

### Ford Engineering Names Knowles Research Director

James Knowles, 1275 Club Drive, Bloomfield, has been named director of product research at Ford Motor Company's Research and Engineering Center.

Knowles, formerly technical assistant to the vice president—Engineering and Research, will head product research in vehicles, vehicle components and systems. His appointment coincides with a major realignment of the company's basic, applied and product research activities.

Knowles' organization will assist in promoting rapid flow of basic and applied research achievements into product applications. He has been with Ford since 1945.



ALAN W. STURM

### Casualty Firm Names Sturm To New Post

The board of directors of National Casualty Co. has recently elected Alan W. Sturm, assistant vice president and director of group sales, with headquarters at the home office in Detroit. Sturm lives at 2658 Brady Drive, Bloomfield Hills.

A native of New York, he joined the firm in 1954 as supervisor of group sales. His election to official capacity came in 1960 when he was named assistant secretary and director of group sales.

Sturm is secretary of the Detroit Group Representatives Association and a member of Bloomfield Surf Club.

A World War II veteran of the United States Air Corps in Europe, he holds the Distinguished Flying Cross and the Air Medal with four oak leaf clusters.

### National Broach Elevates D. P. Smith

Appointment of D. Pierson Smith of 7 Lone Pine Ct., Bloomfield Hills, as vice president of foreign operations is announced by National Broach & Machine Co., Detroit manufacturer of year finishing machine tools, inspection equipment and broaching tools.

Smith had been vice president sales. In his new position he will direct foreign operations and investigate new products for manufacture in the Detroit plant and the company's wholly-owned subsidiary, Precision Gear Machines and Tools located in Coventry, England.

### Distric Office Locates in S'field

The establishment of a new district office in Southfield to serve users of electronic recording instruments throughout Michigan and northwestern Ohio is announced by Brush Instruments, a subsidiary of Clevite Corp., Cleveland, Ohio.

Robert J. Jones, who joined Brush in 1958, will manage the office according to N. E. Kivnan, general sales manager. At its new headquarters, 17000 West 8 Mile Road, Brush will maintain complete stocks and provide sales engineering assistance to customers in the Michigan area.



### On Display at Cranbrook

On display this month in the newly opened Skillman Wing for the physical sciences at the Cranbrook Institute of Science is this experimental Ground Effect Machine (GEM), tested by General Motors Research Laboratories Engineering Development Department, which skims over land and water at a four-inch altitude with driver. Fore and aft fans driven by 15-horsepower engines, produce a continuous sheet of

air from an annular jet around the bottom of the vehicle. This sheet seals a supporting low pressure air bubble under the vehicle. Designed to study stability, control and propulsion problems, the GEM is 81 inches wide, 144 inches long and from ground to deck measures 14 inches. With driver and passenger, it cruises at a 2½-inch altitude.

### W. Shaw Leads Group Discussion, By Accountants

William R. Shaw, CPA, of Bloomfield Hills, led a group of U. S. and foreign accountants in a discussion of the relationships of accounting, auditing and financial reporting to the world economy at the recent Eighth International Congress of Accountants in New York, N. Y.

Shaw's session was one of 124 simultaneous small-group meetings held in major corporate board and conference rooms as part of the congress. The board room discussions were arranged by the American Institute of Certified Public Accountants, sponsors of the congress.

Shaw, a partner in the Detroit office of the accounting firm of Arthur Young & Co. received an AB and the following year an MBA from the University of Michigan.

### Top Salesman

Robert A. Lloyd has earned a "Master Salesman" award for being among a group of outstanding salesmen in Lincoln-Mercury dealerships, William H. Huber, Detroit district sales manager for Lincoln-Mercury Division, has announced.

Lloyd is a salesman with Bob Bost Lincoln-Mercury, Inc., Birmingham.

### Telstar Is Topic Of Dinner Meeting

Project Telstar will be the subject of tonight's dinner meeting of the Oakland Chapter of the Michigan Society of Professional Engineers. Members and guests will meet at 7 p.m. for dinner at the Rotunda Inn on Pine Lake.

Speaker of the evening will be Robert L. Healy, a customer relations coordinator for Michigan Bell Telephone Co. Healy will discuss the capabilities of the Telstar satellite, first step toward world-wide space-age communications. He will also present the possibilities for the future of satellite communication, and its impact on the fields of news coverage, television and data transmission.

### Birmingham Man Attends Meeting Of CPA's in East

Oscar S. Gellein of Birmingham was among more than 2,000 professional accountants from 56 countries attending the eighth international congress of accountants, sponsored by the American Institute of Certified Public Accountants in New York recently.

Featured speakers at the meetings are Comptroller General of the United States Joseph Campbell CPA; P. E. S. Otten, chairman of Philips Lampes of the Netherlands; Arthur K. Watson, president of the IBM World Trade Corp., and Fred Eric G. Donner, chairman and chief executive officer of General Motors Corp.

## NEWS OF BUSINESS

### Association Re-Elects 3 Area Executives

Three area men have been re-elected to posts in the Mortgage Bankers' Association of America. The elections took place at the association's 49th annual convention in Chicago.

The men are Edward A. Proctor, Robert A. Taggart, and W. W. Dwire.

Proctor, president, Proctor and Co., Detroit, was re-elected a regional vice president. He will continue to represent the states of Michigan and Wisconsin on the association's board of governors.

He has been chairman of the Bloomfield Township Planning Commission since 1946 and was a member of the Bloomfield Township Board of Education from 1960 to 1965, serving as its president in 1965.

A 1925 civil engineering graduate of Cornell University, Proctor resides at 6180 Wing Lake Road, Bloomfield Township.

### Det. Bank & Trust Share Earnings Drop Slightly

The Detroit Bank and Trust Co. has announced that net operating earnings for the first nine months of 1962 were \$6,295,925, equal to \$3.25 a share.

This compares with \$7,471,834 for the first nine months of 1961 which, after giving effect to the stock dividend paid earlier this year, equaled \$3.87 a share. The announcement was made by Joseph M. Dodge, chairman and Raymond T. Perring, president.

Total deposits amounted to \$949,457,496, compared with \$904,475,459 on September 30, 1961. Demand deposits were \$469,376,638, down from \$476,559,598 and savings and time deposits were reported at \$480,080,858, a gain of \$56,164,997 over a year ago.

Total loans rose to \$472,181,591 from \$428,733,385 a year ago. Loans and discounts were \$294,092,979 compared to \$267,786,324 on Sept. 30, 1961, and real estate loans were \$178,089,512, an increase of \$17,142,451 from the same period last year.

Total capital funds, including general reserves, were \$98,184,168, showing an increase of \$5,090,378 from September 30, 1961.

### Advertising Agency Receives Award

Relly Bird Association, Inc., Detroit advertising agency, has been honored by "Editor and Publisher."

Relly Bird, president of the agency, resides at 5869 Snowhatch Circle, Bloomfield Village.

A first award in its classification for creative use of HOP color in newspapers was made to the agency and its client Hughes-Hatcher-Suffrin, Detroit.

### B'field Agency Announces Shifts At Branch Office

Retirement of Ward H. Olmsted as an officer of MacManus, John & Adams, Inc., effective Dec. 31, and the immediate appointment of William B. Everson, vice president, as manager of the advertising agency's Twin Cities office, is announced by Ernest A. Jones, president.

Olmsted, also a vice president, will continue as chairman of the office's executive committee until the end of the year, Jones said.

Olmsted headed Olmsted - Foley, Inc., which merged MacManus, John & Adams, Inc., early in 1961. His partner, John T. Foley, continues as vice president in charge of office administration for the Twin Cities office.

In thirty-nine years in advertising, Olmsted, 55, won a high reputation in all areas of the business. He is a graduate of the University of Minnesota, and a U. S. Marine Corps veteran of World War I.

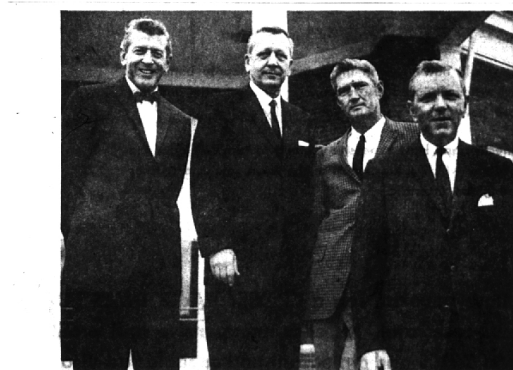
Everson, newly appointed office manager, is an MJA veteran, joining the agency in 1948 as an account executive attached to its Bloomfield Hills headquarters. He became a vice president in Nov., 1960, and moved to the Twin Cities office shortly after its establishment. In addition to his managerial duties, he will continue to supervise Twin Cities client service.

### Ford Autolite Division Names Ward W. Robbins

Ward W. Robbins has been named sales promotion manager for Autolite Division of Ford Motor Co., it has been announced by E. R. Stroh, general sales manager.

Robbins, formerly western regional sales manager for Autolite, replaces E. S. Boyd who has been named marketing manager for the Division's Glass and Paint Products sales office.

Robbins, who will make his home in Birmingham, has a background of 22 years in the automotive replacement parts business. As sales promotion manager he will develop and execute programs to implement the sale of the Autolite line through the division's field sales offices to wholesalers, jobbers and retailers of Autolite products.



### Bigger and Better

Standing in front of the recently completed, 10,000-square-foot, air conditioned Wilson Pontiac-Cadillac showroom, Birmingham, are (from left), Edward E. Wilson, president; Ray West, general sales manager; Donald DeGahn, Pontiac and Tempest sales manager; and Fred Walker, general manager.

W. Stepke, not shown, is the newly appointed manager of the used car department. The new showroom permits the 1963 Cadillac to be shown separately. In addition to sales and service, is a car-leasing program for both individual and fleet requirements.

### S'field Man Promoted by Detroit Edison

Detroit Edison has announced the consolidation of two of its departments—stores and motor transportation—into a single department, the stores and transportation department.

James E. Wallis of Southfield, former assistant superintendent of the motor transportation department, has been named an assistant general superintendent of the new department.

A mechanical engineering graduate of the University of Michigan, he joined Detroit Edison in 1946 as technical assistant to the superintendent of the motor transportation department. He has advanced through several posts to become assistant superintendent of motor transportation in 1957.

He is a member of the Society of

Automotive Engineers and a member of the transportation committee of Edison Electric Institute—a national association devoted to statistical research and records of the electric power industry.

**UNUSUAL GIFTS ART OBJECTS**

- Collectors' Items
- Foreign Imports
- Spanish Jewelry

There... Fri., Sat. Only  
12 to 4 P.M.  
**THE 7 SEAS IMPORT SHOP**  
1527 North Main St. O.  
Appointments  
Call LI 1-8863

## MANLEY, BENNETT & Co. and McDonald-Moore & Co.

take pleasure in announcing their consolidation and the formation of

**MANLEY, BENNETT, McDonald & Co.**

MEMBER NEW YORK STOCK EXCHANGE

**DETROIT • BLOOMFIELD HILLS**

**FLINT • GRAND RAPIDS • MUSKOGON**



### You'll Like the Red Carpet Treatment

We know you will enjoy the friendly welcome you can always expect from everybody at Birmingham Federal.

Whatever type of savings account you may require... individual, joint, trust, business or special... we are always at your service. Do come in soon. Make full use of every advantage you gain when you save with us.

4%

CURRENT RATE

# Birmingham FEDERAL SAVINGS

99 W. Maple Corner of Pierce MI 4-1711      Berkley 3055 W. 12 Mile Rd. LI 5-7610

"Instituted for Local People... by Local People"