Parks Sausage's New Plant In Works

Six million dollars a year. These figures, firmed up by a certified public accountant, represent the present gross business of the Parks Sausage Company.

Started in 1951, the firm now employes 150 people — has payroll annually of $850,000.

Owner Henry G. Parks Jr., also a Baltimore City Councilman, has proven it can be done.

Steady progress of company and modern methods of production merchandising and managing has placed the H. G. Parks name among the top meat processing firms in the business.

Much credit for the continued success of the business goes to the close teamwork between the ambitious, hard-driving Parks and his business - oriented, exacting general manager, Raymond Haysbert.

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PLANT MANAGEMENT has consistently shown concern, not only for the product but also for the welfare of its employees.

Good employee - management relations are responsible for the small turnover in help.

Parks Company has more than $1 million in assets with cash assets of half that amount.

Latest move is plan for expansion in near future.

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PLANS ARE backed up by new $875,000 building now under construction in Camden Industrial Park, South Baltimore.

Land, bought from City, cost company $125,000, plant equipment will run another $100,000.

New plant will provide facilities for added products plus greater production of present products.

Total cost of new plant will run well over the million mark.

Sausages, chitterlings, scrapple and barbecue are the chief products now.

Products are marketed over wide areas and priced competitively throughout the East Coast.

Launching of company brought critical attention from other firms as well as eye-brow raising and skepticism from many sides of the colored community.

CONTINUED OPERATION and progress has proven that product and service outweighs race factors.

Company now produces some 12 million pounds of sausage per year.

Five distribution centers covering the 8-state area of Connecticut, Massachusetts, New York, New Jersey, Delaware, Pennsylvania, Maryland, District of Columbia and Virginia, serve over 8,000 stores.

New plant is scheduled for fall opening.

Owner Parks was recently cited by a New York organization as "Businessman of the Year."

NEW SITE—City Councilman Henry G. Parks, president, and Raymond V. Haysbert, business manager of Parks' Sausage Co., view new site of the $1 million plant being constructed in the Camden Industrial Park.

TYPICAL GROCER — Hard-working Earl Rice operates well-stocked store at Lauretta and Warwick Avenues. The former bakery route salesman works harder, has longer hours, regularly employs one extra clerk—and loves it.

Henry Ayers has done 1,000 Masonic burials

By ELIZABETH M. OLIVER

No Masonic burial ceremony could be complete without Henry U. Ayers, grand lecturer for Hiram Grand Lodge, on the scene to deliver the funeral oration. He does the job that well.

No wonder! This year marks the 40th year Grand Lecturer Ayers has recited the profound and beautiful ode beside the coffin of deceased members.

A tough estimate is that he has said it from memory over 1,000 times since 1926. That year, his first as Grand Lecturer, he states he read the lengthy oration from the book at four funerals then laid the book down.

He has not needed it since.

The solemn piece of literature begins, "My brethren, we are again called upon by the most solemn admonition to regard the uncertainty of life, the immutable certainty of death and vanity of all earthly pursuits."

As Mr. Ayers dramatically repeats "vanity, vanity, all is vanity," the phrase sets all who listen to indulging in deep thought.

According to the ancient Masonic custom, the Grand Lecturer summons the members of the order together to perform the Lodge of Sorrow the night before the final rites.

The ritual here is secret. What is said and done is not made public but it is known that the occasion has all the pomp and ceremony Masons are noted for and, it may extend into the early hours of the morning.

The majestic ritual that follows on the day of the funeral is where Grand Lecturer Ayers recites the Masonic Funeral Oration.

The service is known as "Masonic Rites" or "Masonic Burial for the Dead" and comes directly after the religious rites.

Dressed in formal Masonic attire and wearing a tall black hat, Mr. Ayers stands in the pulpit. All Masons in the audience rise. The casket is closed.

Following the official commitment of the body to the ground, also given by Mr. Ayers, the services at the church are interrupted to be continued at the [illegible]

The last word said, as the casket goes down into the grave, is delivered by Mr. Ayers.

Sincere and devoted to his duty as a Mason, Mr. Ayers considers his task so important to the departed member of the fraternity, he rarely misses a funeral.

"After all," he told the AFRO, "the ceremony as we leave this world is one of the three most important events of all — birth, marriage and death."

A MAN with noticeable aristocratic bearing, Mr. Ayers has resided at 936 N. Stricker St. 44 years.

He has been a member of the King David Lodge 45 years.

The Grand Lecturer of 44 years has 12 assistants and figures he has traveled many thousands of miles to preside at Masonic rites all over the state.

Retired now, Mr. Ayers was employed at the local Department of Education 24 years as a fireman and with both the Pennsylvania and B and O Railroads 24 years.

An AFRO ad of 1896 told of the J. P. Evans Shaving Parlor at Biddle and Brevard Sts., the only up-to-date shop in the city giving a gentleman proficient workmanship. While getting his hair cut or dyed, he could listen to Mr. Evans talking and singing machine.

George M. Lane with offices at 213 N. Calvert St. was a noted attorney. He resided at 1358 N. Carey St. in 1896.

Small Business Impact Is Great

Baltimore abounds in small businesses; many of them operated by husband-and-wife teams — some by people regularly employed on other jobs.

Still others are operated on a full-time basis as the sole means of income of the owners.

A recent survey of small business enterprises showed numbers in excess of 400 for those devoted to the field of merchandising.

Among this number, many are operating on a shoestring.

Others, started with little money but with a great deal of effort, are thriving and have grown far beyond their modest starts.

Included in this category are grocery stores, variety and confectioneries, furniture and appliance outlets, seafood markets, restaurants, bakeries, and many others.

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NOT INCLUDED are the many service businesses such as beauty shops, barber shops, repair shops, shoe shine parlors, and others that do not depend on sales for profits.

Nor is the real estate business included in these figures, being a field of its own.

Also excluded from these figures is the giant enterprise, Parks Sausage Company, which alone racks up sales amounting to some $6 million annually.

The impact of small business on the community is pointed up with the fact that these businesses handle a total yearly sales volume in excess of $5 million.

• • •

TYPICAL OF the small business operator is Earl Rice, who owns a well - stocked grocery store at Lauretta and Warwick Avenues.

Mr. Rice worked at General Motors plant 3½ years. He later became a route salesman (wholesale) for Koester's Bakery.

His daily sales of bread and sweet goods to stores on his route opened his eyes to the importance and the potential of a business of one's own.

Diligently building savings for the day he could go into business for himself, Rice learned one day of a store for sale.

"I checked it out," Earl Rice said.

"Naturally, I wanted to know why the owner was selling out."

• • •

HIS INVESTIGATION included talks with people who were customers and former customers of the store.

He also obtained helpful information from other salesmen who serviced the store.

Owning the store for the past five years, Mr. Rice has doubled his volume of business since the time he took over.

"I have lots of good customers," he says now. "I offer credit when it is necessary."

Most of his customers are reliable and pay off their obligations.

"Naturally, I have lost some money through bad crediting — but that is part of the risk you take.

"Most of my business, however, is done by cash."

In the Blizzard of 1906, Western District Policewomen alone rescued 62 children (from seven families) from starvation and death by freezing. Among the group were three children whose feet were partially frozen.

• • •

When you help a fellow up a steep hill you get to the top yourself.

• • •

Macedonia Baptist Church, Lafayette and Fremont Aves., was established in 1874 and this year celebrates its 92nd birthday.

Rice added.

"I work harder and longer than I ever worked for someone else, but my business has been satisfying and profitable."

MANY OTHERS, like Earl Rice, earn a comfortable living from their enterprises.

All are quick to tell you it takes lots of effort, a good knowledge of business, a way with people, and the ability to stick to it.

Many hire outside help and contribute their share toward relieving unemployment.

Again, a large portion of business [illegible] lated within the community [illegible] and do

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Shippers find Baltimore has quite a way with general cargo. The Port's 81 general cargo piers, 64 berths for specialized cargo and nearly 6 million square feet of general storage space, give it some of the finest facilities on the Eastern Seaboad. Moreover, the port's labor force is rated the most stable on the coast. Add this to low stevedore rates, fast vessel turn-around, proximity to midwest markets and direct rail and loading facilities and you realize why more and more shippers are routing their cargo via.....

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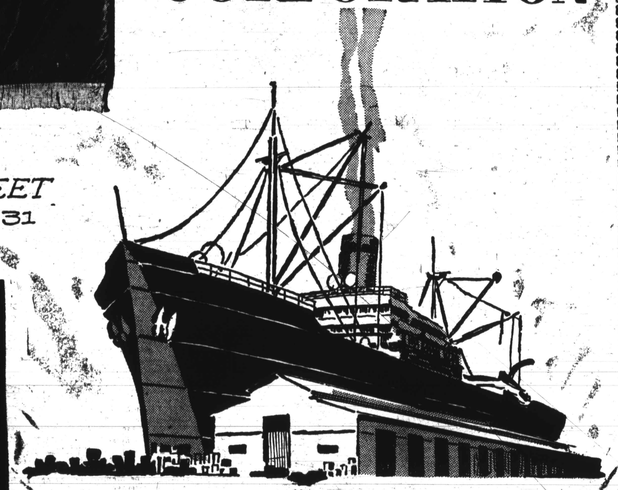

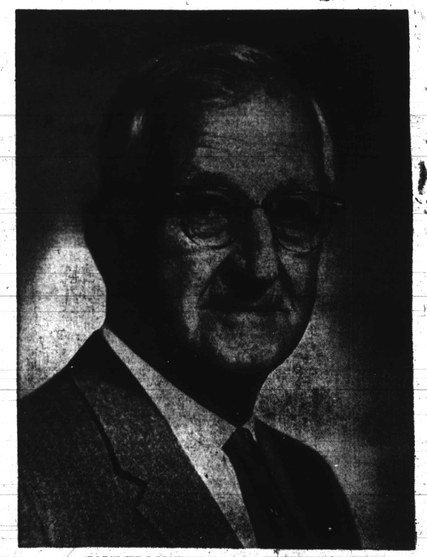

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By Capt. W. G. N. Rukert
of the Port of Baltimore

Over 60 years of my life has been intimately associated with what is to me the most fascinating section of Baltimore. . .the waterfront!

Fell's Point and Canton, the location of our firm's Jackson's and Brown's Terminals, Clinton Piers, 2100 South Clinton Street, Lazaretto Depot at the foot of Clinton Street. . . a 14-acre operation with two 600 ft. marginal docks capable of accommodating any deep sea vessel afloat.

The first warehouseman was "Joseph" Israel. Joseph, once sold into bondage, became the great overlord of Egypt. His great wisdom led him to forceful action to conserve the county's grain and food supplies. As general manager to Egypt's Pharaoh, he conceived the idea of centrally located storehouses. Thus came the first warehouse recorded in history. We can assume that these warehouses were of large proportions probably great tomb-like structures which served to protect the stores from the heat of the sun and the drenching rains.

LONGSHOREMEN:

Some warehouses at shipside combine the functions of stevedoring and storage; furnishing the labor to unload steamers and barges as well as storing the freight safely away in the warehouses. Most port workers of yesteryear were colored.

EARLY BALTIMORE:

The harbor of Baltimore in the early days was defined as the "Basen" Fell's Point and Canton. The Basen, a name with a slight change in spelling, describes the inner harbor and included the water west of a line drawn from Jones' Falls across to Federal Hill.

Calvert Street in 1728 was, the only outlet with a small wharf. Although the water then was quite shallow Jones Falls was navigable to the Present intersection of Saratoga and St. Paul Streets.

In 1736, the year after Baltimore town was founded William Fell an English ship's carpenter, took a neck of land between Harford Run and Harris Creek.

Fell built himself a house on what is now Lancaster street and opened a shipyard. That is how the name of Fell's Point originated. Other ship builders did likewise furnishing employment to people on the point.

William Fell died in 1746 and was buried in the family lot on Shakespeare Street behind his home.

Col. Edward Fell, William's son, laid out town on Fell's Point. He gave the streets good English names. Fell's Point did not become part of Baltimore town until 1781.

FASTEST SCHOONER

Fell's Point, historically and romantically, will always be identified with the "Baltimore Clipper" first appearing in naval history during the Revolutionary War. By 1800, it was popular with privateers, slavers and other requiring fast vessels. Baltimore craftsmen won world-wide renown for the fastest schooner afloat. It clipped all former records, hence the name Clipper.

The famous Frigate Constellation, at one time, one of the two leading ships in the American Navy, and now the tragic hulk died so at Pratt Street Pier was built at Fell's Point.

Fell's Point is the story of flour, coffee and tobacco, imports and exports that have made Baltimore one of the major ports of the world.

FAMILY FLOUR

Winter wheat of Maryland, Virginia and Pennsylvania made family flour. A strong flour that the warm climate did not ruin as was the case with wheat from the west.

Around 1850, Baltimore was considered one of the leading flour markets of the world.

Before the advent of the Civil War, Baltimore was the leading coffee port of the world. All of these return cargoes, were discharged, stored and delivered at Chase's Jackson's and Fell's wharves located at the tip of the Fell's Point peninsula. The Characteristic smell of the Baltimore waterfront in those days was coffee. Coffee made many of the merchant princes of Baltimore. These men owned their sailing craft. Their vessels brought coffee into Chase's Jackson's, and Fell's wharves. Return cargoes were flour, lard and pork to Brazil.

HORSE DRAWN CABLES

Coffee cargoes were [illegible] to a platform alongside the ship by horse drawn cables attached to windlasses aboard the vessel. From this platform, the coffee was carried on the backs of laborers to beam scales. After weighing, the coffee was moved to the warehouse door and hoisted on slings to the floor on which it was stored by block-and-fall. The ropes attached to these were drawn by horse. There were no push button operated elevators in those days.

SINCE 1896

Down Fell's Point way there are still in operation, warehouses built around 1800 up to Civil War area, refer to Bell's wharf, Brown's wharf, Jackson's wharf . . .and only recently was Chase's wharf demolished. Bond Street wharf came into being after the turn of the century.

ALEXANDER BROWN

Our own Brown's Wharf is also the story of an American businessman. Alexander Brown, who played his part in the history of this country, founded what is now the oldest banking house on the American continent. He is also the first known warehouseman on Fells' Point. It was located at the south end of Broadway—west on Thames Street, and occupied about four acres of waterfront.

Alexander Brown was a merchant-banker. A prototype in the new world of old-world merchant-bankers dating back centuries.

Due to the turbulent times prevalent then in Ireland and the fact he had an older brother, Stewart, who had emigrated to Baltimore along with a brother-in-law, around 1780, Alexander Brown came to America and to Baltimore, and began business as an importer of Irish linen.

FIRST

The first and oldest warehouse in the harbor is located on the Brown's wharf property. Built of brick; with Welsh roof tile, brought from England in his own sailing vessels, and virgin white pine, it still is in a perfect state of preservation.

SCOURGE OF SEAMEN

Lazaretto warehouses, located at Lazaretto point, directly opposite Fort McHenry on the same tip of land with the Lazaretto Lighthouse, was built in 1831. Lazaretto lighthouse marked the entrance to Baltimore harbor and was considered to those days to be a major aid to navigation

The Point derived it's name from the Lazarretto or Pest House where smallpox patients were housed. In 1801, the Maryland legislature authorized the construction of a Lazaretto for the confinement and treatment of sailors from the clipper ships who had contracted the dread decease. It was subsequently destroyed as obsolete under modern conditions.

It was here also that a Battery manned by Baltimoreans engaged the British in 1814 and inspired Francis Scott Key to compose our National Anthem. It has been said that upon his release from the British, Francis Scott Key came ashore in the vinimity of Lazaretto Point.