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B'ham Realty Firm Offers New Plan

Max Brook, Inc. has been awarded an exclusive realtor franchise for the Birmingham - Bloomfield area for newly formed American Relocation Service.

Gordon Walker, executive vice president of Brook, pointed out that with one family in five moving to a different residence each year, many of them to other sections of country, the real estate markets is going nation-wide.

To make relocation easier for newcomers to buy homes in an area over 100 realtors throughout the country have formed this new service.

Walker said the program works this way: if a broker in one of the participating areas has a client moving into the Birmingham-Bloomfield area he forwards the family needs to Brook. The Brook office then contacts the family and arranges to show them homes in the area. They also forward community information and notes on current real estate families to the transferred family.

More Eligible Under Changed Social Security Law

A recent change in the social security law has made thousands of older workers eligible for benefits, said William E. LaRock, District Manager of the Pontiac Social Security Office.

This change, he said, reduces the amount of time a person needs to work to qualify for benefits. To illustrate, he pointed out that men reaching 65 or women reaching 62 in 1962, need only 23 1/4 years of work. Those who are older may need as little as 1 1/2 years of work under social security to qualify for payments.

This change in the law also affects those who have been turned down before because they didn't have enough work to qualify at the time they applied. These workers should check with the social security office right away, LaRock said.

If you can't come in, write or telephone for the leaflet which explains this change in detail.

Pontiac Social Security Office is located at 35 E. Huron.

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Bank Shows Earnings Decreasing

The Detroit Bank and Trust Company has announced net operating earnings for the first quarter of 1962 of \$1,994,611, equal to \$1.03 a share. This compares to \$2,784,467 or \$1.43 a share for the first quarter of 1961, adjusted to reflect a 5% stock dividend declared on January 16, 1962.

The announcement was made by Joseph M. Dodge, chairman, and Raymond T. Perring, president.

Perring explained that the reduction in earnings was due principally to the substantial increase in interest payments to savings depositors. Interest paid in the first quarter of 1962 amounted to \$5,956,436, compared with \$2,287,593 in the same period of 1961.

Perring pointed out that savings interest rates had been increased twice during the past year, in June 1961 and in January 1962. Current interest rates of 3 1/2% on regular deposits compare with rates of 2% and 3% respectively in effect in the first quarter of 1961.

TOTAL DEPOSITS were \$933,152,688 on March 30, 1962, compared with \$676,714,270 a year ago. Demand deposits represented \$468,188,957 of that figure, up \$4,499,722 from the same period last year.

Savings and time deposits increased to \$468,963,731, showing a gain from \$417,025,085 a year ago.

Total loans were \$459,292,991, up from \$456,202,100 a year ago. Loans and discounts were \$299,257,975, compared to \$289,423,686 at the same time in 1961; and real estate loans were at a record \$170,005,016, an increase from \$155,778,414 on March 31, 1961.

Total capital funds, including general reserves were \$91,438,111, showing an increase of \$6,249,557 from March 31, 1961.

Burrughs Names John C. Townsend

John C. Townsend, 477 Westchester Way, Birmingham, has been named manager of corporate financial analysis. He is a graduate of Pennsylvania, Townsend joined Burrughs in 1949 at the Faculty's Research Center in Paoli, Pa. Soon after, he was named business manager at the center.

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He later was named controller and deputy manager of administration for the Air Force ALRII (Airborne Long Range Input) program for which Burrughs is system manager.

Before his recent promotion, he was manager of marketing operations analysis.

Kroger Appoints B'field Resident

Eugene S. Mahany, 5491 Van Ness, Bloomfield Hills, has been appointed advertising and sales promotion manager for the Kroger Detroit division.

He has been with Kroger for 12 years, most recently as advertising manager in the Cincinnati headquarters.

Ford Motor Names Clifford S. Leestma

Clifford S. Leestma, 2740 Broadway, Birmingham, has been appointed manager of the dealer operations analysis department.

Leestma, a native of Sturgis, Mich., joined Ford in 1947 and most recently has been marketing operations consultant on the marketing staff.

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Behind The Store Fronts

With **ANGUS McKELLAR**

George Lenz, manager of Gregory, Mayer & Thom's Birmingham store since it opened six years ago, is now back downtown at the main store. His new title is merchandising manager.

Edward Heckman is the new manager of the Birmingham store. Beas Orr, who has also been with the Birmingham branch since it opened, will continue to greet you here.

Ambrose Egler, one of Kroger's young men in a hurry, is now manager of Kroger's store 352, at 14300 E. Jefferson, Detroit. Egler was formerly assistant manager of the Birmingham store.

... and George McGlennen is back in town. This time as assistant manager at Jacobson's. Many area shoppers will recall that George was associated with the Prep Shop a couple of years ago.

Speaking of the Prep Shop, Bill Winzer showed us his unusual appointment board which was made in England. The board will be used as a message center to assist customers in keeping in touch with their young men about town.

Kimberly Ann is the new daughter of Mr. and Mrs. Joe Apeacher. She weighed in at 7 lbs., 3 ozs., on March 28 interestingly enough

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Am I happy in my present position?
Does it challenge me?
Am I being taught anything new?
Am I developing my potential and skill?

FAMILY:
Am I providing for my family to the best of my ability?
Will my family have a high standard of living in the future?

FUTURE:
Is the field my company is operating in expanding?
Is my company expanding?
Is the management scientifically appraising my abilities and will they make better use of them in the future?

PRESENT JOB:
Does my present position have meaning—to my country?
to my community?
to my family?
Does my present employer have an adequate retirement program?

If the answers to any of these questions is negative, ASK YOURSELF THE NEXT QUESTIONS

Will I take the time to be interviewed?
Am I willing to be evaluated on the basis of personality and general intelligence?

If the answers to these questions are "Yes" and I qualify, LAKE-LAND DEVELOPMENT CORPORATION IS WILLING TO PROVIDE THE OPPORTUNITY FOR TRAINING FOR A CAREER AS A HOME AND LIVING CONSULTANT.

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Returns to Studies

Donald H. Goldman, vice president, Whizzer industries, will attend the tenth annual session of the graduate school of sales management and marketing at Syracuse University, June 12 to 28. Goldman lives at 31243 Pierce, Beverly Hills.

Bracklin Elected

Ernest Bracklin, CPA of Birmingham, has been elected a member of the American Institute of Certified Public Accountants.

Correction

Mrs. Josephine Collins was the owner of the well-known Birmingham restaurant "Hamburg Time" which closed recently and not Jimmie Brooks as was reported in an article headlined New Restaurant Decorated in Two Era Style in last week's Eccentric.

B'ham Firm Named

Werner G. Hess, president of Crosstown Mfg. Co., Farmington, has appointed the John R. Chapman Co. of Birmingham, advertising and sales promotion counsel.

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- MEMORIAL DAY**—or first dandelion growth: We apply a weed and feed product, killing dandelions and broadleaf weeds while fertilizing your lawn.
- FOURTH OF JULY WEEK:** We apply fertilizer again, providing Summer nourishment, no danger of burning.
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