MAIN ENTRANCE, WESTINGHOUSE DEFENSE CENTER, FRIENDSHIP INTERNATIONAL AIRPORT

What a growing Westinghouse means to the Baltimore area...and to you personally

11,500 JOBS

That's the number of people now on the job at Westinghouse (and more to come). When we opened our first office in the Baltimore area in 1891, we employed only a handful of people. Today Westinghouse is one of the largest industrial employers in Maryland. This growth continues to benefit the entire community.

NEW EMPLOYMENT

As we grow, new job opportunities come to the fore. It takes people to do the jobs assigned to us. Every technical advance we make means more jobs for all skills in all areas. We expect to add three to five thousand more people in the next three years.

ECONOMIC IMPACT

Today . . . company payrolls, local purchases, and local taxes make an economic impact of about 1/3 billion dollars annually in the community. That's a lot of money to pour into the economy!

NATIONAL DEFENSE AND SPACE

From the ocean floor to outer space, the Westinghouse Defense Center is contributing to every aspect of military and aerospace systems for the Free World. Its Deepstar equipment will probe the ocean at depths previously impossible. Its Gemini system will help make space rendezvous practical. There are many more. You can be sure . . . that Westinghouse is among the leaders in defense and space electronics.

THE HUMANITIES

In 1962, Westinghouse employees contributed a record $260,000 to the United Appeal and the Commerce and Industry Combined Health Appeal in Baltimore . . . The company, long a leader in equal opportunity of employment, was one of the first in the nation to sign the "Plan for Progress" with the President's Committee on Equal Employment Opportunity, guaranteeing equality regardless of race, creed, color or national origin. Only ability counts at Westinghouse.

NEW FACILITIES

Construction of the new Molecular Electronics Division, near Friendship Airport, is now under way. Westinghouse research has made us *the leader* in this new field. Then the plant will be equipped with complete production facilities for this revolutionary Westinghouse concept . . . In addition, about 100,000 square feet of working space is being constructed at the Defense Center for new administrative, engineering, and manufacturing facilities. Steady, continual growth—the story of Westinghouse.

CIVIC LEADERSHIP

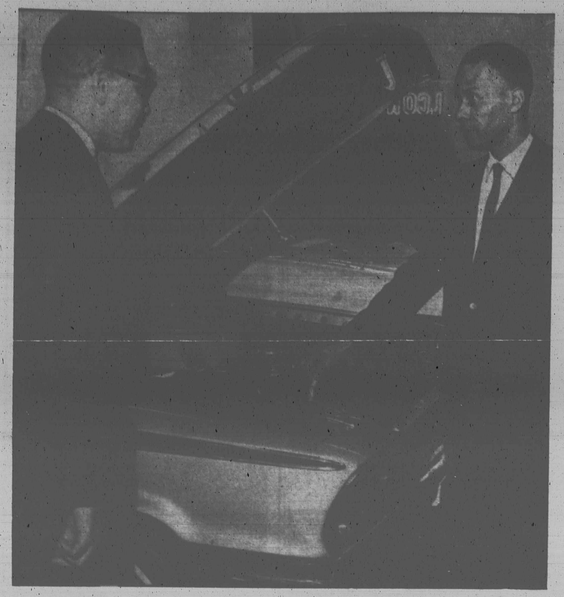
In all walks of community life, the people of Westinghouse are known as good citizens and good neighbors. Participation by these employees and their families in church, school, and civic affairs helps make Metropolitan Baltimore a better place in which to live.

Westinghouse

An Equal Opportunity Employer

BELL & HOWELL

Automobiles Are His Business



PRE-SALE CHECK — Percy Smith, sales manager for Bittorf Ford, Inc., inspects new car with assistant sales manager, Don Hays.

At 1370 W. North Ave., a former basketball star and schoolteacher, Percy Smith, is sales manager for Bittorf Ford, Inc.

As such he is chiefly responsible for the sale, trade, appraisal and disposal for all new cars handled by the North Ave. branch of Bittorf.

This makes him the only sales manager of color for a major auto agency in the Washington District which embraces Virginia, District of Columbia and Maryland.

In a profession that carries a high casualty rate, the former CIAA court terror marks his first birthday next month.

MR. SMITH joined Bittorf in November, 1961 as a salesman when the company was awarded a Ford franchise. He had spent 12 years as salesman with several other local Ford dealers.

He chalked up a regional "first" last February when he was promoted to manager.

His objective in this post is "to see that we (his staff of nine salesmen) give the customer what he is entitled to.

The sales manager is a graduate of Virginia State College, where he garnered honors as an outstanding basketball player.

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A PERENNIAL CIAA (Central Intercollegiate Athletic Association) stalwart, the sales manager was picked as captain of the All-Star basketball squad named by the Basketball Writers Association in 1941.

Before entering the classroom, where he taught for five years, Mr. Smith starred with the Washington Bears and world famous Globetrotters, as a professional hoopster.

He credits his attraction to the auto sales business to three things — love of competition, fondness for cars and a desire to meet people.

The car-buying public has adequately filled the bill, he said this week.

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MR. SMITH'S quiet manner, unhurried pace, and easy going style clashes violently with the frantic, screaming and yelling technique so prevalent in the auto sales business.

Here's why:

"This is one of the most competitive businesses in the American economy. Here you are selling a price.

"Strip away the ballyhoo, gimmicks and the rush act, you still have the price left. The customer will buy when the price is right," he said.

Lifeblood of the business are repeat customers, Mr. Smith points out, and that philosophy gets priority from him and his sales force, he said.

"We want our customers to feel that they get what they are entitled to here, including the lowest possible price, courteous and efficient service, after they buy cars."

SINCE HE entered the business, the manager recalled, he has witnessed three evolutions:

"Years ago a customer would order a car and wait for it. Then we were selling cars. Then came the time when a salesman had to sell himself before he sold the car.

"For me that wasn't too easy. Especially since you had to have ears to sell."

Because of his color, the manager said, he heard the word "no" ring in his ears many times before an agency agreed to employ him.

Fortunately dealers soon recognized the lucrative potential non-white car buyers represented and tan salesmen became standard practice, Mr. Smith explained.

"But then the factories went beserk and it has been a rat-race on price ever since."

Lest this be interpreted as a complaint, the manager, whose cool exterior belies a fierce competitive spirit, expands:

"What happens to me here will have a widespread effect in the industry. That's what makes the business exciting."

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HONESTY and dependability, are also trademarks of the agency, the manager said, and his sales staff makes sure customers to 1370 W. North Ave. benefit therefrom. Other salesmen are:

Dan Hays, assistant sales manager; salesmen Carl Harvey, Will James, Cy Gray, Phi Dixon, Frank Owens, Ed Gregory, Ted Jones and Al Drake.

Asked if he ever regrets deserting the classroom the manager answers quietly:

"Not hardly."

POET'S NOOK

THE GYPSY.

I met her on a village road,
Transported by a cart,
And she reached in a deck of cards,
And pulled the ace of heart.
She stirred some tea leaves in a cup,
So mystic, so genteel,
What does the future hold for me?
What do the leaves reveal?
She told me I would meet someone,
A female full of hope,
And aided by the Zodiac,
She gave my horoscope.
She looked into a crystal ball,
And with a mere inspection,
I watched her loveliness explode,
In a crystalline reflection.
And in a moment we could see,
That love can weave the greatest spell,
And as we kissed, we rode away,
In to a nook, where angels dwell.

PAUL D. McALLISTER

YOU CAN ALWAYS TELL A WINNER

He may not have great form or style,
He just might be a juvenile,
But if you watch a little while,
You can always tell a winner.

He may not take the biggest prize,
Or be the perfect shape or size,
But thinking men, will realize,
You can always tell a winner.

He may not make an all-pro team,
But if succeeding is his aim,
Just by the way he plays the game,
You can always tell a winner.

No matter what the critics say,
If he believes in honest play,
A champ will fight, they're made that way,
You can always tell a winner.

PAUL D. McALLISTER

The Day Freedom Came

By WILBUR PINDER

It was a time of war and a time of hope.

It was a time of anticipation and a time of decision.

It was a time of testing. Seeking to determine if the United States, "...or any nation, so conceived, and so dedicated," could "long endure."

It was the first day of the New Year, 1863. A day of decision that changed the course of American history.

Those not in uniform could purchase the latest style shirts for $1.25 and a high top silk hat for $2.

Few were idle, they were engaged in various types of defense work, and few were without opinions of the events of the day.

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WAR REPORTS from Washington or a general on the front line, was the top news story.

Not uncommon was an advertisement reading:

$200 REWARD, run-away slave, answers to the name of Sam Hawkins. He is 5 feet, 8 inches, very black, speaks impudently if whip not in sight. If anyone should find him please return to me. Mr. Calvin Lovejoy, Esq. 234 Eutaw Pl."

For several months, the major topic discussed in corner taverns and parlors of the well - to - do, was the President's proposal to emancipate the slaves on Jan. 1, 1863.

This was the day and there had been no news from Washington, but rumors said that the President had read some kind of proclamation that concerned the slaves.

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THERE WAS an article in a leading Baltimore daily containing the statements of what it termed "a sensible colored man." It stated he wrote:

"Our color is crime—the (equality) is evidently an impossibility. We are still considered the embodiment of animal inferiority. We have no immunities save those conceded through sympathy by the dominant class.

"Our color is crime - the garb and insignia of inferiority with our rulers..."

It was strongly believed by same that if slaves were freed the "...poor laboring whites of the South would turn upon and destroy them."

One of the most outspoken advocates of this theory was a Washington statesman, Eli Thayer.

He said, "To place them (the freed slave) by themselves, removed from the supervision and direction of the white man, would consign them to disaster and ruin.

"The poor whites of the South would not hear the competition of colored folks against themselves...to such a state of things is not Christian. In that condition certain death awaits the freed slaves."

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MEANWHILE IN Washington, Abe Lincoln, seated at his desk, before the unsigned document, dipped his pen in ink. Then he started to sign it but instead laid the pen down.

After a little hesitation he again took up the pen and went to the place where his signature was to be ascribed. Turning to the Secretary of State, William H. Seward, he said:

"I have been shaking hands since nine o'clock this morning, and my right arm is almost paralyzed. If my name ever goes in history it will be for this act, and my whole soul is in it.

"If my hand trembles when I sign the Proclamation, all who examine the document hereafter will say, He hesitated.'

When he finally signed the document, his signature was firm and bold, and he said, "That will do."

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ON THE following day, Jan. 2, approximately 3,063,392 slaves were "technically free" in North Carolina, Arkansas, Texas, Mississippi, Alabama, Florida, Georgia, Louisiana and Virginia. Slaves of the border states, Maryland, Delaware, Kentucky, Tennessee and Missouri were not included.

They called the freed slaves, "contrabands," meaning illegal goods.

Under the headline, "Jubilee Among the Contrabands at Washington" and "A Meeting of Contrabands in Washington — Amusing Scenes," **were articles that told of how the Proclamation was received by the freed slaves.**

Here are excerpts from these articles:

"About one o'clock (Jan. 1) a procession was formed, and they (the colored freedmen) marched around the camp singing an extemporaneous song, 'I'm a free man'... most of them afterwards returned to their quarters, but numbers were engaged in singing, etc., till daybreak.

"An old colored woman then took up the theme, and raised their so popular hymn 'Go down, Moses.' This piece was sung with fervor that indicated that there may be truth in what has been intimated, that his piece is the N... Marsellaise or National (if not revolutionary) hymn."

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MOST PAPERS referred to these events as being amusing, in fact they considered the Proclamation itself a useless document.

The New York Time wrote:

"Sooner or later the President's action in this matter will come up for reviewal before the Supreme Court. We wish that for this reason, the President had given it the form of a military order — addressed to his subordinate generals, enjoining upon them specific acts in the performance of their duties, instead of a proclamation address to the world at large."

The New York Express stated:

"The proclamation is wicked in principle and precedent, and destructive in complicating the progress of the civil war and its coming settlement."

On the local scene, the Baltimore Sun said:

"The President has himself, as is well known, properly characterized his proclamation of slave emancipation as useless. That it will do no good, he admits, but it is not so clear that it may not do much harm."

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THE MODERN history book now praises the Proclamation as being the "...most telling political stroke of the war. World opinion, which had previously favored the underdog South, switched decisively to the liberating North."

About 50,000 freed slaves joined the Union Army. As a matter of fact, the Confederates, noting its success later, offered to abolish slavery themselves. But, unfortunately, it was too late.

It was a new day, and the beginning of a new era. An era in which the price of a stylist shirt remained $1.25 and the high top silk hat was still $2, but the price of human flesh was no more. The colored slave took on his new name, and was called the Afro-American.

There can be no doubt of the colored American's advancement since the first day of January 1863. Nor should there be doubt to his inherent right to first class American citizenship.

Engraved deep within the foundation of the American Democratic structure, is the eternal cry, "I'm a Free Man now, Jesus Christ has made me Free."

JANUARY 1, 1863 — FREE AT LAST

Watch Your Heart

MARYLAND 1962

RESIDENTS' AVERAGE STATE GENERAL SALES TAX PAYMENTS*

Income as shown on line 9, page 1, Form 1040	Sales tax payment	Income as shown on line 9, page 1, Form 1040	Sales tax payment
Under $1,000	$14	$7,500 under $8,000	78
$1,000 under $1,500	22	$8,000 under $8,500	81
$1,500 under $2,000	27	$8,500 under $9,000	86
$2,000 under $2,500	31	$9,000 under $9,500	90
		$9,500 under $10,000	94
$2,500 under $3,000	36	$10,000 under $11,000	100
$3,000 under $3,500	40	$11,000 under $12,000	108
$3,500 under $4,000	45	$12,000 under $13,000	114
$4,000 under $4,500	49	$13,000 under $14,000	119
$4,500 under $5,000	53	$14,000 under $15,000	124
$5,000 under $5,500	57	$15,000 under $16,000	129
$5,500 under $6,000	62	$16,000 under $17,000	134
$6,000 under $6,500	66	$17,000 under $18,000	138
$6,500 under $7,000	70	$18,000 under $19,000	142
$7,000 under $7,500	74	$19,000 under $20,000	145

*Based upon the 3 percent Maryland general sales tax only. Figures in the table do not reflect payments of the 2 percent titling tax on motor vehicles, which should be computed separately.

U. S. Treasury Department, Internal Revenue Service GPO : 1962 O - 183223 Document No. 5321 (Rev. 11-62)

Here's a handy way to compute the sales tax allowance for your Federal income tax.

A two-toed tree sloth can live a long and happy life, just sitting, or hanging from a tree limb eating leaves. But you can't.

As the New Year comes in, the Heart Association is sending out a gentle reminder that people are not sloths, and need daily exercise.

Almost everyone, the President included, likes a respite in a rocking chair. But humans who spend their lives sitting in an office, then in a car, and then in front of a television set are likely to accumulate fat and get out of condition.

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PHYSICIANS point out that when a person is unaccustomed to daily exercise, sudden emergency activity can put a strain on the heart muscle.

The Heart Association therefore urges you to adopt a New Year's Resolution for 1963. "I won't be a two-toed tree sloth. I'll be a human, and get the exercise a human needs to keep healthy."

Here are some suggestions the Heart Association makes about exercise:

1. Select a form of exercise that is compatible with your age and your physical condition.

2. Choose the exercise you like. If you approach the subject of exercise with a grim and Spartan attitude you're bound to fall by the wayside in a short time

The idea is to fit physical exercise (whether outdoor hiking or home calisthenics) into your daily routine and then add some weekly activities like bowling, roller-skating, swimming, tennis, golf or other in-season sports.

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3. ONCE you've worked out a reasonable schedule, try hard to let nothing interfere with it.

4. Be prudent. If you haven't had such exercise since you left school, don't try to start where you left off. If your age and physical condition warrant a return to strenuous activities, work up to these exertions gradually by daily moderate exercise.

5. Do more walking and less riding. Unless the distance is too great, walk to work and walk when you go shopping.

6. Begin your exercise routine with a walk to your doctor's office for a physical examination; he will tell you if some forms of exercise should be avoided.

7. Finally, try that most difficult form of exercise, namely, pushing yourself away from the table to avoid obesity.