and electric. Seller says sell \$78,900 HELP-U-SELL PH: 425-8881
 1671 MARLOWE, CANTON CUTE & CLEAN 3 bedroom ranch, attached 2 car garage, large lot, new windows, extra storage, FHA & VA OK. \$82,900 HELP-U-SELL PH: 454-9535	 14210 SALEM, REDFORD BEAUTIFUL, SOUTH REDFORD BRICK RANCH, updated kitchen & bath, full finished basement w/1/2 bath; nicest home in Redford for price. \$79,900. HELP-U-SELL PH: 425-8881	 7315 HILLSBORO, CANTON GREAT PRICE - 3 bedroom ranch new windows, thru-out bay window in living room, court location, family room with fireplace & cathedral ceiling. \$113,000. HELP-U-SELL PH: 454-9535	 26858 KINGSWOOD, DEARBORN HEIGHTS Dearborn Heights's finest area - spacious 3 bedroom colonial, formal dining room, family room/fireplace, country setting, finished basement & more. \$131,900 HELP-U-SELL 425-8881	 6727 REDMAN, WESTLAND New roof down to the boards, newer furnace, newer vinyl windows, central air, 1550 sq. ft. home - MINT HOME! Great family neighborhood. \$84,900 HELP-U-SELL 454-9535	 1333 DENICE, WESTLAND MOVE IN CONDITION, newer furnace, central air, newer windows, finished basement, 3 bedroom ranch has it all. Sellers motivated. \$73,900. HELP-U-SELL PH: 454-9535	 1418 OAKVIEW, CANTON Brentwood Estates - Fantastic 3 bedroom floor plan for this brick ranch, great room, cathedral ceilings, deck, 5 person spa. \$98,000 HELP-U-SELL 454-9535
 16667 CENTRALIA, REDFORD ALL TERMS LOOKED AT. 3 bedroom brick ranch, located on a double lot, bath recently decorated, breezeway connects to garage & home. \$75,000. HELP-U-SELL PH: 425-8881	 1375 BROOKLINE, CANTON Fantastic 3 bedroom, finished basement, 2 1/2 car attached garage. Priced to sell \$89,900. HELP-U-SELL 454-9535	 38307 S. JEAN CT., WESTLAND IMPECCABLY MAINTAINED HOME, updated kitchen w/Euro cabinets, gorgeous wood french doors, brand new roll-up garage door, vinyl thermo windows, newer roof, newer furnace, central air, complete security system, steel entry doors. \$89,900 HELP-U-SELL PH: 435-9435	 MAPLE VILLAGE CONDOMINIUMS, WESTLAND. Best price per sq. foot anywhere! Approx. 1,800 sq. ft. of luxurious condo living. Private front and rear entry, 3 large bedrooms, 2 full baths, family room, den, central air, Whirlpool appliances and more. New condo development. \$79,900 HELP-U-SELL 454-9535	 45259 INDIAN CREEK, CANTON Beautiful 4 bedroom colonial. N. Canton location. 80x120 lot, newer Pella windows, central air, updated carpeting, underground sprinklers, 1st floor laundry, den & more. \$139,900 HELP-U-SELL 454-9535	 9607 LENORE, REDFORD GOOD BUY! Updated included - big 3 bedroom bungalow, 60 x 125 lot. Natural fireplace in family room. 1 1/2 car garage. \$70,900. HELP-U-SELL PH: 454-9535	 24560 ROUGE RIVER DR., DEARBORN HTS. FEAST YOUR EYES ON THIS 3 BEDROOM bungalow that sits on gorgeous ravine setting, basement, 2 fireplaces, newer furnace, Great Price! \$87,500 HELP-U-SELL PH: 425-8881
 46727 DOUBLETREE, CANTON MAGNIFICENT, 4 bedroom Pulte home, located in Sunflower - 2 yr. old home features 1st floor laundry, family room w/fireplace, 1st floor laundry, 70 x 130 lot. \$172,900. HELP-U-SELL PH: 454-9535	 38522 DOVER, LIVONIA STRAIGHT OUT OF BETTER HOMES & GARDENS, everything new: furnace, central air, dishwasher, built-in range top, hot water tank, oak Merril cabinets, corner location surrounded by trees. Must See \$104,900 HELP-U-SELL PH: 425-8881	 19897 DENBY, REDFORD Gorgeous sprawling ranch over 1/2 acre on tree-lined street, 2 fireplaces, newer vinyl windows, 2,100 sq. ft. home. \$79,900 HELP-U-SELL 425-8881	<h3>WANTED</h3> Licensed Real Estate Agents (new or experienced). Call for confidential interview. Ask about our FREE Training Program.	 44119 APPLEWOOD, CANTON Spacious brick ranch, family room with fireplace, Florida room off family room, inground sprinkler system, 1500 sq. ft., finished basement. \$98,900 HELP-U-SELL 454-9535	<h3>LOOK FOR OUR OPEN HOUSES</h3> <p>CENTRAL PARKWAY DEVELOPMENT, WESTLAND EXCLUSIVE DETACHED CONDOMINIUMS. Located in Westland's finest area, Central City Parkway & Hunter. 51 unit project; features: 2 bedrooms, 2 car attached garage, 1st floor laundry, master bath, full basement, approx. 1100 sq. ft. central air, sprinkler system, steel doors, stove & refrigerator, Merril cabinets in kitchen & more. \$99,800</p> <p>Models open during week 1:00 p.m.-5:00 p.m. on weekends, 1:00 p.m.-6:00 p.m. Ph. 729-8030</p> HELP-U-SELL PH: 454-9535	
 1721 REGENE, WESTLAND EXCELLENT FLOOR PLAN - open kitchen, doorwall to deck, finished basement, this ranch has it all for the price. \$65,900 HELP-U-SELL PH: 425-8881	 OREGON TRAIL, PLYMOUTH Large 3 bedroom colonial, located near downtown. Well kept, deck, picturesque backyard. SOLD SAVED \$4,000* HELP-U-SELL 454-9535	 38839 MEETING HOUSE, LIVONIA BEAUTIFUL QUAKER RANCH, dining area & kitchen combined. Natural fireplace in great room, underground sprinkler system, Anderson doorwall leads to vaulted ceilings, 1st floor laundry. \$162,900 HELP-U-SELL PH: 425-8881	 7081 EPPING, CANTON FANTASTIC FLOOR PLAN - Two way fireplace, 1850 sq. ft., 3 bedroom brick ranch, finished basement. N. Canton location. \$129,900 HELP-U-SELL PH: 454-9535	 9536 LENORE, REDFORD UPDATED THRU-OUT, 1,200 sq. ft. bungalow complete with a finished basement that has full kitchen, bedroom and full bath - a home within a home. South Redford schools. Won't last. \$75,000. HELP-U-SELL PH: 454-9535	<p>PH: 454-9535</p>	
 41563 HAMLIN, BELLEVILLE Move in condition - 3 bedroom ranch, 2 baths, finished basement, FHA or VA available. \$79,000 HELP-U-SELL 454-9535	 43640 FLEETWOOD, CANTON WELL MAINTAINED 3 bedroom colonial in Brentwood Estates built in 1985. This home features: Stainmaster carpeting in living room, finished basement, doorwall off dining area. Great price \$99,500 HELP-U-SELL PH: 454-9535	 42709 KEYSTONE, CANTON JUST LISTED - Great 3 bedroom ranch floor plan; approx. 1450 sq. ft., 2 car attached, central air, finished basement, Plymouth/Canton schools. \$109,900. HELP-U-SELL PH: 454-9535	 "We sold our home in 4 DAYS with Help-U-Sell; we also found our new home the same week. We saved \$2,400.00 with Help-You-Sell. It was the best move we could have made." Mike & Kelly Shaver, Canton, MI.	 37060 GILCHRIST, WESTLAND GREAT LOCATION, 3 bedroom ranch, full basement, Florida room/family room, 2 car brick garage, newer furnace & roof, Anderson windows thru-out. \$89,900 HELP-U-SELL PH: 454-9535	 27275 WESTLAND, REDFORD LARGE 3 BEDROOM BRICK RANCH located in a great area, stove, washer, dryer, refrigerator and built-in dishwasher stay, newer windows thru-out. \$79,900 HELP-U-SELL PH: 425-8881	

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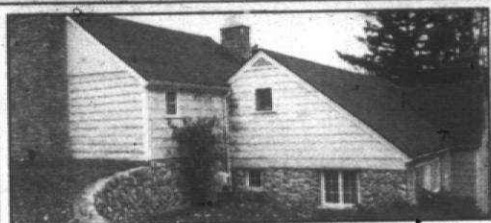
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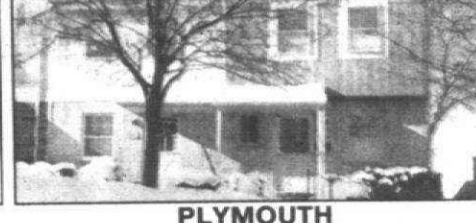
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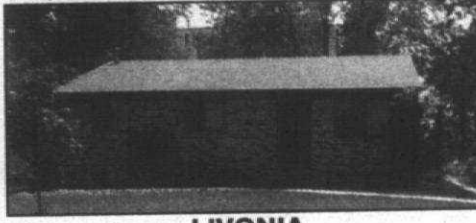
REDFORD
DON'T MISS THIS ONE! Living room with dining area, 1 1/2 baths on main floor, 3 bedrooms, finished rec room, brick 24x24 garage has 220, & gas heat. Fenced lot. Ready to move into - South Redford schools.
\$64,899 261-0700



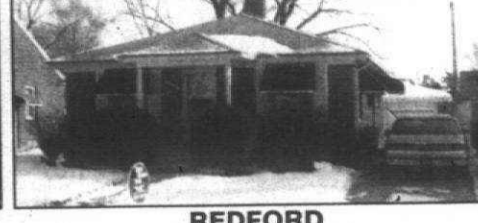
PLYMOUTH
WALK TO PLYMOUTH SHOPS from this condo, neutral tones. Perfect for 1st time buyers or retirees. Features galley kitchen, no-wax floor, medium brown cabinets - almond appliances. Formal dining room & rear patio.
\$79,900 (RO-00150) 455-7000



NOVI
BEAUTIFUL HOME in Novi's Dumbarton Pines offers crown molding in living room, dining room, foyer, oak flooring in foyer, kitchen with island and built-ins, huge master suite, deep basement, 4 bedrooms, 2 1/2 baths.
\$227,500 (FOR) 348-6430



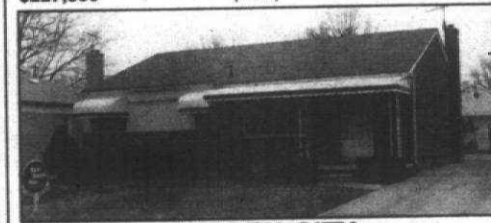
LIVONIA
RANCH ON HUGE LOT! Three bedroom brick home with basement and large kitchen, deck and deep lot. Good family neighborhood. Owner anxious.
\$89,900 (MAR) 477-1111



REDFORD
SEARCH NO MORE! If you want a brick ranch with two large bedrooms, two full baths, finished basement, and a two car garage - you found it! FHA offered.
\$55,000 (M19952) 261-0700



CANTON
SPLENDOR OF AMENITIES come with this brick cedar trim home. Double entry foyer w/ceramic tile. Sunken patio off family room. Premium woodwork, 3 baths, central air and many upgrades.
\$146,900 (A-07425) 455-7000



GARDEN CITY
NICE 'N NEAT 'N NIFTY AND FAMILY FINE. This 3 bedroom home has room to dine. There's 2 bathrooms, a basement, a garage and a pool. This desirable home is close to school.
\$76,900 326-2000



LIVONIA
GREAT LOCATION. Beautiful ground floor one bedroom condo in quiet complex. Includes stove, refrigerator, dishwasher, central air, enclosed balcony and carport. Clubhouse and pool.
\$49,500 (F32829) 261-0700



REDFORD
IF YOU LOVE TO ENTERTAIN, this is your home! Huge living room! Formal dining room. Large lot, and property is well-kept. Newer eaves & roof, insulation added, recently painted, and lots of storage!
\$115,000 (G9074) 261-0700



CANTON
GREAT COURT LOCATION. Walk to school from this 4 bedroom, 2 1/2 bath colonial. Family room w/cozy fireplace, 1st floor laundry, nice finished basement, central air, and newer roof.
\$136,900 (BC-6275) 455-7000



WESTLAND
GOTCHA COVERED. This home has it all! Family room, fireplace, Merillat cabinets, pantry, and then...central air, ceramic bath, 3+ garage, patio, and when...that's all done, there's more to come, appliances, and basement.
\$84,900 326-2000



CANTON
RELAX ON THE PATIO. Attractive three bedroom home offers an inviting living room, large country kitchen, handsome living room with fireplace, and much more. Come and see. Hard to beat at
\$104,500 (B1958) 261-0700



NOVI
CONTEMPORARY LAKEFRONT on all-sports Walled Lake. Over 1950 sq. ft. of living space. Magnificent pine cathedral ceilings and floors in upper level. This is truly a must see!
\$168,500 (E.LA) 348-6430



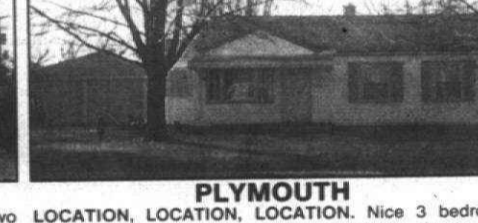
CANTON
HISTORIC COUNTRY FARMHOUSE IN CANTON on 2+ acres, 3 1/2 car garage, 4 bedrooms, 3 full baths, 2 fireplaces, leaded glass windows & doors. Porch & deck, brick foyer & walks. 1st floor laundry + pole barn.
\$214,900 (H-50135) 455-7000



GARDEN CITY
QUIET SUBURBAN HOME is this aluminum ranch. Full bath with oak vanity, first floor utility, 2 car garage, 93x142 lot.
\$64,900 326-2000



REDFORD
PERFECT STARTER OR RETIREMENT HOME. Two bedrooms, no-maintenance vinyl siding, and on a large lot with many nice plants and trees. A doll house!
\$49,900 (P18416) 261-0700



PLYMOUTH
LOCATION, LOCATION, LOCATION. Nice 3 bedroom ranch features a large enclosed porch, mechanic's dream garage, all on a spacious lot, and located in Plymouth.
\$84,900 (B-08835) 455-7000



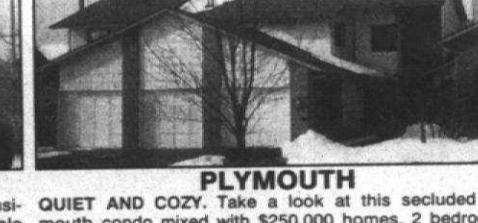
CANTON
WONDERFUL GREAT ROOM in this Canton ranch with fireplace and 2 doorways to deck. Master bedroom w/cathedral ceilings. Full wall of closets and private bath. 1st floor laundry and professionally landscaped.
\$129,900 (L-01079) 455-7000



WESTLAND
COUNTRY SETTING in this 3 bedroom brick and aluminum ranch on a nice lot with many updates: remodeled kitchen and bath, brand new carpeting in living room & hall, and newer thermopane windows.
\$56,500 326-2000



LIVONIA
LOTS OF POSSIBILITIES. Excellent location for business. Handicap ready, easily converts to offices, possible group home. Large barn for storage, plenty of room for parking. 10K home.
\$250,000 (38105P) 261-0700



PLYMOUTH
QUIET AND COZY. Take a look at this secluded Plymouth condo mixed with \$250,000 homes. 2 bedrooms, master bath, fireplace, attached garage, new oak kitchen, finished basement and much more. Hurry!
\$124,900 (CF-48144) 455-7000



LIVONIA
EASE THE SQUEEZE. Spacious 5 bedroom colonial. Features 1st floor laundry, full wall fireplace in family room. Located in Livonia and across from elementary school.
\$114,900 (H09344) 455-7000



WESTLAND
BRAND NEW RANCH. Pick your own color carpet. Features 3 bedrooms. Great room w/ceiling fan, cathedral cabinets, 80+ furnace prepped for air, basement prepped for bath. NEW CONSTRUCTION for only
\$76,900 326-2000



DEARBORN HEIGHTS
WHY RENT? BUILT EQUITY. Great price on this sharp, well-maintained bungalow. Three bedrooms, partially finished basement, two car garage, on fenced lot. Won't last long!
\$49,900 (25727L) 261-0700



PLYMOUTH
A LOT FOR A LITTLE. 3 oversized bedrooms, 1 car detached garage, large basement for family fun. All this in the charming Plymouth area.
\$75,900 (J-01210) 455-7000



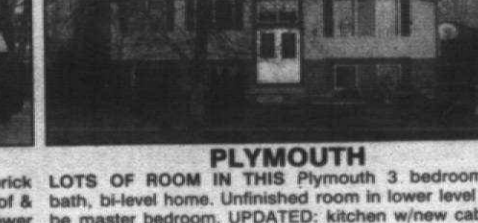
NORTHVILLE
1990 CONTEMPORARY. Enjoy this almost new home with a flair. Dramatic great room, large kitchen in lovely Northville Township. Energy efficient with its own well for low bills. Affordable price.
\$109,500 (S-46067) 455-7000



FARMINGTON HILLS
VERDANT VIEWS! Watch time go by as you contemplate the view of woods and stream from the living room of this sharp two bedroom condo.
\$48,900 (EIG) 477-1111



LIVONIA
BRICK BUNGALOW. Affordable three bedroom brick home with family room, 1 1/2 baths, central air, new roof & water heater, Air Tight wood stove, newer carpet lower level, fenced yard. Home Warranty provided. A 10K home.
\$69,000 (S19906) 261-0700



PLYMOUTH
LOTS OF ROOM in this Plymouth 3 bedroom, 1 1/2 bath, bi-level home. Unfinished room in lower level could be master bedroom. UPDATED: kitchen w/new cabinets, floor & doorwall to deck. Mostly new carpet throughout. 20 ft. family room has room for fireplace. Super buy for area.
\$105,900 (MT-44462) 455-7000



Our 63rd Year

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348 Cemetery Lots
GLENN EATON, Two Lakes, Garden Of Memory, 478-1154

358 Land Contracts
GARDEN CITY LAND CONTRACTS
Mortgage Corp. of America
315-952-7000 or 1-800-485-9818

361 Money
To Loan - Borrow
COMERICA Mobile Home Financing
1-800-292-1300

362 Real Estate Wanted
ABSOLUTE TOP DOLLAR for your home in a prime area and in good condition.
207-922-1111

363 Business Opportunities
SOFT ICE CREAM
Turnkey operation. Licensed. Area, restaurant license included. Franchise opportunity. Call 214-252-7828

366 Office-Bus. Space Sale/Lease
LATHROP VILLAGE - Professional office space, first floor of the building. 27400 Southpark Dr. 3 blocks N of Hwy 60. Handicapped accessible. For information contact Jeffrey Baker, 557-3000

367 Bus-Prof. Bldg. Sale/Lease
FOR SALE
Woodward/Dr. Adams
Birmingham
555-2070

368 Commercial/Retail
COMMERCIAL 1100 Sq. Ft. 5 mile radius. Location & lease terms negotiable. Call 478-7800

369 Indus./Warehouse Sale/Lease
PLYMOUTH DOWNTOWN
Real estate on Forest Ave.
Approximately 3,500 sq. ft. Call 478-7800

APARTMENTS

400 Apts. For Rent
BOTS FORD PLACE
GRAND RIVER - 9 MILE
SPECIAL
1 Bedroom for \$489
2 Bedroom for \$519
3 Bedroom for \$599
PETS PERMITTED
Small dogs allowed.

400 Apts. For Rent
DELUXE TOWNHOUSES
HUNTINGTON WOODS
2 bedroom townhouse with shutters, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
547-9393

400 Apts. For Rent
HUNTINGTON WOODS
2 bedroom townhouse with shutters, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
547-9393

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HUNTINGTON WOODS
2 bedroom townhouse with shutters, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
547-9393

APARTMENTS

400 Apts. For Rent
BIRMINGHAM
Eaton & Maple area
1,100 sq. ft. 2 bedrooms, 2 bathrooms, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
547-9393

400 Apts. For Rent
CANTON
S of Joy Rd. W. of 275
LOW MOVE-IN COSTS
1 & 2 Bedroom Apts.
Heat Included
Window Treatments
STONEBROOKE APARTMENTS
455-7200

400 Apts. For Rent
GRAND RIVER - MIDDLEBELL
2 bedrooms, 2 bathrooms, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
547-9393

400 Apts. For Rent
FARMINGTON HILLS
2 bedrooms, 2 bathrooms, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
547-9393

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400 Apts. For Rent
NORTHVILLE - 1 Bedroom
Spacious 1 bedroom, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
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400 Apts. For Rent
CANTON
S of Joy Rd. W. of 275
LOW MOVE-IN COSTS
1 & 2 Bedroom Apts.
Heat Included
Window Treatments
STONEBROOKE APARTMENTS
455-7200

400 Apts. For Rent
GRAND RIVER - MIDDLEBELL
2 bedrooms, 2 bathrooms, granite counter, stainless steel appliances, full bathroom, full garage, full size refrigerator. Full basement. 100 sq. ft. deck. Location near 81st & 1/2 mile from I-65.
547-9393

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500 Help Wanted - A large section of classified advertisements for various jobs, including clerks, accountants, sales, and technical roles. Advertisements are organized by category and include contact information for each listing.

Home & Service Guide - A comprehensive directory of home services and trades. The top section features a large graphic for 'Home & Service Guide' with a phone number and contact information. Below this, numerous small ads are arranged in a grid, covering services such as plumbing, electrical, roofing, landscaping, and home repairs. Each ad typically includes a brief description of the service and a phone number to call.

500 Help Wanted

PRINTING BINDERY PERSON
Established company has immediate opening for experienced printer/binder. Must have 5+ years experience in printing and binding. Excellent benefits. Call (313) 567-6000.

PRINTING PRESS OPERATOR
Established company has immediate opening for experienced printer/press operator. Must have 5+ years experience in printing and binding. Excellent benefits. Call (313) 567-6000.

PRODUCTION ASSISTANT
Established company has immediate opening for experienced production assistant. Must have 5+ years experience in printing and binding. Excellent benefits. Call (313) 567-6000.

PRODUCTION OPERATOR
Established company has immediate opening for experienced production operator. Must have 5+ years experience in printing and binding. Excellent benefits. Call (313) 567-6000.

PRODUCTION SUPERVISOR
Established company has immediate opening for experienced production supervisor. Must have 5+ years experience in printing and binding. Excellent benefits. Call (313) 567-6000.

PRODUCTION MANAGER
Established company has immediate opening for experienced production manager. Must have 5+ years experience in printing and binding. Excellent benefits. Call (313) 567-6000.

PRODUCTION DIRECTOR
Established company has immediate opening for experienced production director. Must have 5+ years experience in printing and binding. Excellent benefits. Call (313) 567-6000.

500 Help Wanted

ASSISTANT BUYER
Established company has immediate opening for experienced assistant buyer. Must have 5+ years experience in buying and purchasing. Excellent benefits. Call (313) 567-6000.

TEACHER FOR DAY CARE
Established company has immediate opening for experienced teacher for day care. Must have 5+ years experience in teaching. Excellent benefits. Call (313) 567-6000.

TEACHER FOR PRESCHOOL
Established company has immediate opening for experienced teacher for preschool. Must have 5+ years experience in teaching. Excellent benefits. Call (313) 567-6000.

TEACHER FOR KINDERGARTEN
Established company has immediate opening for experienced teacher for kindergarten. Must have 5+ years experience in teaching. Excellent benefits. Call (313) 567-6000.

TEACHER FOR FIRST GRADE
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TEACHER FOR SECOND GRADE
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502 Help Wanted

THEATER HELP WANTED
Established company has immediate opening for theater help. Must have 5+ years experience in theater. Excellent benefits. Call (313) 567-6000.

TRANSPORTATION - Entry level
Established company has immediate opening for transportation entry level. Must have 5+ years experience in transportation. Excellent benefits. Call (313) 567-6000.

TRUCK PARTS SALVAGE
Established company has immediate opening for truck parts salvage. Must have 5+ years experience in truck parts salvage. Excellent benefits. Call (313) 567-6000.

TRUCK DRIVER
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OFFICE CLERK
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WIN FOUR TICKETS

To The ARE YOU STRONG ENOUGH TO TAKE IT?

7-ELEVEN

AMERICAN GLADIATORS

Live!

Challenges

DETROIT

IT'S THE CHALLENGE OF THE '90s

Sat. MAR. 21 5 PM

Sun. APR. 5 2 PM

Joe Louis Arena

COULD BE PHONE:

(313) 463-6666

INFO: (313) 567-6000

TICKETS \$10.00 - \$12.50 - \$16.50 ON SALE AT: BOX OFFICE and all participating

ARE YOU TALKING TO US?

THE GAMES BEGIN

Sun. APR. 5 2 PM

Joe Louis Arena

COULD BE PHONE:

(313) 463-6666

INFO: (313) 567-6000

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Observer & Eccentric Newspapers

36251 Schoolcraft Road, Livonia, MI 48150

PLEASE ONLY ONE POSTCARD PER FAMILY

We'll impartially draw names for winners from your entries. Watch your hometown newspaper Classified sections, where we will print winners' names.

If you find your name among the classified advertisements, call 591-2300, extension 2153, and claim your Gladiators passes. It's as easy as that.

Monday winners must call by 5 p.m. Tuesday, Thursday winners must call by 5 p.m. Friday. Passes will be mailed to winners.

TAPPER OPERATOR
Established company has immediate opening for tapper operator. Must have 5+ years experience in tapper work. Excellent benefits. Call (313) 567-6000.

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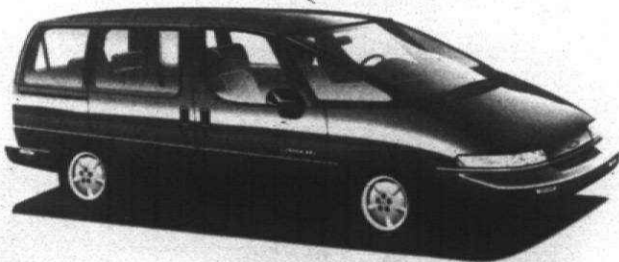
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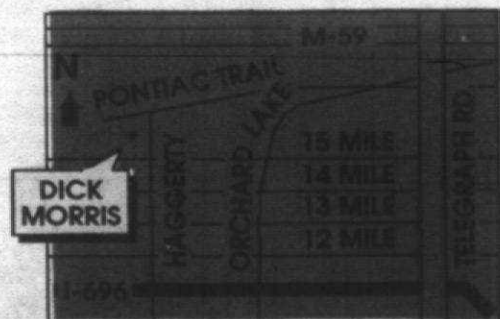
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Marilyn Fitchett editor/953-2102

Thursday, March 26, 1992 O&E

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Design discipline seeks an earlier role in planning

"OK, the development complies with the community master plan, we've got architectural renderings and construction blueprints, the civil engineering specs are done. I think we're ready to go, but I can't help but feel we're forgetting something."

"What about landscaping?"
"Oh, I don't know, I suppose we could have a guy come out and throw some sod down and plant a couple of trees and bushes..."

By Gerald Frawley
staff writer

The sound you just heard was the scream of landscape architects everywhere.

As development has evolved over the years, the design disciplines of architecture, civil engineering and community planning have become more involved in the early planning process.

In recent years, landscape architects have become more involved too, but sadly, landscape architects say, they are still often not called until the late stages of a project.

The Michigan chapter of the American Society of Landscape Architects is taking steps to change that. At the chapter's January meeting, the society sponsored a panel discussion with the theme "Common Ground — Creative Endeavors Between Design Disciplines."

The intent of the discussion was to emphasize the importance of each

discipline in the design process, Jack Goodnoe, president of the MASLA, said.

The issue is deeper than landscape architects being ignored, he said. "Landscape architects can be myopic about what (others) do."

The point behind MASLA and Goodnoe's efforts is not to point fingers, he said. "I wouldn't want to characterize it based on a negative assumption."

As the development process stands, the lines between the disciplines are blurred. "Rather than dispute the overlaps, we should use them and try to come up with better designs."

Still, he admits, part of the focus of the seminar was to raise awareness about the importance of the landscape architecture. "The optimum result of any project is to have as many perspectives as possible."

A long-term goal of the profession is to convince the decision makers — the developers — that what they do has merit, Goodnoe said.

"In the long term, we feel we can save (the developer) money."

A project that involves the landscape architect in the planning process earlier will reduce grading, minimize landscape budgets, help site buildings so they are less costly to erect, and result in more efficient road and utility systems.

"Mistakes in the infrastructure can lead to large operation and maintenance costs later," he said.

Landscape architects sometimes



feel they are considered decorators — they're there to dress up a building's exterior after it's been designed.

That overlooks other areas of expertise the landscape architect brings to the project. "It ignored environmental, urban planning and

recreational planning expertise," he said.

Nicholas Lomako, a planner with engineering, planning firm Wade Trim/Impact, said he wouldn't say, nor does he think many landscape architects feel a need to take on a

more important role in the planning process.

"I think it's more a question of working in isolation." On some projects, each member of the design team does tend to work without input from others.

It's understandable, therefore,

that landscape architects, as a member of the design team, would want to be brought into the planning process earlier.

"There's a grain of truth to that."

Two of the biggest obstacles to the

Please turn to Page 2

Overall business climate influences development scene

By Doug Funke
staff writer

Michigan has public relations problems, although not insurmountable, when it comes to attracting business to the state.

Real estate investment trusts seeded by pension funds may finance more commercial projects in the future.

Conscientious office owners keep their financial houses in order and negotiate with tenants and lenders, if necessary, in down times.

Building owners shouldn't be as eager to eat remodeling costs for tenants as they may have been.

Those were some observations recently presented by a panel of heavy hitters on the local development scene to Commercial Real Estate Women, a professional association.

"We're a very maligned area," said Robert A. DeMattia, president of a Plymouth-based construction, design and management firm. "It hurts us in Michigan when other firms look at what they can get down South compared to what they can get here."

"Other states have a bag of giveaways for customers," DeMattia added. "The first question I get when I visit businesses in other areas is what do you give? What are the tax benefits? What about job training?"

BUSINESS AND governmental leaders here should respond with a solid, unrelenting campaign, he said. DeMattia described how he managed to retain a client with the hard sell on a weekend's notice.

"The existing sales force here, we said, would be in a safe harbor. They wouldn't have to relocate their families. They could stay with their friends."

"We actively stressed the productivity of northern workers versus southern workers. You can find (quantitative) information like that," DeMattia said.

"Michigan has a lot of manufacturing about it and is considered a union state. What percentage of workers do you think are union? The low 20 percent — that's the figure we've heard," he added.

Other panelists were:
• Michael G. Damone, president of Damone/Andrew in Troy, a developer and manager of light industrial and office properties.

• Douglas M. Etkin, president of

Etkin Equities, a Southfield real estate development company.

• Richard W. Horn, general manager of Duke Associates, a developer of office, industrial and retail projects.

INSURANCE COMPANIES have financed a majority of his projects, Damone said, but they're getting a little gun-shy with rating services scrutinizing their portfolios.

Banks here always have been strict, and savings and loans are essentially out of the commercial lending business, he added.

"Some pension funds invested in closed or open-ended (stock) funds feel locked in," Damone said. "Now, there's talk about real estate investment trusts."

Some tenants not aware of an owner's financial requirements are getting a little too full of themselves, he observed.

"We had a request for proposal (to bid) for a 1,200-square-foot tenant. I thought this was carrying it just a little too far."

Not all owners have clean hands, though, Damone added.

"We've done a lot of work for troubled properties. In each case buildings are in a chaotic position, tenants are unhappy, taxes aren't paid. Tenants have suffered tremendously."

Etkin picked up on that theme.

OFFER TO reduce rents a little and make improvements in exchange for lease extensions, he advised. Banks may be willing to renegotiate interest rates with owners if owners are willing to pump more of their own money into a building when the economy sours and rates fall.

"You have to be aware of tenants' needs," Etkin said. "We believe in spending money before tenants want you to spend money. That way you get satisfaction."

"If you're prepared to put new money into a deal, a lender will listen," he said of refinancing. "But if you don't pay taxes or utility bills, you won't have credibility."

Etkin prefers to have space empty than give it away.

Horn told the gathering that owners can no longer afford to remodel to a tenant's specifications and just get their money back. The numbers don't support that now.

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Picture worth 1,000 words — even on an empty wall

(AP) — Walls without pictures are not merely empty, they're sterile and sad. But only slightly more so than a wall with just one picture...

Kitchen facelifts worth the time

AP — Sprucing up shabby kitchen cabinets is a fast way to give your whole kitchen a facelift. Here are some ways you can revive your cabinets...

into a better relationship with the rest of the room by hanging a group of small pictures...

SHE STARTED AS a dealer in maps and artwork on paper in England and branched out to framing...

"I learned framing as I went along, and I wasn't particularly adept," she said. "Even today, the pictures I put up aren't necessarily right the first time..."

right the first time. If I could learn, so can others."

Still, there are some tricks of the trade: • Look for wood or plaster architectural ornaments such as rosettes or finials which can add dimension to a wall of framed art works...

• If you have a series of pictures ideally framed, string a length of ribbon from one to the other. Each framed work is actually hung separately, but the illusion that all are attached to a single ribbon creates a pleasing visual whole.

• Since custom framing is so pricey, consider hanging oil paintings without frames. Place the fact that good framing involves hand work, which is expensive, Hopen said.

• When shopping for frames, pay close attention to the work on display and choose a frame whose work you admire. If there is no display and you see samples of his or her work.

News that's closer

• Stripping and refinishing is another expensive option. Stripping Lay the doors on a large work surface, raised up on strips of scrap wood. Paint around all edges first. Then, paint the cabinet faces, then the exposed sides of the cabinet. Work from top to bottom.

When the paint dries, turn the doors over and do the front edges. On raised-panel doors, paint the center panels first, then the door edges, then the framing around the center panels. Repeat steps for second coat.

Rehang doors with the old hardware, scrubbed and polished, or with new hardware chosen to complete the facelift.

• Be wary of cabinets that are not attractive. If you have a dark stain to a light one, you may get a blotchy-looking surface.

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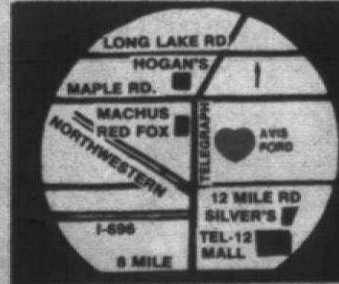
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