Custom Manufacturing Co.

Custom Manufacturing Company was founded by Mr. Archibald L. Nichols and, so far, has marketed such items as pen and pencil desk sets with zodiac signs and corner what-not stands. Mr. Nichols, a carpenter by trade, is justifiably proud that his son, Morris, age 19, is also actively involved in the business.

The business philosophy is one of "every item we make must be perfect." The Nicholses plan to display their products and bicentennial items during the Minority Trade Fair.

Equitable Life Assurance Society Of The United States

The Equitable Life Assurance Society of the United States is dedicated to Equality of Opportunity. Its philosophy and objectives go far beyond mere affirmative action programs. This is borne to light by its hiring practices and evidenced by the influential positions as well as numbers of minority persons associated with the chain of command managing functions. In addition, the Equitable Life Assurance in efforts to support black businesses, holds a good portion of premium dollars in black banks, invests in the Ebony, Essence and the Black Enterprise Magazines and mains a Mesbic (The Equitable Life Community Enterprises Corp.) which has invested $1,600,000 through May of 1971 and has available investment funds of $1,000,000 for black business opportunities.

Agency headquarters are housed in the Maryland National Bank Building, 10 Light Street, and satellite locations in Towson, Pikesville and Columbia, Maryland. The Equitable can handle your insurance needs, be they personal, small business or corporate. For details regarding career opportunities or financial planning or insurance in general, call 821-9000.

Henry James Company

Mr. Henry James has been in business for the past 20 years. He established the Henry James Company and through his hard work, he earned the respect and reputation of the community and put the company on a profitable and competitive footing. The company has been running efficiently and economically. It was the first of its kind to be owned and operated by a black man in the state of Maryland. In the past years, the company has handled all sorts of funeral supplies including a complete line of caskets.

Presently, the company is specializing in rental and sales of fountains, bars, folding chairs and tables, lawn furniture, coat racks. They guarantee prompt delivery and service. They are operating this business through a new location at 1727 Carswell Street, Baltimore, Maryland 21218.

Craig Optical

This optical company, located in the Medical Arts Building, Cathedral and Read Streets, was founded by Willie Craig in 1975. This company provides complete eyeglass service including examinations, filling prescriptions, repair services and laboratory facilities.

Mr. Craig is a graduate of CEBO's recordkeeping course and is a member of the Maryland Association for the Dispense Opticians. His experience includes employment with the Lee Optical Company, Van Dyke Vision Center and Universal Vision Center.

Roger's Toys

Roger's Toys presently owned and operated by Ceclephus Eason was opened in February, 1968. Located on the main floor of Mondawmin Mall, one can find a variety of toys, pets, pet supplies, arts and crafts and hobbies.

If you are a tropical fish lover and have dreamed of one day owning your aquarium, Roger's Toys is the place to call. Rogers will install your fish tank and supply you with the right kind of tropical fish.

For delivery on any store item call:

669-4288

Monday thru Saturday
10:00 a.m. to 9:00 p.m.

Milton A. Dugger, Jr. Representing New York Life Insurance Company

Milton A. Dugger Jr., a former Baltimore school teacher, is your "people" insurance representative for New York Life Insurance Company, where he has been a field underwriter for over three years.

For individuals and families, Mr. Dugger offers personal life insurance plans (whole life, straight life or ordinary life insurance), limited payment life insurance with 10, 15, 20 or 30 year payment plans. Also offered are health insurance plans, income protection, mortgage protection, pension plans, tax shelter annuities, individual retirement annuities (IRAs) and flexible premium retirement annuities for the person who "can't get insurance."

Mr. Dugger tailors the following insurance plans to a business' size and needs: HR-10 (Keogh) Plan; group life, health, loss of time and dental coverage; pension trusts, deposit administration group annuities, key employees insurance and split-dollar or corporate-owned insurance.

Bay College Of Maryland

Bay College of Maryland has a unique history of growth and development. It was incorporated in 1967 as Baltimore Junior College. In 1971, the college officially changed its name to Bay College of Maryland, and in the same year was authorized to confer associate in arts degrees. Student enrollment has grown from 60 in 1969 to more than 1,000. From a few initial programs, the college now offers over 25 programs in six major fields. Bay College is a co-educational, approved, nonprofit, degree-granting private college which is operated for public benefit. Occupational and college transfer courses are offered.

Emphasis is placed upon the student's personal responsibility to make wise and constructive use of the possibilities that are available to him. Members of the teaching faculty, counselors and administrators are anxious to assist in formulating realistic plans for students to attain their educational objectives. As the "College with a conscience," Bay College believes in providing opportunities for all — regardless of their financial or educational backgrounds.

Brown Business Machines

William E. Brown was trained in the Army on repairing electronic machines; he received additional experience working as an office machine repairman with the 1st National Bank. In January of 1971, Mr. Brown started Brown Business Machines working from his home. During the day he would solicit business and at night he would repair any machines received for delivery the next day. With a small loan in May of 1971 from the Small Business Administration, he was able to rent a space at 1272 North Avenue, purchase equipment for repairing machines and three (3) typewriters and two (2) calculators. From there, he moved to 117 E. 25th Street. There he was joined by Mrs. Brown to take care of the clerical duties.

Eventually, they were able to move to their present location at 222 N. Liberty. Additional stock was added and 2 employees. Brown Business Machines now offer the following services:

(1) Sell new and reconditioned office machines
(2) Repair machines
(3) Rent machines
(4) Sell stationery supplies.

Southern Life Insurance Company

The Southern Life Insurance Company is one of the oldest black businesses currently operating in Maryland. Established in 1906, under the leadership of the late Dr. Willard W. Allen, it has grown into one of the best known companies in the state. It presently has assets of nearly $1,500,000. The present administrators are Owen Wilson, president and Milton E. Branch Jr., executive vice president.

Margarets' Music Land, Inc.

This business, the Margarets' Music Land, Inc., is a corporation owned exclusively by Mr. David Bass and his wife, Mrs. Margaret Bass. It has been in operation since 1972 and is presently making plans to increase its services. This place of business is located in the Mondawmin Shopping Mall.

Margarets' Music Land, Inc. serves the community in several capacities. Its primary service is that of lesson instructions to musicians, students, parents and others interested in learning to play instruments. The company also sells musical instruments, stereos, radios, music accessories, music sheets and keyboard units. The music store is open daily and on Sundays to serve the customers.

G & M Oil Company

The G & M Oil Company has been established in the community since 1963, as a father-son partnership operation (James & Rudolph Gustus).

Due to space requirements, the business moved its operations from 2100 Pennsylvania Avenue, to its present location (1549 Warwick Avenue), where the company is enjoying rapid growth potential.

The business, which functions as a servicing oil company, has acquired some 5,000 serviceable accounts, to date, since its inception.

The two gentlemen managing this operation have proven to be knowledgeable individuals in the oil business. They are both educated individuals who have experienced much success throughout the years.

A & R Home Improvement Company

Located at 5415 Jonquil Avenue
Tel. No. 542-7703

Mr. Alexander Ryce started his own home improvement company in 1970. He personally has had twelve (12) years experience, specializing in home repairs, such as club cellars, recreation rooms and new kitchen installation.

A and R Home Improvement Company is participating in Baltimore City's rehabilitation program. Mr. Ryce stands by to give you efficient, prompt and courteous service in all areas of home repairs.

Hezekiah Welding And Repair Service

225 N. Warwick Avenue
Tel. No. 362-4145

Hezekiah Welding and Repair Service was started in 1974. Prior to starting his own company, Mr. Hezekiah Daniels had twenty-one (21) years experience in welding for several large Baltimore based companies, such as Arundel Corporation and Superior Stone. Mr. Daniels also performed work for Bethlehem Steel Company.

Hezekiah Welding specializes in iron steps, iron porch and roof, etc., also security guards and grills for windows and doors. In addition to this, please feel confident to call Hezekiah Welding for specialty welding of all kinds. Mr. Daniels' in-depth experience includes specialty welding, large or small.

Black Odyssey Modelling And Fine Arts Studio

William Allen, 24 years of age, is president and owner of the Black Odyssey Modeling and Fine Arts Studio, which he began just one year ago. Located at 2539 St. Paul Street, Black Odyssey offers a full range of modeling courses, self-improvement courses, creative writing, acting and fashion illustration lessons. Payment plans are modest and flexible, and Black Odyssey features series of mini-courses, all of which are guaranteed to make you look better and improve your poise, charm and confidence.

Meldick Services

Meldick Services is a catering management service which was founded in 1974. Its two founders, Col. Melvin Ormes (ret.) and Col. Richard Scholsberg (ret.) have in excess of two decades' experience gained through their service in the military, and their initial contract was to provide food service to the National Security Administration located at Fort Meade, Maryland. Their operation is continuously expanding and their assets include a gourmet cheese and wine shop in Philadelphia, Pennsylvania.

This company was originally assisted by Baltimore CEBO to obtain working capital and is continuously being assisted by CEBO in obtaining additional contracts.

Young's Family Produce, Inc.

The president of this family-owned operation is Mr. Irvin L. Young, assisted by his wife and eight (8) children. Mr. Young first began the operation by selling fruit and produce from a truck parked at the side of the road, and his operation grew to the point where he now serves the Gwynn Oak area from a permanent facility that sells fresh produce, vegetables, fish and some smoke meat products.

This organization has been assisted by Baltimore CEBO in obtaining loans for the purchase of its present facility and for expansion.

Office Of Minority Business Enterprise

The state of Maryland has established an Office of Minority Business Enterprise (OMBE) as a part of the Department of Economic and Community Development. If the business you operate (or plan to establish) provides goods and services to state and local governments, or to other public agencies, you are encouraged to contact the Maryland OMBE.

Your business will be included in a state-wide OMBE directory, and you will receive information on a regular basis about opportunities for selling your goods or services through state contracts. In addition, the Maryland OMBE will provide technical assistance in estimating and bidding for contracts and management assistance and training.

The Black Business Directory

The Black Business Directory was started in 1970 by Cleveland C. Washington and Talbert Gwynn. It is an annual publication listing black businesses who wish to participate along with ads from the total Baltimore business community. This publication reports a greater balance of minority and majority advertisers than any other media in the area.

Circulating 100,000 copies, The Baltimore Black Business Directory effectively reaches the black consumer with messages from over 500 businesses representing products, services, careers and many community causes.

Flashguard Of Maryland, Inc.

Established in 1972, Flashguard of Maryland is the state distributor for Flashguard products. In addition to having a booth display during the Minority Trade Fair, Flashguard will have a mobile unit, located on the Mondawmin Shopping Center parking lot, which features a crime prevention show for the public. Some of the key features of this show are a wireless security system specifically designed for residential use which they call the "burglar alarm for those with a modest budget." In addition, the show will spotlight smoke detection equipment, especially one model which does not require housepower and a display of locks tailored to your home or business needs. This show is of special interest to business persons, homeowners and apartment dwellers alike because it features tips on home protection, illustrates the advantages and disadvantages of nine styles of security systems.

Travis Winkey Models Studio

The idea of a Travis Winkey Models Studio was first conceived through choreography and dance performances by Travis Winkey; and, after much dedication and hard work, he opened his studio in 1972. Since that time, the studio has presented three annual graduations, directed three state-wide beauty pageants, sponsored the two winners (male and female) of the studio Model of the Year Contest and broke attendance records for fashion shows in the state of Maryland. Travis Winkey has had two students to tape commercials for the National Brewing Company, and his studio is the first in Maryland to be awarded a Satorial Award in Fashions.

Enthusiastic response to the Travis Winkey Models from communities within the city resulted in the existence of a professional modeling troupe, "The Fashion Beat."

Earring John's

Earring John's is a costume jewelry operation owned and operated by Mr. John Anderson and his wife, Agnes. Located at 224 West Fayette Street (two doors from Trailways), this enterprise draws from all over the city, principally due to the extensive merchandise offering which includes leather goods, posters and a wide assortment of trinkets and other mod ornaments.

If you are looking for something that's "in" and unusual, or just usual, pay a visit to Earring John's — They have what it takes to fit your moon or mood.

Telephone No. 539-8278

Proclamation

BY

MAYOR WILLIAM DONALD SCHAEFER

DESIGNATING FEBRUARY 22-28, 1976

AS

"MINORITY TRADE FAIR WEEK" IN BALTIMORE

WHEREAS, the Seventh Annual Minority Trade Fair of Baltimore is being held at Mondawmin Hall during the week of February 22, 1976; and

WHEREAS, this annual event, organized and supported by the Baltimore Council for Equal Business Opportunity and the AFRO-American Newspapers, in conjunction with the Mondawmin Merchants' Association, performs a very real service to the people of our City; and

WHEREAS, over the years that this Trade Fair has been held, it has become an event of major importance, both in allowing minority businesses to gain public notice, and in providing outstanding examples for those hoping to start new minority businesses; and

WHEREAS, in addition, the Minority Trade Fair has performed a vital educational function, particularly in encouraging Baltimore's young people.

NOW, THEREFORE, I, WILLIAM DONALD SCHAEFER, MAYOR OF THE CITY OF BALTIMORE, do hereby proclaim February 22-28, 1976, as "MINORITY TRADE FAIR WEEK" IN BALTIMORE, and I do urge all Baltimoreans to visit the Fair during this week, so that they may gain a wider appreciation of the great progress being made in our City's many fine minority businesses.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Great Seal of the City of Baltimore to be affixed this eighteenth day of February, in the year of our Lord, one thousand nine hundred and seventy-six.

William Donald Schaefer
Mayor

Mt. Winans West Shopping Center & Residential Development

Gilman and Associates, headed by Mr. Steve Gilman, are builders currently participating in the development of an area in the Mt. Winans section of Baltimore at the corner of Hollins Ferry Road and Paca Street. An experienced builder, Mr. Gilman, will be constructing 180 townhouse units for residential occupancy and, in addition, it is envisioned that this development will also include an 11,000 square foot shopping center.

The Baltimore Council for Equal Business Opportunity is working with Mr. Gilman in locating interested businessmen and businesswomen for the shopping center, officially to be known as the Mt. Winans West Shopping Center. It is planned that the shopping center will contain a grocery operation, a laundromat, a barber shop, a beauty salon and a fast food operation. The cooperation between Gilman and Associates as the builder, CEBO, the Department of Housing and Community Development, and the people of Mt. Winans themselves will produce a new and modern shopping facility to enhance the area of Baltimore for its present residents and those in the future.

Constant Care Community

The Constant Care Health Center, Inc., originally established in 1967, provides a wide range of comprehensive health services to residents of northwest Baltimore. It is a private, non-profit organization which is partially funded by the Department of Health, Education and Welfare. Although it has other satellite offices, the center is located at 907 Edmondson Avenue.

Services include complete diagnostic, preventative and rehabilitative treatment and care. The center's Health Maintenance Organization (HMO) provides preventive health care to Medicaid recipients, free of cost. Representatives are available to discuss the program at 523-6900, extension 77.

Record Shop

Lawrence Lee, a former interior decorator, opened his first Storyville Record Shop, at 2431 Reisterstown Road, in 1966. In the beginning, he had only one employee — himself. Since that time, his business has grown considerably. In 1974, he opened a branch operation at Tommy Tucker's Variety store in the Edmondson Village Shopping Center; and, in 1975, he expanded to his newest location, 2030 West Pratt Street.

Storyville Record Shop offers a full line of records, stereo and quadraphonic equipment, accessories, mod jewelry, psychedelic lights and sound equipment.

Sewing School Industrial

The Industrial Sewing School was established by its founder and administrator, Mrs. Jacqueline Britton, in 1959. Since that time, the school enrollment has increased considerably, winning approval from the Department of Education and the Veterans Administration.

The school, presently operating at 1836 West North Avenue, has been contracting its services to the various correctional institutions and health facilities, providing employment for several handicapped students.

Mrs. Britton has won several awards for her outstanding community services and dedication to her business operation.

King Memorial Park, Inc.

A Black, Locally owned Enterprise
Dogwood Road and Old Court Road, Box 371

King Memorial Park, named after the slain civil rights leader, is located on Old Court Road near Woodstock, Maryland. It is the largest all black cemetery in the Baltimore area. It has been in operation since 1973 serving the black community in Baltimore.

In May of 1976, there will be a grand opening of the park. The Reverend Martin Luther King Sr. will be in attendance to dedicate the park in his son's name.

N&W Concrete Floors, Inc.

This corporation is located at 2301 N. Monroe Street and its president is James Lyles. Beginning as a small concrete company doing small jobs in and around Baltimore it began in 1966. Employment at that time included the owner and five (5) employees. Lack of the ability to secure bonding for larger jobs and the need for operating capital made the progress of this very enterprising businessman very slow. Mr. Lyles became a member of Baltimore Association of Minority Contractors, sponsored by CEBO, in 1969. The areas of concern were improved for him (Mr. Lyles and others) through joint efforts.

At present, the N and W Concrete Floors, Inc. has steadily improved. Securing contracts with the large major contractors, he has placed all of the concrete work in the USF and G Bldg. — State Office Bldg. — Garnatz Bldg., to name a few. Employment has increased from the original six (6) persons to approximately seventy-five (75) persons including office help. Gross sales has moved from approximately thirty eight thousand dollars and no cent ($38,000.00) to one million dollars ($1,000,000.00).

N and W Concrete has improved its office at 2301 N. Monroe Street and is ready to perform in the two to five million dollar category. We are justly proud of N and W Concrete Floors.

Robert Clay, Inc.

Robert Clay, 30 years of age, is president of his own firm, Robert Clay, Inc., a contracting firm specializing in land development and removal. Mr. Clay took the business over from his father, for whom he had worked since age 13. At that time, his father had only one truck and one tractor. Today, Robert Clay has fourteen pieces of heavy equipment for earth removal and grading, five dump trucks and six pick-up trucks. He now has 30 employees.

Mr. Clay is currently rehabilitating an entire city block in Laurel, Maryland, known as Clay's Lane. These houses had previously been condemned. Now, several of the completed units are occupied. In addition to the Laurel project and running his business, Mr. Clay is deeply involved in the Minority Contractors Association of Baltimore and serves as vice chairman of its Regional Council. "Minority contractors get less than one per cent of the funds the state allocates for construction jobs. We want to see that minority contractors get a piece of that big pie," say Robert Clay.

Jenkins Air Conditioning

3527 Deltrey Avenue
Tel. No. 367-8636

Jenkins Air Conditioning was started in April, 1973. Mr. Jenkins took in Mr. Donnie Fleming and Mr. Clayton Pinkney as equal partners. Mr. Jenkins has twenty (20) years experience in air conditioning and heating servicing. Mr. Fleming and Mr. Pinkney have five years experience each, giving them a combined total of thirty (30) years experience.

Jenkins Air Conditioning invites residents of Baltimore City to please call them for new air conditioning, service and repairs for home and commercial air conditioning and refrigeration. They also specialize in installation or servicing of heating systems. No job is too small or too large.

Baltimore Urban League

The Baltimore Urban League seeks to improve race relations and strives to enable blacks and other minorities to cultivate and exercise their full human potential by eliminating racial inequities. To achieve these goals, the league conducts programs in education, employment, housing, health, consumerism, social welfare, economic development and public information.

In its efforts to strengthen the growth and development of individuals and families, the league conducts in-depth research to identify the social welfare needs of the community. The league intervenes at all points where the social and economic interests of blacks and other minorities are at stake. As a result of Urban League intervention, members of the minority community are trained to institute changes in the status quo and to challenge the major sources of power to help bring about positive and rewarding changes in the system.

Plato Systems

Plato Systems, Inc., managed and directed by Reginald W. Harvey, was formed in 1969, to provide high level services to Government, Industry and the Small Business Community.

The letters in the company's name outline the range of services provided to their clients.

Program Management
Language code and development for computers and operational manuals
Analyses and assessments
Technical communications
Output oriented

The company operates to provide its clients with services tailored to their needs and desires. Plato Systems' work is to design and develop specific solutions for specific problems, offering satisfactory results to the clients in the areas of computer services, graphic arts, technical communications and education and training in key punching and computer processing.

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Lawrence Lee,
Owner

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THE LEADING CLOTHIERS FOR MEN AND WOMEN SINCE 1850 WISH THE MINORITY TRADE FAIR MUCH SUCCESS!

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EAST LOMBARD STREET'S ONLY BLACK BUSINESSMAN SALUTES THE SEVENTH ANNUAL MINORITY TRADE FAIR
FOR THREE YEARS SPECIALIZING IN POULTRY, SMOKED MEATS, GROCERIES, AND FREEZER PACKS. WE ARE HOPEFUL OF EXPANDING IN THE NEXT YEAR TO INCLUDE A RAW BAR AND CARRYOUT ..... STAY TUNED FOR OUR FUTURE ATTRACTIONS. 732-7710

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Liberty Plaza Shopping Center
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Extra Friday Evening Hours At All Offices
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Member FDIC

Baltimore Federal Salutes the Minority Trade Fair!
We at Baltimore Federal encourage and support the efforts of CEBO to develop greater opportunities for minority firms in the Baltimore area!
We know that the success of minority business is vitally important if Baltimore is to remain a viable, strong, growing city
Another way Baltimore Federal supports the growth of Baltimore is through the Dedicated Dollar Program. This unique program is our pledge to use your new savings dollars for mortgage and home improvement loans in the neighborhoods you designate. In this way, your savings dollars will have a direct influence in the areas you choose by stimulating neighborhood pride and home ownership. Find out more about Dedicated Dollar from any Baltimore Federal office, and then "Help Baltimore Federal Help Baltimore Grow!"
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Savings & Loan Association
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Carney Village Shopping Center / 668-1234
Columbia, 2440 Columbia Mall / 730-9111
Eastpoint Mall / 282-5000
Frederick, Frederick Towne Mall / 662-6186
Hagerstown, The Valley Mall / 582-3840
Reisterstown, 107 Main Street / 833-5581
Reisterstown Road Plaza / 358-1000
Security Square Mall / 944-8282
Olde Severna Park Village Center / 647-3100
Towson, 7 Allegheny Avenue / 825-1900
Westminster, 6 East Main Street / 848-3400
Yorktowne Plaza Shopping Center / 666-7800
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