

THE MANCHESTER ENTERPRISE

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USPS 327-460

THURSDAY, AUGUST 30, 1990

Vietnam Memorial Committee Has Dinner

The Washtenaw Vietnam Veterans Memorial Committee had a kick-off dinner and ceremony on August 15, 1990, at the Saline American Legion Hall. The proposed Memorial is for all county Vietnam Veterans, but particularly those killed.

In attendance were family members representing 15 of the 69 (currently registered) Washtenaw County families that lost a son or brother in Vietnam. Attending from Manchester were Mr. and Mrs. Roy Bihlmeyer. Their son, Army PFC James R. Bihlmeyer, was killed April 1967. Also in attendance were Mrs. Linda Harvey and her husband Doug. Mrs. Harvey's brother, Army Sgt. Peter L. Valencich, was killed in May 1967.

Mr. Bernard L. Davis, from the Manchester VFW Post #10329 also attended.

There were several county dignitaries in attendance including State Representative Margaret O'Connor and Manchester Village President Mary Kallewaard.

There were several members of the Washtenaw County Chapter #310 of the Vietnam Veterans of America (VVA) in attendance from Manchester. They included Tim Armentrout, Milt Davis and Jim Uphouse.

After dinner, there was an emotionally moving ceremony. There was a speech by Tim Armentrout that included a historical perspective of the Memorial effort and a reading of a

heart-wrenching letter from one of the mothers who lost a son. The letter described how very important the Memorial would be.

There was a speech by Mr. Joe Rodriguez who was a marine Sergeant in World War II, and whose squad raised the flag on Iwo Jima. The committee is currently accepting contributions for the Memorial, but will really kick-off their fundraising after a site has been established.

Memorial Chairman John Kinzinger stated no funds will be used for anything but Memorial construction and fund raising costs. The funds used to build this Memorial will not come from any city, county, state or federal agency. It will be funded from contributions by individuals, businesses and organizations. Anyone wishing to contribute may send their contribution to:

Washtenaw County Vietnam Veterans Memorial Fund
P.O. Box 3221
Ann Arbor, MI 48107

Near the end of the ceremony, there was an unveiling of a beautiful painting of the Memorial designed by the Committee. Mrs. Grace McKenzie of Ann Arbor, who lost her son in Vietnam, assisted in the unveiling. Then there was a reading by different people of all of the names of each of those killed from the county. Manchester president Kallewaard read the names of Manchester's PFC James R. Bihlmeyer, 1stLt. Dean F. Spaulding (killed December 1968), and Sgt. Peter L. Valencich.

Invention To Make People Remember

The Manchester Enterprise
October 14, 1897

A Clockwork Alarm Worn at the Wrist—A Bed Which Dumps Sleepyheads on the Floor

Washington dispatch to the Philadelphia Times says: Psychologists assert that civilized human beings are growing more absent minded. The average man of intelligence today is not so alert, not so conscious of his immediate environments as he was a century ago. He does more thinking than he did then, and a greater part of his business in life is left to the purely mechanical brain functions. The inventors, always a step ahead of the requirements of the times, are already at work devising contrivances to summon absent attention. One of the latest of these is a bracelet that has an alarm watch attached to it. The wearer, having an engagement at a certain hour, sets the watch, and when the time arrives a little needle point pricks her arm and reminds her of the duty to be performed. This is only one of many devices for like purposes. People want to be relieved of the trouble of calling things to mind, and that is one reason why there are so many inventions employing clockwork. At the patent office a large class of inventions is completed under the head of "alarms"—these being machines by which persons who otherwise would not think are made to think. The average individual is

Continued on page 8

Village of Manchester Resolution To Adopt Drug-Free School Zone

WHEREAS, drug abuse is one of the most serious and pervasive problems facing the citizens of this state; and

WHEREAS, school age children are especially vulnerable to and influenced by the activities of predatory drug offenders; and

WHEREAS, the Governor has called for a broad based and multi-disciplinary attack on both the "supply" and "demand" facets of the substance abuse problem; and

WHEREAS, our long term efforts to address this national problem will depend in large measure on the eventual success of programs and initiatives at the local level designed ultimately to reduce the demand for illicit substances; and

WHEREAS, elementary and secondary schools serve as the principal medium for educating young people about the perils of substance abuse; and

WHEREAS, young citizens of the community have an undeniable and fundamental right to the advantages of a school environment which is conducive to educational goals and prerogatives and which is totally free of drug abuse and trafficking activities; and

WHEREAS, the Legislature by enactment of P.A. 12, 1988, known as the Drug Free School Zone Act, has provided for enhanced punishment for drug offenders who distribute to or who use children or who operate

on or near school property; and WHEREAS, the legislature has directed that the enforcement of Michigan's drug laws shall be a priority of the law enforcement community, and that special emphasis shall be placed on the patrol and protection of schools and areas within drug free school zones; and

WHEREAS, the Governor has established the Michigan Alliance for Drug Free Schools and Communities, which is comprised of representatives from every level within the professional, educational and law enforcement communities, and which has developed and recommended specific guidelines concerning law enforcement activities conducted on school property; and

WHEREAS, there is a demonstrated need for the continuation, institutionalization and enhancement of the spirit of cooperation which exists between law enforcement officials and professional educators with respect to the substance abuse problem; and

WHEREAS, law enforcement officials are requested at all times to respect and appreciate the needs, concerns and rights of students and professional educators

NOW, THEREFORE the Village Council for the Village of Manchester, by virtue of the authority vested by law, do hereby declare the Schools of the Village of Manchester to be DRUG-FREE SCHOOL ZONES.

Adopted this 20th day of August, 1990.

The Manchester School Board will act on this Resolution at their regular meeting, September 7, 1990.

Manchester Community Fair

Throughout the week of the Manchester Community Fair, Board members are already making plans for the next Fair. Board members have been attending fairs all across the southern counties of the state to get ideas that can be used at our fair, new classes for the exhibit building and new events for entertainment.

At the Jackson County Fair, we met with Frank Zaitshik, the owner of W. G. Wade Shows, Inc., and signed a contract for the 1991 Fair. The Manchester Community Fair will be held July 9-13, 1991.

If anyone has ideas of events that could be at our Fair, tell a Fair Board member or come to a meeting. The Fair Board meets the second Monday of the month at 8:00 p.m. at Emanuel United Church of Christ in the basement.

Photo Project Needs Help

The local American Legion Post is attempting to amass a complete library of photos of all past commanders and past presidents. This project, including 81 photos, is complete except for the following: Dr. Lee Davisson and his wife Damma, F.F. (Frank) Stewart, and Georgianna Anthony. We have "usable photos, however, we would appreciate it if anyone having photos of these people that might be larger or clearer to please call M. LaRock, 428-8849.

Manchester All-Stars



Manchester's Little League All-Star Team 11 & 12 year olds competed in tournaments in Clinton, Napoleon and Vandercook Lake this summer. Front row (l-r): Chris Beckington, Mark Harris, Trever Schleicher, Chad LaRue, Ryan Fielder, Ryan Roberts. Second row: Brian DuVall, Luke Hugel, Aaron Garrett, Zach Maghes, Mike Mann, Jason Beckington, Matt Herman. Coaches: Dennis Herman, Gerry Mann, Jim Roberts.

Senior Citizens News

After our last council meeting, Rubena asked me to summarize developments in our food program in order that TV could pass the word on to all of you through her column or the newsletter.

For the past three years I have worked on the food committee established by the council to monitor our food program. Helen Wahl, Rubena, and Jan Barbour our cook, also serve on this committee which meets two or three times per year to review the entire program and make recommendations to the Council.

We have all been pleased with the growth of our food program the last few years. Numbers have steadily increased and we now serve more carry-outs daily than we used to serve totally. We had hoped increased volume in the program would improve our financial position—you know, volume is usually related to "profit". No doubt increased volume has helped, but it is not enough to keep the program in the black without some other changes.

The United Way of Manchester generously makes a grant each year of \$5,000 to offset most of the labor costs of our cooks and to permit us to be liberal with free or reduced-cost meals to those deserving them. The faithful ladies of our churches volunteer each day to help set up and to wash the dishes. Grandma Gillow works full time each day helping in the kitchen. All of these volunteer and community efforts are appreciated and have helped keep our suggested donation for a meal at \$2 for many years.

Gradual increases in the costs of food and paper products purchased for carry-outs can no longer be covered by requesting more money from United Way or by more volunteers. Therefore, the Council voted to increase the suggested donation for a meal to \$2.50 beginning in September. They also voted to make everyone

aware that carry-out meals and meals in the dining room ordered for non-senior guests should be paid for at prices closer to those in a restaurant for similar menus—\$3.50 or more. In addition, the matter of free birthday meals was reviewed. It was agreed to bring this matter to a vote at our first meal in September and to abide by the decision of the group.

You may recall that at our last meal in June we handed out an information sheet on the food program. We were not as sure then as we are now, after reviewing finances for the entire year and discussing procedures in the kitchen with Jan, that a price increase was necessary. We now feel it is the best alternative to keep the food program running successfully to continue to serve the needs of Senior Citizens in the Manchester area.

(Thank you, Howard Parr, for writing the above article!) And now on to September doings of our busy seniors.

Saturday, September 1: The senior bus will leave the Center at 1:00 p.m. for the Dahlia Show at Domino's Farms. Call Erma Alber to go along at 428-8707.

Monday, September 3: Oh boy, it got here in a hurry—Happy Labor Day.

Tuesday, September 4: Veal cutlets Italian is our first treat from Jan for the new season of munching. All of us who are 55 or older in our area are invited to Emanuel's dining room on Tuesdays and Thursdays at noon. Don't forget to call Linda at 428-8359 ahead to reserve your spot at the table, or you may call in early on meal days to Jan at 428-7630 (you can't cook veal in ten minutes, as we all know.)

Thursday, September 6: Seniors born in August and September will be free guests at your birthday meal. Special cake, candles and reserved seats are ready for you to enjoy. Come try these

nourishing meals. Pork chops in mushroom sauce await you, followed by bingo at the Center. Looking ahead: Senior bus plans for Friday, September 7 are to journey to Gregory Shopping Mall at the former Coles Elevator Call Erma if you wish to go.

Obituary

Richard J. Scheid
Manchester

Age 79, passed away on August 27, 1990 in Chelsea Community Hospital. Mr. Scheid was born on December 7, 1910 in Sharon Township to William and Emma (Koebe) Scheid. On October 5, 1957 he married Sally Strandberg and she preceded him in death on December 7, 1987. Mr. Scheid was a life-long farmer in Sharon Township. He was also a life member of the Beagle Club and attended Topinabee Community Church.

Mr. Scheid is survived by 1 daughter, Mrs. James (Ellen) Cerezo of Vallejo, California; 3 grandchildren, Dalene Schuchardt, Robert Hall, and Paul Cerezo; 2 great-grandsons, Doug Schuchardt and Brandon Schuchardt; 1 sister-in-law, Mrs. Ardis Scheid of Manchester; 2 nieces and 5 nephews. He was also preceded in death by his parents, 4 sisters and 1 brother.

Funeral services will take place at 11:00 a.m. on Thursday, August 30 at the Jenter-Braun Funeral Home in Manchester. The Rev. Nancy Doty will be officiating with interment taking place in the Rowe Corner Cemetery.

Manchester United Way

The Manchester United Way will conduct its annual giving campaign from October 1 through October 31.

This year's campaign chairman is Dr. Al Currey. The slogan for this year's campaign is "Show Your Caring Through Sharing" penned by Jim Sahakian of Lafayette St. in Manchester. The goal is \$60,000.

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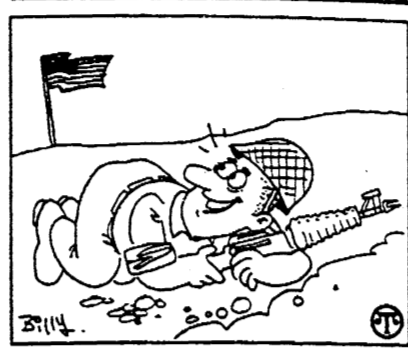
The Manchester Enterprise was established in 1867 and is published each Thursday at 150 East Main St., Manchester, Michigan, with second class postage paid at Manchester, Michigan. Edward E. Steele, Publisher; Lenore A. Steele, Editor. POSTMASTER: Send Form 3972 To: Manchester Enterprise, 150 East Main St., Manchester, Michigan 48158. DEADLINES: All Display Advertising and Pictures (Black & White ONLY) Are Due By 5 p.m. Every Monday For Same Weeks Publication. All Classified Advertising and News Articles Are Due By 10 a.m. Every Tuesday For Same Week Publication.

Dial A Garden

The following is a monthly schedule of Dial-A-Garden, the system of pre-recorded daily gardening tips sponsored by the Washtenaw County Cooperative Extension Service. The system is in operation 24 hours a day, 7 days a week. Interested persons are invited to call 971-1129 at their convenience to listen to timely, up-to-date gardening information.

- Thursday, August 30: Perennial weed grasses
- Friday, August 31: Digging and storing summer bulbs
- Monday, September 3: Holiday, no new tape
- Tuesday, September 4: Re-flowering Christmas plants
- Wednesday, September 5: Bringing houseplants back indoors

Flag Facts & Figures



The flag of the United States of America has always served as the symbol of our nation's fundamental freedoms and liberties. When our national defenders were engaged in combat on foreign soil, the American flag was the one symbol which served as a constant reminder and link to the nation and home.

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H&R Block Income Tax Course Begins Soon
Thousands of people learn how to prepare income tax returns from H&R Block and then earn money as income tax preparers. H&R Block, the world's largest income tax preparation service, offers its Income Tax Course starting September 10. Morning, afternoon, evening, and weekend classes are available. Experienced instructors teach tax law, theory, and application. Classroom discussion and practice problems provide students with a thorough understanding of each tax topic included in the course. Students learn how to handle increasingly complex income tax situations as the course progresses. Ideal for people who want to increase their tax knowledge, the course teaches students how to save money on their taxes and also prepares them for a rewarding career. The affordable fee includes textbooks and supplies. Graduates receive Certificates of Achievement and continuing education units (CEU'S). Qualified graduates of the course may be offered job interviews with H&R Block but are under no obligation to accept employment. Those interested in more information about the H&R Block Income Tax Course may contact the H&R Block office in Tecumseh by calling 517-423-7497.
116 E. Chicago Blvd.
Tecumseh, MI 49286
(517) 423-7497
10 am - 3 pm
H&R BLOCK

Summer Reading Program



Don Seales, the Hobo Clown, at the Gazebo with some of the Reading Program participants.

On Saturday, August 25, the Manchester Township Library and Manchester merchants sponsored a celebration at the Gazebo honoring the Manchester youth who participated in the Library's Summer Reading Program. Librarian Dorothy Davies reported that more than 100 local young people read or had read to them at least 10 books during the summer program. As a culmination of the program, Saturday's events included a visit by Don Seales, the hobo clown who makes animal figures from balloons, refreshments were served, and drawings for special books from the "Read-a-Lottery" fish bowls filled by the readers names as they reported to the Library.

The winners were Christopher Dielman, Brian Meadows, Amy Hough, Ginger Peters, Sarah Luckhardt, Kathryn Rice, Ellen Supers, Sonja Peters, Ted Rice, Megan Wilson, Denise Koffman, Sharon Bettig, Amy Maisano, Kelsey Johnson, Jane Kallewaard, Emily Parr, David DuRussell, Sarah Alsgaard, and Lianne Malv. More than 60 readers and parents attended the party.

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• Manual blood pressure kits

Enjoy A Labor Day Get Away
Saturday, Sunday, Monday
September 1, 2, 3 12:00-5:00
in support of the **MDA** Muscular Dystrophy Association

Features —

- Clown Acts
- Greased Pig Chase
- Music
- Pizza Pony Display
- Trolley Rides
- Horseshoe Tournament
- Hands On Classic Car Photos
- Petting Farms Shows
- Arts & Crafts
- Face Painting
- T-Shirt Painting
- Peanut Scramble
- 3 Legged Race
- Any-Time Foods
- Picnics
- Museums
- Shops
- MDA Fish Bowl
- Sack Races
- Wind Socks
- Tug-of-War
- Bean Bag Toss
- Petting Farm Parade (1:30 Daily)
- Watermelon Seed Spitting Contest

Free — Popcorn & Pop, Balloons, Hayrides, Boaters Hats (First 500), Prizes, Ribbons

Portion of all proceeds and admission passes will go to benefit Muscular Dystrophy

US-25 to Ann Arbor exit 41 (Plymouth Rd.), East to Earhart Rd., North to the Farms
Information — 995-4258

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HEALTH HINTS

Ragweed Season Is Here: Tips For Asthma And Allergy Sufferers

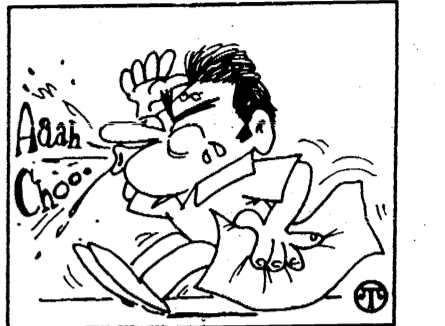
The symptoms of allergic rhinitis (hay fever) are nothing to sneeze at and all too familiar to allergy sufferers: sneezing, running nose, congestion, itchy nose and watery, red, itchy eyes. These symptoms develop after the pollen enters the nose or contacts the eye.

Pollen allergy can also trigger asthma in asthmatics.

The amount of pollen will increase with a heavy spring rainfall and a hot dry pollen season, and it will decrease if spring does not provide good growing weather or if rain and humidity are too great during the blooming period. Giant ragweed does not release its pollen when humidity is over 70 percent.

DO'S AND DON'TS FOR THE RAGWEED SEASON:

- DO keep windows closed at night; use air conditioning which cleans, cools, and dries the air.
- DO minimize early morning activity when pollen is most usually emitted (between 5:00 a.m. and 10:00 a.m.).
- DO keep your car windows closed if you drive to work or school.
- DO stay indoors when the pollen count or humidity is high and on windy days when dust and pollen are whipped about. Pollen counts measure the amount of airborne allergens present. A count of 100 is considered a low reading, 100-500 is moderate, 500-1000 high and 1000 and over very high.
- DO avoid areas where these plants may be blooming.
- DON'T mow lawns or be around freshly cut grass; mowing stirs up pollens.
- DON'T hang sheets or clothing out to dry as pollen may collect on these items.
- DON'T ignore your symptoms; if they persist, see an allergist, a specialist in the diagnosis and treatment of asthma and the allergic diseases.
- For a free brochure about the pollen season or a referral to an allergist in your area, contact the physician's referral and information line at 1-800-822-2762 (ASMA) control your asthma and allergies "by the numbers!"
- The physician's referral and information line is a public service of the American Academy of Allergy and Immunology. The academy is the largest national medical specialty organization for allergists and immunologists, with over 4,000 members worldwide.



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50th Anniversary



John and Helen Rigg will celebrate their 50th wedding anniversary with dinners hosted by their family. The first dinner will be held on September 1st and the second dinner will be September 15th in Decatur, Illinois.

They were married on September 1, 1940 in Berea Christian Church near Decatur, Illinois.

Their children are Richard (Mary Low) Rigg of Chelsea, Ronald (Sally Mussett) Rigg of

Hawaii, and the late Robert Rigg. They have four grandchildren and two great-grandchildren.

John is retired from Shell Oil Co. & Wolverine Pipeline. He enjoys gardening, golf, conversation and traveling.

Helen is a homemaker and enjoys cooking, sewing and walking.

A trip to Hawaii, where they will be guests of their son Ron and wife Sally, is being planned.

Village Council Agenda

September 4, 1990

Note: Council will meet Tuesday instead of Monday because of the holiday.

1. Call meeting to order
2. Pledge of Allegiance
3. Minutes of previous meeting
4. Approval of Agenda
5. Correspondence
6. Public Participation
7. Treasurer's Report
8. Accounts Payable
9. Reports
 - a. Sheriff's Report
 - b. Planning Commission
 - c. DPW Report
 - d. Village Hall Maintenance
 - e. Parks Commission
 - f. Ordinance Committee
 - g. Finance Committee
 - h. Solid Waste & Recycling
 - i. Other
10. Old Business
 - a. 1990 Sidewalk Replacement Bids
 - b. 1990 Tree Replacement Bids
 - c. Underground Storage Tank Removal
 - d. Other
11. New Business
12. Adjourn

POSTAL POINTERS

Facts From The U.S. Postal Service

By Ann McK. Robinson
Consumer Advocate
United States Postal Service



Each year people lose millions of dollars to unscrupulous promoters who promise easy money can be earned at home. Consider how these rackets work.

First, these promotions are usually aimed at the elderly, the unemployed and those confined to their homes who want to supplement their income.

Second, the most common offers are for envelope stuffing, making baby booties, Christmas wreaths and other specialty products for which there is little or no market.

Third, advertisements promoting these schemes can appear anywhere—in newspapers, magazines, advertising directories, local flyers, or

direct mail brochures.

Be suspicious of ads claiming you can earn unusually high income at home with little or no effort on your part. Work-at-home schemes DO NOT guarantee regular salaryed employment or a market for your product. They DO require you to invest money before explaining how a plan works or before you are sent instructions.

If you have any information about questionable work-at-home schemes, or if you believe you have been a victim, contact your local post office or nearest Postal Inspector (listed in phone book under U.S. Government).

Notice of Public Hearing on Increasing Property Taxes

The Manchester Township Board of the Township of Manchester will hold a public hearing on a proposed increase of .0504 mills in the operating tax millage rate to be levied in 1990.

The hearing will be held on Monday, September 10, 1990 at 7:30 o'clock in the p.m. at Manchester Township Hall - 275 S. Macomb.

If adopted, the proposed additional millage will increase operating revenues from ad valorem property taxes 4.8% over such revenues generated by levies permitted without holding a hearing.

The taxing unit publishing this notice, and identified below, has complete authority to establish the number of mills to be levied from within its authorized millage rate.

This notice is published by:
Township of Manchester
275 S. Macomb St.
Manchester, MI 48158
313-428-7090

NOTICE FROM MANCHESTER TOWNSHIP BOARD OF TRUSTEES:

The proposed millage rate of 1.1007 is less than the 1.1308 mills collected in 1989. We apologize for the misleading words "Increasing Property Taxes" in the heading of this notice. This wording is required by state law.

August 30, 1990 Manchester Enterprise
Posted: August 24, 1990

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EMANUEL UNITED CHURCH OF CHRIST - Rev. Paul Kuntzman, Senior Pastor, Rev. Nancy Doty, Associate Pastor; Adult Study 9:00 a.m.; Worship 10:15 a.m.; Coffee Hour & Fellowship Time 11:15 a.m.

MANCHESTER UNITED METHODIST CHURCH - Rev. Pegg Ainslie, Pastor; Worship 9:30 a.m., Sunday School 10:30 a.m.

ST. MARY'S CATHOLIC CHURCH - Rev. Francis J. Murray, Pastor; Masses: Monday thru Friday 8:30 a.m.; Saturday 5:00 p.m.; Sunday 8:30 a.m. and 10:30 a.m.

FAITH COMMUNITY CHURCH - Scott Engelman, Pastor; Roman Kupecky, Associate Pastor; 8400 Sharon Hollow Rd. off W. Austin; Worship Service 10:00 a.m.; Sunday School 11:15 a.m.; Sunday Evening Service 6:00 p.m.; Jr. and Sr. High Young People's Meeting 7:30 p.m.

VICTORY BAPTIST CHURCH - 423 South Macomb, 428-7506; Rev. R. Dean Cooper, Pastor; Sunday School 10:00 a.m.; Morning Worship 11:00 a.m.; Evening Public Bible Class 6:00 p.m.; Wednesday Praise & Prayer 7:00 p.m.

BETHEL UNITED CHURCH OF CHRIST - Rev. Roman A. Reineck, Pastor; Schneider and Bethel Church Roads; Church Service 10:00 a.m.; Sunday School 11:00 a.m.

SHARON UNITED METHODIST CHURCH - Rev. Erik Alsgaard, Pastor; Corner of M-52 and Pleasant Lake Roads; Church School 10:00 a.m.; Worship 11:00 a.m.; Bible Study 5:00 p.m.

ST. JOHN'S LUTHERAN CHURCH - Rev. Dennis A. Falk, Pastor; Austin Road, Bridgewater; Sunday School 9:15 a.m.; Worship 10:30.

NORTH SHARON BAPTIST CHURCH - Bill Winiger, Pastor; Clifford W. J. Whitenburg, Assistant Pastor; Sylvan and Washburn Roads; Sunday School 10:00 a.m.; Morning Church 11:00 a.m.; Evening Church 7:00 p.m.; Wednesday Fellowship 7:00 p.m.; Youth Meetings 7:00 p.m.

IRON CREEK COMMUNITY CHURCH - Tom Butterfield, Pastor; English and Sharon Hollow Roads; Sunday School 10:00 a.m.; Morning Church 11:00 a.m.; Sunday Evening 7:00 p.m.

ZION LUTHERAN CHURCH - 3050 S. Fletcher Road; Ft. v. Mark A. Weirauch; Sunday School 9:00 a.m.; Worship Service with Holy Communion 10:15 a.m.

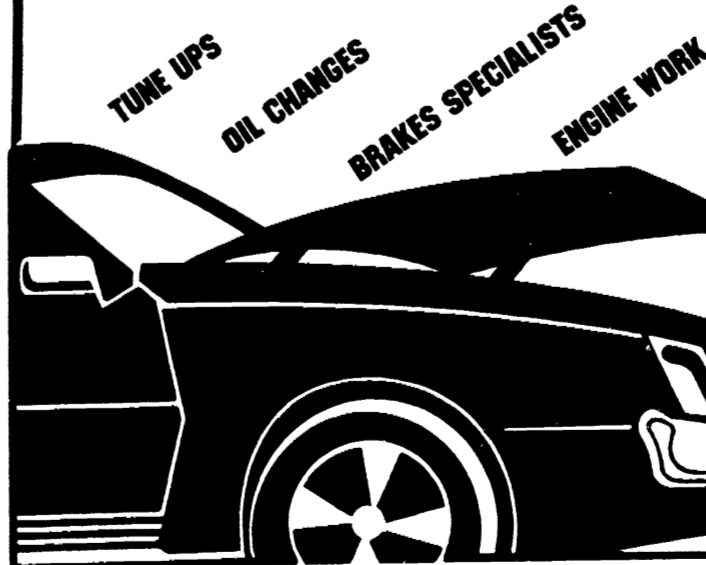
ST. THOMAS LUTHERAN CHURCH - 10001 W. Ellsworth Rd., (5 miles North and 6 1/2 East of Manchester), Rev. John Riske, Pastor; Worship Service 9:30 a.m.; No Sunday School.

ST. JOHN'S UNITED CHURCH OF CHRIST - Rev. Ted Wimmier, Pastor; Rogers Corners, Waters and Fletcher Roads; Adult Bible Study Class 10:00; Worship and Sunday School 10:30 a.m.

CLINTON ASSEMBLY OF GOD - Rev. Richard Coury, Pastor; Chris Bouldrey, Youth Pastor; 13300 Clinton-Manchester Road, Clinton; Sunday School 9:30 a.m.; Worship 10:45 a.m.; Sunday Evening 6:30 p.m.; Wednesday Prayer, Bible Study, Youth 7:00 p.m.

CHURCH OF JESUS CHRIST OF LATTER DAY SAINTS (MORMONS) - Wayne L. Winzenz, Branch President; 1330 Freer Road, Chelsea; Sacrament 9:30 a.m.; Sunday School, Primary 10:50 a.m.; Priesthood, Relief Society, Aaronic Priesthood, Youth 11:40 a.m. For more information, call 475-1778.

Call Midwest Ford 428-8343



MIDWEST FORD

510 W. MAIN ST., MANCHESTER, MI.
Mon. & Thurs., 9-8 Tues., Wed.-Fri., 9-6 Sat. 9-2
1-313-428-8343 or 1-800-388-0046 TOLL FREE

Manchester Township Board Meeting

Sunday, September 2: 10 am Morning Worship Service. Nursery Available. 11:20 Sunday School for all ages. 6 pm Evening Fellowship Service
Monday, September 3: 6 pm Tecumseh Convalescent Service
Wednesday, September 5: 7 pm Prayer Hour & Bible Study

EMANUEL UNITED CHURCH OF CHRIST

Friday, August 31: Sr Hi youth, family & friends outing to Saugatuck

Sunday, September 2: 9 am Communion Worship

Monday, September 3: Labor Day, office closed

Tuesday, September 4: 12 Noon Senior Meal

Wednesday, September 5: 12:30 Women's Guild Potluck. 6 pm Bell Choir. 7:30 Adult Choir. 8 AA. AIAnon

Thursday, September 6: 12 Noon Senior Meal. 7:30 pm Women of Emanuel

MANCHESTER UNITED METHODIST CHURCH

Thursday, August 30: 7 pm Finance Committee Meeting

Sunday, September 2: 9:30 am Worship. 10:30 Rigg 50th Anniversary Celebration

Wednesday, September 5: 9 am Willo Circle Breakfast Outing

SHARON UNITED METHODIST CHURCH

Thursday, August 30: 7 pm Bible Study

Sunday, September 2: Regular hours. Church School 10 am.. Worship 11 am

Sunday, September 2: 9:15 am Worship with Holy Communion
Tuesday, September 4: 6:30 Jovmakers. 7:15 Sr Choir
Wednesday, September 5: Women of Zion Bible Study 1 pm Lydia. 7:30 pm Martha

Makes Dean's List At GMI

Stephen James Samonek, of Manchester, a sophomore electrical engineering student at GMI Engineering & Management Institute, Flint, MI, has been placed on the Dean's List for the semester in recognition of outstanding academic performance.

Samonek was presented a certificate of academic achievement in qualifying for the Dean's List, which requires that students attain a grade average of 92.0 or higher for the semester, with no course grade average below 85.0.

Buy, Rent Sell Thru The Classifieds

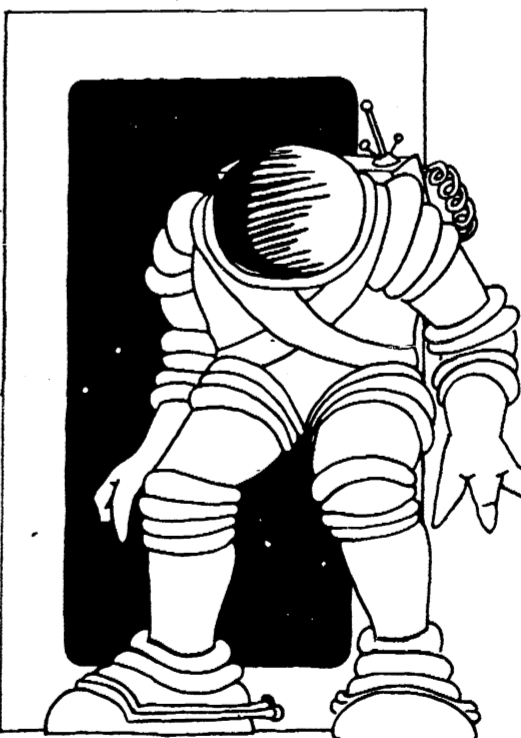
the Charles Reinhart Co. Realtors

DEBORAH ENGLEBERT
Realtor
Res. Phone: 313/475-8303

2452 East Stadium Blvd.
Ann Arbor, Michigan 48104
Phone 313/971-6070

You think you got problems?!

My back aches so bad, I can't even stand straight!!



In addition to being the most common work injury, 8 out of 10 people will suffer with back problems at one point in their lives. Over 7 million Americans each year will become totally or partially disabled and unable to work for a period of time. Don't let it happen to you.

Now is the time for chiropractic care!
Spinal Screening and Consultation
At No Charge
Call 428-7207 For An Appointment
Manchester Chiropractic Clinic

STAN GILBERT, D.C.
232 East Main Street
Manchester, Michigan
Phone 428-7207

TASTY, BACK-TO-SCHOOL TREATS

To many families, fall means one thing—"back to school" time. Start the new school year out right with a good breakfast for everyone in your family. Wholesome muffins are a treat everyone will enjoy. Bake them ahead of time and warm right before serving. Muffins also can be frozen. Let thaw before warming in oven or microwave.

Cream Cheese Pumpkin Muffins feature a surprise filling of sweetened cream cheese. Since pumpkin is a significant source of vitamin A and fiber, these muffins are wholesome as well as tasty.

These flavorful muffins also make a delicious after-school snack.

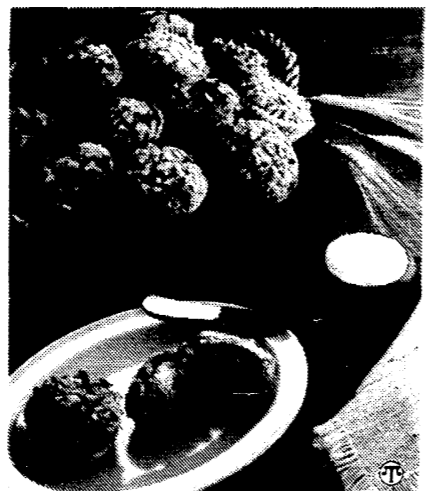
Cream Cheese Pumpkin Muffins

Batter
2 1/4 cups all-purpose flour
1 teaspoon baking soda
1/2 teaspoon salt
1 1/2 teaspoons ground cinnamon
1/2 teaspoon ground coriander
2 eggs, lightly beaten
2 cups granulated sugar
1 cup LIBBY'S Solid Pack Pumpkin
1/2 cup vegetable oil
1/2 teaspoon vanilla extract

Filling
6 ounces cream cheese, softened
1 egg
1 tablespoon granulated sugar

Topping
3/4 cup flaked coconut
1/2 cup pecans, chopped
1/4 cup granulated sugar
1/2 teaspoon ground cinnamon

FOR BATTER: In large bowl, combine flour, baking soda, salt,



cinnamon, and coriander; set aside. In small bowl, combine eggs, sugar, pumpkin, oil, and vanilla; mix well. Add liquid ingredients to dry ingredients; stir just until moistened.

FOR FILLING: In small bowl, combine cream cheese, egg, and sugar; mix well.

FOR TOPPING: In small bowl, combine coconut, pecans, sugar, and cinnamon.

TO ASSEMBLE: Spoon 1/2 of batter into 24 greased or paper-

lined muffin cups, filling 1/2 full. Spoon cream cheese mixture evenly over partially filled muffin cups. Spoon remaining batter over cream cheese, carefully spreading to edges. Sprinkle pecan topping over muffins. Bake in preheated 350°F. oven for 20 to 25 minutes, or until toothpick comes out clean. Cool in pan 3 to 4 minutes. Remove from pan; cool on wire rack. (Makes 24 muffins).



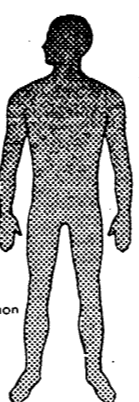
Napoleon was a well-known insomniac and had to get by on three or four hours of sleep a night.

your advertising dollars do better in **the classifieds**

STROKE. PREVENT IT.

If you notice any of the following symptoms, don't push your luck. These signs could mean that you're likely to have a stroke. Don't just wait and see if they'll go away. See your doctor immediately.

- D**izziness or unsteadiness
- A** temporary loss of memory or change in mental ability
- N**umbness or weakness in face, arm or leg
- G**arbled speech or difficulty understanding speech
- E**ye problems - a temporary dimness/loss of sight/double vision
- R**ecent, severe, sudden headaches



For more information, contact

American Heart Association
of Michigan
A United Way Agency

Invention To Make People Remember

obliged, however unwillingly, to get up a certain time in the morning. To provide for this requirement many ingenious persons have applied their talents in the production of contrivances for awakening people and compelling them to arise. There is a kind of bedstead for example, which holds its mattress in a frame that is retained in the normal position by a catch. At the proper hour the catch, operated by a clockwork mechanism, loses its grip, and the mattress frame becomes vertical instead of horizontal, throwing Sleepyhead upon the floor.

There is another sort of bed which lets the head of the sleepy person drop when getting up time arrives, one end of the mattress frame collapsing. But one of the strangest of the patented methods of waking people up involves the employment of a tin pan and a weight hung by a cord. When the hands of a clock reach a certain point, the weight is released, and falls upon the pan, making a dreadful racket. Another oddity is a frame from which are suspended a number of corks. During the night it is lowered gradually by a clockwork mechanism until at the proper hour and minute the dangling corks begin to hob against the nose and face of the sleeper. Of course, he wakes up. The most obvious advantage of these sleep alarms is that they render anxiety on the part of the sleeper unnecessary, so far as rising is concerned. He can snooze undisturbed by the necessity of watching himself.

The invention of a resident of Providence, Rhode Island provides for the feeding of a whole stableful of livestock at daybreak. Mr. Sleepyhead simply turns on his pillow and jerks a cord, which opens a valve in the stable and lets down the requisite quantity of feed into a trough.

There are quite a number of inventions for lighting the fire in the morning without getting out of bed. They are all operated by clockwork. The newest and best of them is credited to an Illinois genius. A clock is set for a certain time and when the proper minute is reached, the mechanism "throws" a lever, which draws a match across a piece of sandpaper and ignites the kindling. One of the latest patents is for a street lamp which has a clockwork apparatus attached to it. At the correct moment for which the machine is set, it closes an electric circuit at the same time opening the gas pipe. Immediately the gas is ignited, and it burns until shut off by the clockwork at daybreak in the morning. In this way the street lamps all over a city may be made to light themselves simultaneously without the intervention of human hands.

Garland's Pub
M-52—Austin Rd. Manchester
Open Monday-Saturday 7 am-2 am
Sunday 12 noon-10 pm
Live Band Fri. & Sat.
Call for details - 313-428-9293

FARMERS Your insurance needs are our specialty
You take care of your farm, and we'll take care of your insurance needs. From protection for your farm and equipment, to cash-building life insurance plans for your family and retirement, helping Michigan farm families is what we do best. Call today.
Making your future more predictable. **FARM BUREAU INSURANCE**
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WE HAVE 19 1990's LEFT IN STOCK AND THEY HAVE TO GO!!!
COME IN MAKE YOUR BEST DEAL ON THESE VEHICLES TODAY
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Call Us Collect - 313-428-8343 - Call Us Collect
Interest Rate As Low As 4.8% For 48 Months On 1991 Escorted



Come to the 55th Annual Saline Community

FAIR

September 4, 5, 6, 7 & 8 1990

The Farm Council Grounds Saline-Ann Arbor Road

Demo Derby!
Monday, Sept. 3
7:30 p.m.

New Events
Motocross Race
Carla Wallenda Aerial Thrill Show

NEW THIS YEAR MOTOCROSS WED. 7 P.M.

Fair Program

NEW THIS YEAR AERIAL THRILL SHOW

MONDAY		FRIDAY — OLD SETTLERS' DAY	
USA Demolition Derby	7:30 p.m.	Rides Open	3:00 p.m.
		Ladies Day	1:00 p.m.
		Antique Tractor Pull & Farm Stock	8:30 a.m.
		Farm Stock Tractor Pull	1:30 p.m.
		Llama Show	5:00 p.m.
		Tractor Pulling — Super Stocks and Modifieds	6:00 p.m.
		Recognition of Saline Senior Citizens	7:30 p.m.
		Threshing Demonstration	7:30 p.m.
		Rumblin' Thunder Cloggers	7:30 p.m.
		Musical Entertainment — "Kikker Band"	8:00 p.m.
TUESDAY — ENTRY DAY		SATURDAY — AMERICAN LEGION DAY	
All livestock entries on the grounds by 3 p.m. Block Building entries 8 a.m. to 6 p.m.		Children's Pet Float & Costume Show Judging (Union School Lawn)	11:30 a.m.
Rabbit Judging	9:00 a.m.	Judging Floats at Parade	12:00 Noon
Poultry Judging	10:00 a.m.	Parade (Downtown Saline)	1:00 p.m.
Rides Open	6:00 p.m.	Pony Pulling (Michigan Championship Pull)	1:30 p.m.
Local Talent Show	6:00 p.m.	Compact Tractor Pulling	1:30 p.m.
Lamb Judging	6:30 p.m.	USA Demolition Derby State Championship	7:00 p.m.
Horse Pulling	7:00 p.m.	Musical Entertainment — "Sea Cruise"	8:00 p.m.
Swine Judging	7:30 p.m.	Saline Rotary Steer Drawing	9:30 p.m.
Sweet Adelines	7:30 p.m.	Merchant & Saline Senior Citizens' Drawing for Gifts	9:30 p.m.
Miss Saline-Queen Contest	8:30 p.m.		
WEDNESDAY — CHILDREN'S DAY			
Kids' Day, Rides Open	11 a.m.		
Home Economics Judging	8:30 a.m.		
Dairy and Livestock Judging (Open Class)	10:00 a.m.		
Pony Show	1:00 p.m.		
Pedal Power Tractor Pull	4:00 p.m.		
Beef Cattle Judging	5:00 p.m.		
Motocross Races	7:00 p.m.		
Steer Judging	7:30 p.m.		
THURSDAY — FARMERS' DAY			
Rides Open	3:00 p.m.		
Draft Horse & Haflinger Judging	12:00 noon		

Admission Price: \$5.00, 2 Years Old and Up Season Pass: \$12.50
Children 1-Year-Old and Under, FREE
All admission prices include FREE carnival rides.
Carnival rides with season pass are \$4.00 per day.
Senior Citizens (65 years and older) FREE on Friday
Grandstand Attractions:
Monday \$4.00

What makes a great Classified ad? RESULTS!

MICHIGAN PEAT SALES: Black dirt for sale, \$12 a yard delivered. Fast delivery. 428-9664 tfn

C & B PAINTING: Interior-Exterior. Free estimates. Contact Charles E. Benedict. Phone 428-7136 or 428-7416 tfn

LOST OR FOUND A PET? Call Humane Society, 662-5585 tfn

LITTLE WACK EXCAVATING: Licensed and insured. Basements, drainfields, digging, bulldozing, trenching, black dirt, sand, gravel. Snow removal and salting. Paul Wackenhut 313-428-8025 tfn

MERRIMAN INSULATION: Free estimates. Blown-in cellulose professionally installed. George Merriman, phone 517-592-5527 tfn

PIANO TUNING & REPAIR: Qualified technician. Ron Harris 475-7134 tfn

MANCHESTER ANTIQUE MALL: 35 Dealers. Open 7 days 10-5. 116 E. Main, 428-9357 tfn

FIELDER PAINTING: Interior and exterior. Free estimates. Senior Citizen discount. Phone 428-8506. tfn

AVAILABLE FOR WEDDING receptions, parties, meetings. Hall rental \$175, \$40 cleaning, catering available. For further information call 428-8393 or 428-7637 tfn

WALKOWE'S HOME IMPROVEMENT COMPANY: Phone 313-428-8468. Seamless aluminum gutters for low prices, and dependable service. tfn

FOR RENT: VACATION CABIN in Lewiston, MI, 8 miles from Garland Golf course. On private lake. Call evenings, 428-7393 9/27

BLACK DIRT FOR SALE by the pickup load or delivered. 428-9265 after 6 pm tfn

HAULING: Sand, gravel, etc. 428-9189 8am-6pm or 428-8203 tfn

COPIES in your choice of gold, lavender, yellow, mint green, ivory or peach. Reasonable prices. The Manchester Enterprise, 150 E. Main tfn

STORAGE BUILDING FOR RENT: All or part, 20'x24'. 428-8346 days, 428-8163 nights tfn

ROOFING: HOMES, BARNES. Repairs of all types. 15 years experience, licensed, free estimates. 517-522-5175. Kirk Randall tfn

ALBER EXCAVATING: Basements, drainfields, driveways, finished grade, water and sewer. Call 313-428-8636 tfn

LITE DECORATING: Wall-papering, trim painting. Juli Robinson. 428-9657 tfn

2 BEDROOM APARTMENT FOR rent in Village of Manchester. References. Call for appointment to see. 428-9380 tfn

QUALITY CARPET INSTALLATION: 25 years experience. 313-426-2906. Tom 9/20

ALBER'S ORCHARD & CIDER MILL now open. Fresh sweet cider, apples & peaches. 9am-6pm, 7 days a week. 13011 Bethel Church Rd., 428-7758 9/13

FARM ANIMAL CARE Service: Evenings, weekends, holidays. Experienced, references, dependable. Specializing in horses. 428-8005 tfn

ALBER ORCHARD & CIDER MILL is now accepting applications for full & part time help in the following positions: jug filler, delivery driver, apple sorter, store clerk & cashier. Great for retired persons & housewives. Please call 313-428-7758 8/30

INCOME TAX SCHOOL: Starting September 10th. H & R Block, 517-423-7497 9/6

CHILD CARE: Mother of 4-year old will provide loving care and lots of fun for small group ages 3-6. Kindergarten transportation provided. Weekdays \$70/week or \$2/hour. Debbie 428-9410 8/30/p

SMALL TIME VIDEO: Video service to meet every need—wedding specialty. Very reasonable rates. Lester Guest. 428-8962 evenings. 9/6

FOR SALE: ALTO Saxophone & case. Excellent condition, \$450. Call 428-8023 9/6/p

WANTED: Part-time clean/fix person. Flexible hours, approx. 15 hrs. weekly. Good extra income. Contact St. Mary's Church, Fr. Murray, 428-8811.

ROLLING 5 ACRES with mature trees is the setting for this clean 4 bedroom ranch home. Finished walk-out basement with fireplace. Pole barn & paved drive. Great place to raise your children. \$145,000.

SANDY BALL 475-9193 or 475-2603

A TREED OASIS. wooded 2 acre parcel on paved Pleasant Lake Rd. in Manchester School District. Ready to build on! \$28,000, call JOANN CARRUTHERS 994-4500 or 475-3805

GORGEOUS A-FRAME offers luxury in the rough. Surrounded by 6 acres of nature. Master bedroom has loft with bath. 2,160 sq.ft., 3 bedrooms. Manchester Schools, huge garage, flowing well & large deck. \$185,000. SUF RUSHLOW 429-4947 or 429-4034

Equal Housing Opportunity

SPEAR & Associates, Inc. Realtors

CHILD CARE NEEDED in my home after school and some evenings. 15 years or older. 428-7517

WE PROVIDE CARE: Child care provided in a wonderful atmosphere. Lots of love & fun for children of all ages. Please call for more information. Licensed home. 428-9013 9/6/p

CHILD CARE: Mother of 1 on W. Austin Rd. will provide for your children. Low rates, meals and snacks provided. Call 428-7059 anytime 9/6

WANTED: PART TIME CLEAN & fix person. Flexible hours, approx. 15 hrs. weekly. Good extra income. Contact St. Mary's Church, Fr. Murray, 428-8811

FOR SALE: 24 FT. '79 MIDAS RV, GMC, under 40,000 miles. roof air, rear bath, sleeps four. 428-8510 tfn

WANTED: USED REFRIGERATOR, prefer not frost free. 428-8510 or 428-8173 tfn

BABYSITTER NEEDED Saturday mornings during summer & back-up babysitter during the week for our one-year old. Call evenings 428-9265 tfn

HELP WANTED: All positions, full time, part time. Apply in person. Chelsea Big Boy. tfn

HELP WANTED: Mature adult, flexible hours, apply at Corky D's tfn

INSULATION: Custom insulation. No plugs in your siding. No chemicals added. Quality workmanship guaranteed. Senior discount. Licensed & insured. 14 years experience. Full House Insulators, call Mike for free estimate. 313-428-9692 9/6

BOWLERS WANTED: Manchester businessmen Tues. night league. Individuals or four-man team. Call Jack at 428-8050.

40 ACRES OF ROLLING HILLS. 35 acres all workable ground. 1/2 mile from Jackson County. Land contract 20 years. 8% interest. 517-688-9259 p

FOR SALE: PERFORMAX exercycle. New. Call 428-9200 p

79 FORD 150 PICKUP V8 302. Runs good. \$1,000 or best offer. Call 428-7883 p

HELP! HUNTING LEASE wanted by individual. Will pay cash. 428-8758. Leave message. p

FOR SALE: 88 inch sleeper sofa, excellent condition. Call 475-7083

IMMEDIATE OPPORTUNITY available for part-time employment at the Plastics Machinery Division of Johnson Controls in Manchester. Duties include light typing, filing and answering phones. Computer skills are a plus. Qualified candidates please submit a resume to:


Johnson Controls, Inc.
Salaried Personnel
10501 Highway M-52
Manchester, MI 48158

CHILD CARE & PRESCHOOL enrollments are being accepted at Little Dutch Child Care Center. Information about our new toddler and latchkey programs are available by contacting the program director at 428-8988 9/20/p

SECRETARIAL HELP wanted. Legal background and computer skills preferred but not necessary. Respond to P.O. Box 426, Manchester, MI 48158 p

INTERESTED IN HAVING A Weight Watcher meeting in Manchester? Call Terry 428-8093 9/6

Carpentry, remodeling & renovation



TED MICKA
Specializing in Old Homes
(517) 536-4371

Classified advertising will be \$2.75 minimum charge for 20 words or less and 6¢ for each additional word. All classified ads are payable in advance, if not, a billing charge of \$1.00 will apply. Deadline for classified advertising will be 10 A.M. Tuesday for that week's publication. Cards of Thanks will be \$5.00 minimum charge for 50 words or less with a charge of 8¢ for each additional word.

HELP WANTED: Energetic person needed to work for lawn maintenance business mowing, raking, etc. Full time. Please call 428-7002 and leave a message

Garage Sales

YARD SALE: Sept. 1, Saturday ONLY. 10-3. Adrian St.. Young boys' clothes & misc. items p

GARAGE SALE: Fri. Aug. 31 & Sat. Sept. 1. 9am-5pm. Electric range, rowing machine, dehumidifier, clothing, crafts, housewares, fabric & much more. 203 Beaufort, Manchester

GARAGE SALE: 9am-9pm. Fri. Aug 31 & Sat. Sept. 1. Prospect Hill Rd., 1 mile north of Sharon Valley Rd.

YARD SALE: 18745 Altenbrent, south Esch off Pleasant Lake Rd. Yamaha PSR-96 keyboard, yard goods, quilt pieces, John Deere tractors and parts, large men's clothes—some new, and lots more things. Wed. Aug. 29 thru Sun. Sept. 2 p

GARAGE SALE: Saturday, Sept. 1 10am-5pm. Sunday, Sept. 2 12-5pm. Bark to school clothes and coats, girls 8-14, boys 4-7, hunk beds, couch, woman's leather jacket, misc. 7041 Schneider Rd., Manchester

YARD SALE: 17100 English Rd. Sept. 1, 2 & 3 after 9 am.

YARD & BASEMENT SALE: Sat. Sept. 8. 9am-5pm More items than you can imagine! Clothing for all sizes, housewares, collectibles, and much more. Half price from 2-4:00 pm. Sharon United Methodist Church, corner of M-52 & Pleasant Lake Rd. 9/6

YARD SALE: All clothing 50 cents. Sept. 3. 10am-4pm. 9231 Noggles Rd.

In Loving Memory

IN LOVING MEMORY of our mother, Verla Rose Smith, who passed away August 28, 1985. You may be gone but not forgotten. Still sadly missed by sons DeVern, Gary and Grant, daughter-in-laws, and grandchildren

Cards of Thanks

The Manchester Parks Commission would like to thank the Manchester Tool & Die Company for designing and donating the new dugout benches at Carr Park. They're very sturdy and will last through many innings.

I would like to thank some special people for their thoughts, prayers, visits, and cards while I was in the hospital. My "great" grampa and grandma Carson, Gerry, Betty, Mark, Mike, Jenny, athletic sports trainer Jim, Rev. Roman Rieneck, my aunts and uncles, all my classmates and good friends.

Thanks a bunch,
Chris Carson

The family of Floyd Schiel would like to thank the Manchester Rescue Squad, Huron Valley Ambulance, Seline and St. Joseph Hospital, Dr. Gregory Stone, the Jenter-Braun Funeral Home, Rev. Paul Kuntzman, relatives, friends, and neighbors for the flowers and other acts of kindness upon the loss of our husband, father and grandfather.

Elizabeth Schiel,
Bob, Mary Richmond & family
Charles, Joanne Schiel & family
Bill, Ruth Hainstock & family

CLASSIFIED ADS
Really work

BACK DOOR PARTY STORE
500 Ann Arbor Street Phone 313-428-9287 Manchester, Michigan

BEER WINE KEG BEER

GROCERIES

MICHIGAN 1010
Instant and Daily Lottery Tickets

UNION 76 GAS Full Service and Self Serve

PROGRAM COORDINATOR

Implement new program to assist older adult homeowners with property taxes. Community organizing and outreach. Supervise volunteers. Familiarity with tax process or willing to learn. Plan educational presentations and materials. Salary range 16,000-18,500. Applications from women, minorities, and senior citizens encouraged. Apply at Housing Bureau for Seniors, 300 N. Ingalls/3D22, Ann Arbor. No phone calls, please.

EOE

SEE YOUR WINNING GREAT 8 CHEVY DEALERS.

FREE TRUCK*



S-10 EL PICKUP

*with purchase of a bedliner for \$7415.

Well, sort of. When you come into one of your Great 8 Chevy Dealers to buy the S-10 EL Pickup, you get the bedliner...free. We take the MSRP of \$8415 and combine cash back of \$1000 from Chevrolet to give you a base price of just \$7415. Then if you qualify as a first-time buyer, you get an additional \$600 savings! And the bedliner is free! But you must hurry in now, because nothing free lasts forever.

*MSRP based on S-10 EL base model with 5-speed manual transmission. You must take delivery from dealer stock by 9/26/90. Bedliner offer expires 3/7/91. See dealer for details.



GREAT 8 CHEVY DEALERS.



- | | | | |
|-------------------------------------------------------------------------|----------------------------------------------------------------------------|---------------------------------------------------------------------------------|------------------------------------------------------------------------------|
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475-8663 | DEXTER
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Bill Crispin Chevrolet
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229-8800 | CLINTON
Underwood Chevrolet
1070 W. Michigan Ave.
456-4181 | MANCHESTER
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Jack Webb Chevrolet
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481-0210 |

Chevrolet: GM's #1 selling make.

Money Management

PLANNING YOUR COMPANY'S GROWTH

Launching or operating a business without a carefully defined business plan is as foolhardy as setting out in a foreign country without a map and clear directions.

A business plan is an objective analysis of where your company is today, where you would like it to be tomorrow and how you intend to get it there. To do this, you will have to state your objectives, evaluate your resources and clarify employees' roles.

The Benefits Of Business Plans

Whether you're an experienced businessperson or just starting a new venture, developing a business plan will benefit your company, says the Michigan Association of CPAs. By presenting an overview of your entire organization, a business plan puts you in a better position to decide which activities are likely to increase your profits. In addition, by defining roles employees will play in achieving your organization's goals, a business plan can give them a greater sense of involvement in the

business's future, encourage them to meet established objectives and dates and set standards of performance for all staff levels.

With a business plan in hand, you will also be better able to direct activities that will enhance your business's profitability and position in the marketplace. And if you ever need to apply for a loan, negotiate a merger or just promote sales, a business plan will help demonstrate that your company is soundly managed and well organized.

The Planning Process

Although business plans vary in style and complexity, most begin with a clear statement of purpose for the company. When writing your statement of purpose, answer several key questions. Why was your company formed? What makes it unique? What are its primary objectives? Take time to develop the statement of purpose since it will guide the remainder of the planning process.

Next, define your company's goals for the next three to five years. Think about what you wish to accomplish and if such goals are feasible. Keep in mind that you may need to modify your initial goals as your business grows or market conditions change.

You will also need to determine your company's strengths and weaknesses. To do so, look specifically at three areas of your

business: market, product and finances. In studying your market focus on the size of your potential market, customer's needs, industry statistics and projections, data on market competition, sales and distribution plans and promotion and sales strategies. When looking at your product line, pay close attention to patents, trademarks and trade secrets, manufacturing and operations requirements, and the laws and regulations affecting your business. In the area of finances, look at historical data as well as projected financial data.

Commit To A Written Plan

Don't underestimate the value of committing your business strategies to paper. The written business plan should summarize all your findings and outline your business's financial situation, taking into account the current economic climate. Make sure you include an analysis of your competition and a detailed list of business objectives for a specified period. The plan should also state what actions you should take and what programs you should start to achieve those objectives.

Finally, review the plan regularly. To monitor the effectiveness of the plan, compare actual results with those you hoped to achieve in your initial planning phase. For example, are you meeting your predetermined deadlines? How do your financial and operational projections compare with actual

results? Are your long-range plans still on target?

business's activity to industry norms by analyzing your business's financial ratios and comparing them to those of similar businesses.

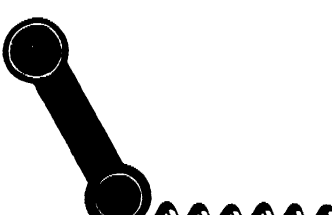
Whether you seek professional help or develop a business plan on your own, remember that a business plan is basically just a map and a set of directions. The responsibility for ensuring that your company stays on course remains with you.

For further advice on developing business plans, you can request a complimentary copy of the brochure "Planning Your Company's Growth." Send your request with a stamped, self-addressed envelope to the Michigan Association of CPAs, P.O. Box 9054, Farmington Hills, MI 48333.


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