CONDUCTING RESEARCH — Dr. Benny Cathey is going fishing with his earthworms — fishing for answers. The biology professor at Xavier University of Louisiana in New Orleans is conducting research to determine the effects of various insecticides on earthworms. Dr. Cathey's research is sponsored by the National Institute of Health's Division of Research Resources.

WASHINGTON — The federal-state public employment service system made about 4.4 million nonagricultural job placements during the 1975 fiscal year, according to the annual report of the U.S. Department of Labor.

YOUNG BLACKS CAN FIND GOOD JOBS IN THE

COAST GUARD

The Coast Guard...good work helping others while you help yourself.

Help Us Spread The Word.

95 AQUAHART RD. SUITE 218
BEHIND HARUNDALE MALL

768-5454

Car dealers steering to success

CHICAGO — After a slow start during the 1960s, minority car dealerships are now realizing success following Detroit's discovery that such dealerships thrive better in the suburbs and small towns.

Six years ago, there were only 10 black dealers among the more than 27,000 showroom owners in the nation. Today there are about 80; General Motors has 28, Chrysler Corporation, 24, and Ford Motor Company, 19.

Most of these dealerships have developed over the last three years as a result of an intense recruitment effort by the automobile makers.

The car manufacturers also have dozens of minority recruits preparing to take over dealerships through their training programs.

—

Albert Frank, in charge of minority dealer development for Ford, said the emphasis on training and higher qualifications standards are producing better results.

"We made a lot of mistakes that we have learned from. For example, we proceeded at first under the naive belief that we should put a black person in a black area because he knows the people and they will trade with him.

"We've found it to be the exact opposite. So now we don't place them in the city, and we are not having much trouble placing them in the suburbs and small towns when dealerships become available," he said.

"We've lost 15 black dealers since 1967, some we lost twice, but we now have 19, adding on 12 during 1975," said Frank.

—

The campaign to establish minority dealerships came out of the 1967 riots in Detroit and then from an effort by the Nixon administration under its minority capitalism program.

Early efforts by Detroit to get minority dealers were hurried and ill-planned.

Some early minority dealers were former professional athletes, others had little business experience and some were placed in dealerships in inner city areas which had failed under white management.

During the early 1970s, the automobile makers began to take steps to correct their mistakes. Only those prospective dealers having sizable down payments and prior business or professional experience were chosen. Also, the manufacturers stopped locating dealerships in inner cities, shifting their dealerships to the suburbs and small towns.

Sam Johnson, a Lincoln - Mercury dealer in East St. Louis, Ill. for the past three years, has realized success, although he describes his location as "one of the poorest, most depressed areas in the country."

Despite the gasoline shortage and the recession, Johnson said, "We made money from day one, and had only one bad month since. How did I do it? I had taken every penny I made the previous 10 years to put in that business. I had to make it work . . ."

—

Raleigh Grice Jr., is preparing to set up a Cadillac - Oldsmobile dealership in Fairfield, Ohio. Recently he moved his family from Chicago to oversee the construction of the dealership.

His dealership will be located in a predominantly white area. While he plans to solicit black customers from the city he expects a large part of his trade to be with white customers.

"I've waited a long time, I've put a lot into it, working with different dealers, training in Detroit and learning about all aspects of the business," he said.

One of the most successful black dealers in the nation is Richard D. Gidron, a Cadillac dealer in the Bronx. Gidron has owned his business for three and a half years and grossed more than $11 million last year. Most of his customers are white, he said.

But there are examples of dealers who failed. Roy Hanks, a former Pontiac dealer in Richmond, Calif. was one of General Motor's first black trainees.

Some of it was racial, plus I was so young, only 36 at the time. In a way I have to blame myself, too. I was in a hurry to get a dealership and get to work, but I didn't know what I was getting into," Hanks said.

Hanks opened the dealership in 1969, but closed down two years later.

Gordon Wright was the first black Ford dealer in Los Angeles in 1967. He now works for a used car company and is in debt for $100,000 after his franchise folded in 1972. He blames the failure on the "impossible location" Ford gave him.

Agency honors 4 aides

WASHINGTON — Among those honored as regional volunteers of the year by the Joint Action in Community Service, Inc., (JACS) at its recent awards luncheon here, were: Mable Louise Harris of Arlington, Texas; Emerson L. Foster, Indianapolis, Ind.; Gerald H. Jones, Washington, and Norvell Simpson, Colorado Springs, Colo.

Mable Louise Harris, is the mother of two young sons and a senior in political science at the University of Texas in Arlington. She became a JACS advisor in 1974 when a work-study student. She has assisted 383 corpsmen and recruited 10 other volunteers.

Emerson L. Foster, is an organic chemist with the U.S. Veterans Administration Hospital in Indianapolis. He has helped more than 700 Job Corpsmen returning to the inner city and has recruited 16 JACS volunteers.

Gerald H. Jones, a graduate of the Mountainair Job Corps Center in New Mexico in 1967, has assisted 766 Corpsmen, recruited 133 other volunteers during five years of intermittent JACS service as a volunteer and employee. One of 17 children, Jones was born and raised in White Castle, La. He presently lives in Washington.

Norvell Simpson is a community leader in Colorado Springs, Colo. He has assisted 120 Corpsmen.

WILLIAM C. JASON LIBRARY LEARNING CENTER DELAWARE STATE COLLEGE

WILLIAM C. JASON LIBRARY-LEARNING CENTER DELAWARE STATE COLLEGE

DR. LUNA I. MISHOE, PRESIDENT

Mobile Unit "MOTEL"

INTERIOR — WILLIAM C. JASON LIBRARY-LEARNING CENTER 1975-76

". . . the true academic image of an institution of higher education is determined by its faculty, its students, its facilities, and its programs.

. . . situated in the quietude of this beautiful and progressive state, slightly isolated from the complexities and temptations of the great eastern megalopolis, with time, faculty, and facilities, and the intellectual atmosphere is ideal for the highest level of academic excellence.

. . . we want an intellectual revolution which points and directs our education toward human values above all others."

INTELLECTUAL HUB

DELAWARE STATE COLLEGE

DOVER, DELAWARE

FBI opens career doors for additional minorities

WASHINGTON — Since the 1920s, young people have dreamed of being agents for the Federal Bureau of Investigation. For a long time, only men, especially white men, could realize that eam.

However, with the increasing scrutiny of once-sacrosanct agency policies, the agency has apparently decided blacks, women and others should have the opportunity to be FBI agents.

A bureau spokesman lamented recently, "We still have more applications than vacancies. But most of the applicants are white males," he added.

"We would like to get more applications from women and minorities," said the spokesman.

—

Right now, of a total force of 8,000 special agents, 109 are black, including the first black woman, just hired in February. There were 73 black agents in 1972, the agency reported.

Women agents now number 47, 4 years after the agency finally began to hire them as agents.

Last year the FBI eased the way for more women agents by eliminating a height requirement of five feet, seven inches for all agents.

Each agent must have either a degree in law or accounting, or four years of college and three additional years of investigative or administrative experience.

—

However, positions as agents aren't the only ones the FBI has to offer. Careers in the clerical and technical field range from clerks and stenographers to fingerprint examiners, laboratory technicians and computer programmers and analysts.

Starting salaries for a fingerprint examiner, for example, would range between $7,000 and $11,000, with possible maximum earnings of $25,200 per year.

Entering salaries for computer programmers and analysts could range between $8,925 and $22,906 per year, depending on experience and qualifications.

—

Working at the FBI might be likened to joining a second family. The agency likes to take in employes young, train them and then see them progress through the ranks.

One agency document boasts that over one-third of the employes have been there more than 10 years.

In the clerical-technical field, the FBI will take applicants as young as 16 years old, as long as they are high school graduates and are "able to pass a written spelling test and a rigid investigation of loyalty, reputation and character."

Once the employe arrives, he or she is taken under the FBI's wing. There's a housing referral service and persons appointed as clerks, stenographers or typists can get their transportation costs to Washington reimbursed.

For those employes who haven't finished college, the agency encourages part-time study during non-working hours. " . . . every effort is made to assign employes to positions which will assist them in taking advantage of further education," says an agency brochure.

The positions where one can start with little or no experience are clerk (GS Level 2) and clerk-typists (GS 3).

Persons who want to be GS-3 fingerprint examiners have to start out as clerks, from which position they can be selected for training and advancement.

Clerk-typists can take agency conducted shorthand courses in order to qualify as clerk-stenographers (GS-4).

More technical entry-level positions are also available such as translators, where the salary level depends on the number of languages spoken; laboratory photographers, who should have three years of experience and radio maintenance technicians.

These technicians have to keep the FBI's far-flung mobile radio communications network. They should be willing to travel anywhere in the U.S. and Puerto Rico.

—

Those with scientific backgrounds can find work in the FBI laboratory as assistants to the physicists and other scientific examiners who work there.

Probably the most lucrative non-agent jobs are for those with background in computer technology.

Programmers are responsible for processing data and producing reports from the FBI's massive files, while systems analysts analyze problems and develop solutions. A four-year degree in either computer science, mathematics or a physical science is a minimum requirement.

EARN ADDITIONAL INCOME "YOUR SEX"

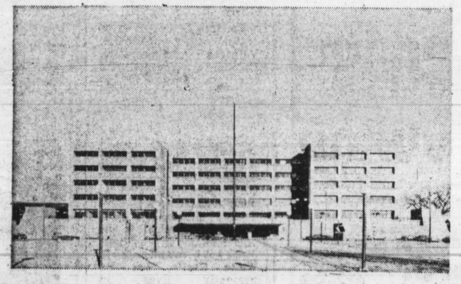
doesn't matter in the Army Reserve. If you are 18-34, interested in earning an additional income, starting a new career. Get the most for the least with the Army Reserve. You name the career and the Army Reserve has it, such as: Military Police, Field Radio Repair, Communications Repair, Correctional Specialist and many more. For Information, Call Mr. Everett or Mr. Poe at: (301) 948-5717/5728, or write, ARMY RESERVE OPPORTUNITIES, Gaithersburg USAR Center, 8510 Snouffers School Road, Gaithersburg, Maryland 20760.

Howard University HOSPITAL

—A TEACHING FACILITY FOR

THE CENTER FOR THE HEALTH SCIENCES

MEDICAL TECHNOLOGY
PHYSICAL THERAPY
OCCUPATIONAL THERAPY
RADIOLOGICAL TECHNOLOGY
RADIATION THERAPY
MEDICAL DIETETICS
PHYSICIAN'S ASSISTANT PROGRAM
PHARMACY RESIDENCY
HOSPITAL ADMINISTRATION
RESIDENCY, INTERNSHIP
AND CLERKSHIP
CLINICAL RESIDENCY, INTERNSHIP, AND EXTERNSHIP
MEDICAL STUDENTS
NURSING STUDENTS
PRACTICAL NURSING STUDENTS



Telephone: 745-6100
2041 GEORGIA AVENUE, NORTHWEST
WASHINGTON, D.C. 20060