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BUSINESS BRIEFS

Miller Forms Own Sales Company



DON E. MILLER

A new sales engineering organization, the D. E. Miller Company, has been formed by Don Miller, 5833 Burnham, Bloomfield Hills, for the past three years manager of the Chrysler corporation's Mound road engine plant.

The new company will represent the various product lines of Colonial Broach and Machine company, Detroit, and its division in the Pontiac, Flint, Ann Arbor,

Jackson, Saginaw and Lansing areas as well as in the northern portion of the lower Michigan peninsula.

Headquarters of the new company have been established at 84 Auburn Road, Pontiac.

Joining Miller in the new company are Denes Pataki, formerly assistant chief engineer of Colonial Broach, and John Carpenter for the past 20 years active in sales and service of metalworking equipment in Michigan and Indiana.

Included in the lines which the new company will handle are Colonial broaching machines, hydraulic presses and broaches; Colonial-Romulus milling machines and milling heads; broaches produced by Eagle Tool Company of Iron Mountain, a Colonial Broach affiliate; and the special products division of Colonial Broach and Machine Company.

Although this is Mr. Miller's first major formal entry into the sales engineering field, he says it is a natural move for him. "In recent years, top management of industrial companies have tended to be staffed more and more with non-technical people," Miller points out.

"Technical selling by suppliers rarely reaches beyond the plant management level, today, and plant management has to carry on from there, interpreting technical facts in terms of economic benefit to the company."

Prior to joining Chrysler a number of years ago, Miller was staff manufacturing manager for Motor Products and plant manager for 2 plants for Houdaille-Hershey corporation. During the last war he was "drafted" to operate an atomic bomb plant.

JA Firms Set More Records

This year 334 teen-age Junior Achievement companies in southeastern Michigan piled up the most impressive record of sales and profits in the ten year history of Junior Achievement throughout southeastern Michigan's six county area.

Official figures just released reveal that total JA sales in the area amounted to \$153,558 during the '58-'59 year which started last October. The current JA year ended May 7 when all JA miniature companies voluntarily went out of business.

FURTHER statistics reveal that all JA companies in southeastern Michigan paid a total of \$44,000 in wages and commissions and \$5,800 in bonuses. The tiny business concerns also paid over \$2,500 in corporate taxes which went to JA's teen-age chairmen of commerce, the Achievers Association.

A total of 69,641 shares of company stock were sold to the general public at fifty cents a share. It was also revealed that southeastern Michigan JA firms poured over \$79,000 in materials for JA-made products.

Locally, eight JA firms from Birmingham sold \$3,227,144 worth of products and services to the public this year. Cost for materials for these companies amounted to \$1,862.55. They also paid out \$1,349.41 in wage and commissions.

Sixty percent of all JA company stockholders in southeastern Michigan, the nation's largest JA area, received dividends ranging from four percent and up.

The imaginative Junior Achievement learns by doing program for high school juniors and seniors operated in 37 states this year including Hawaii. More JA firms will start in business in October.

B'ham Cars Shows Movies

Birmingham Imported Cars, Inc., 820 S. Woodward, Birmingham, has begun a series of color movies concerning various sports cars and events, throughout the world. These movies, to be shown outdoors each Wednesday evening throughout the summer, will be supplied by the Society Mobile company.

Action movies of such events as the Le Mans race, Mexican Pan-American road races and the Sebring races will be featured. There will be no charge for the movies, which will be shown in the Birmingham Motor Cars show lot next to the showroom.

Announce First Winner in Area Marathon Contest

The first local winner in the current Marathon Smaller-Maker contest has been announced by Shepherds, Maples, and Allen, in Birmingham. The first winner was Robert E. Allen, 1405 Holland, and his prize was a Kodak camera, according to James and John Shepard, owners of the station.

There will be a winner every week for eight weeks. The grand prize—a 1959 Pontiac automobile—to be given away at the end of the contest on July 26.

Anyone may enter and no purchase is required according to the rules.

Visit your nearest Marathon Gasoline Station and fill out an entry blank. A new prize will be given each Monday for seven more weeks.

LEGAL NOTICE

Philip J. McElroy, Attorney, 408 Fisher Building, Detroit 2, Mich.

STATE OF MICHIGAN—The Probate Court of Oakland County, in the Matter of the Estate of ROBERT E. ALLEN, deceased.

At a session of said court, held at the Probate Court in the City of Pontiac, Michigan, on the 11th day of May, A.D. 1959.

Present: Honorable Arthur B. Moore, Judge of Probate.

Order appointing time for hearing claims.

Notice is hereby given and it is hereby ordered that the time and place for hearing on claims against the above estate shall be the 15th day of September, 1959, at nine o'clock in the forenoon at the Probate Court in the City of Pontiac, Michigan.

All creditors or claimants against the above estate are hereby notified that they must present their claims, in writing, to the undersigned, at least ten days prior to the hearing on claims, and that they must also file a copy of their claim with the undersigned, together with a copy of the order of appointment of the undersigned as executor of the estate, under each, containing sufficient detail reasonably necessary for the nature and amount of the claim. It is further ordered that notice be given to all interested parties as shown by the records of this court, and that a copy of this order be sent to each of them personally, by mail, and by publication in a newspaper of general circulation in this county, at least ten days prior to the hearing on claims.

And it is further ordered that public notice of this order be given by publication in a newspaper of general circulation in this county, at least ten days prior to the hearing on claims.

ATTEST: R. MOORE, Judge of Probate.

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New Partner

Roland E. King, 2478 Pembroke, Birmingham, has been admitted to a partnership with Haskins and Sells, CPAs. A graduate of Michigan State University, he has been with the firm since 1940. He is a member of the First Presbyterian church of Birmingham, the AICPA and the National Association of Accountants.

ON THE BEACH...

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