BUSINESS/REAL ESTATE

This week's financial section produced by P.E. Badham

Purchasing council awards businesses for minority support

The Greater Baltimore Minority Purchasing Council held its Fifth Annual Awards Luncheon Oct. 7 at the Sparrows Point Country Club.

Various corporations and members of the business community were recognized for their outstanding service and dedication to the minority business community.

A non-profit organization, GBMPC was formed in 1976 to encourage and provide assistance to major corporations in their efforts to locate and utilize minority-owned businesses as a source of supply.

It is one of 47 regional affiliates of the National Minority Supplier Development Council (NMPC) which has offices in New York City and Washington, D.C.

A minority-owned business as defined by the GBMPC is a company of which more than 50 percent of the shares of partnership interests are owned by blacks, Spanish surnamed, American Orientals, American Indians, American Eskimos and American Aleuts.

The GBMPC provides educational programs for corporate purchasing personnel and for minority business owners. Through the buyer orientation program corporate people receive guidance in implementing their corporation's minority purchasing program.

Robert E. Blount, executive director of GBMPC, stated, "We wouldn't exist without the help of these corporations. If they didn't use our program, we wouldn't be very effective."

Awardees included Paula Collins, a staff member at GBMPC who is leaving her position to operate full time, her school transportation service.

Also awarded for their involvement in minority purchasing were John Ziercher, Exxon Company; Robert Shultz, Miles, Wilmer, Barton Company; Joseph Schaub, Westinghouse electric George Farmer,

Robert Blount

National Can Company and Eugene McLaughlin, Amoco Oil Company.

Black-owned WITH tries new format

When the black-owned firm, Broadcast Enterprises National purchased WITH-AM radio in Baltimore, the question was raised "will the local format go black?"

Well, the answer to that question is "yes" and "no."

WITH-AM originally carried an oldies format and played tunes from the '40s and '50s when it was owned by Reeves Telecom which sold both the AM and FM stations to Scripps-Howard Broadcasting Company. Scripps-Howard later sold the AM side to BEN and the acquisition took place last April.

Now the station airs a middle-of-the-road (MOR) format that includes conservative and popular music with a touch of oldies from the '50s. The latest playlist for the station which was purchased for $750,000, includes both black and white artists such as George Benson, Gloria Newton-John, Diana Ross, The Doobie Brothers, Donna Summer and Kenny Rogers, to name a few.

According to Henry Bruce, assistant to the general manager, "Our programming is aimed at black but not exclusively."

He pointed out that market studies were conducted before the actual purchase was made and research showed that there was "not enough room for another Black format station."

Bruce states while there be may be possibilities of the format changing in the future, he did not think a black format would be used.

"We have a chance to get a bigger audience with the middle of the road music," he said.

General Manager Ed Graham states, "We hope to reach the mix that exists in the city. Whatever that is we'll go for it."

But then he pointed out, "The old way of thinking that there is black music and white music is not necessarily true anymore. People don't care about the color anymore if they like a song."

"It would be easy to have a black or white format but you cut the availability of your audience in half."

Graham also added that the station will place its emphasis on activities in the city especially in its news area.

WITH is one of eight radio stations owned by BEN, which was formed by its current president, Ragan Henry in 1974. Those stations include WPDQ-AM and WJNJ-FM in Jacksonville, Fla., WAGK-AM in Atlanta, WOW-AM in Charlotte, N.C., WTAN-FM and WKOF-FM in Clearwater/Tampa, Fla., WGIN-AM in Cincinnati, Ohio and WOKV-FM in Hamilton, Ohio.

In addition, BEN owns a television station, WBRC Channel 10, a CBS affiliate in Rochester, N.Y.

Governor transfers job training program

Gov. Harry Hughes has transferred the Maryland Industrial Training Program (MITP) from the state Department of Education to the Department of Economic and Community Development (DECD). The governor signed the executive order for the reorganization Sept. 25.

The MITP was established in 1968 and since 1969 has been administered by the Division of Vocational-Technical Education of the Department of Education.

On April 22 the DECD Advisory Commission passed a resolution recommending the reorganization, noting that the program consists of short-term training designed primarily to meet specific needs of particular businesses, and thus an economic development tool rather than an educational process.

The commission pointed out the program has proven to be an important incentive to the relocation of new industry and the expansion of resident industry in Maryland.

Under the reorganization order the MITP will fall under the administrative, operational and budgetary control of the DECD's Office of Business Liaison (OBLE). The four-person agency is currently housed at the Catonsville College.

There are immediate plans for the MITP staff to join with the OBL staff in Annapolis.

"This reorganization will contribute significantly to the department's goal of 'one-stop' service to business and industry, thus increasing our competitive edge for new and expanding firms," DECD secretary, James O. Roberson said.

"It is also indicative of the direct and active concern within the executive branch of government for providing this department with the best possible tools to maintain the momentum of the state's economic development," he added.

Chessie System plans move to Richmond

The nation's newest rail system, formed by the recent merger of the Chessie System and Seaboard Coast Lines, will be headquartered in Richmond.

Dalton said the choice of Richmond as headquarters for the new rail system, called CSX Corp., "is an endorsement of Virginia's business climate.

"Virginia thus becomes the hub of the wheel of the nation's largest rail system, stretching from Canada to the tip of Florida," said Dalton, noting that CSX will serve almost half the nation's population and 22 of the 48 contiguous states.

The Interstate Commerce Commission approved the merger last week.

Seaboard Chairman Prime Osborn and Hays Watkins, chairman of the Chessie System, said the CSX headquarters will employ 50 persons and will temporarily be located in the Seaboard building until building plans are approved.

All of the non-rail activities of the CSX Corp., including real estate, oil, gas and publishing, will be controlled from the Richmond headquarters, Osborn said.

One of the major reasons Richmond was chosen was because "the voice of business is heard and listened to" in Virginia, Osborn said.

Dalton said he believes the merger and the choice of Richmond as headquarters for the CSX Corp. will help solve the coal-loading logjam in Hampton Roads.

"I think you'll see improved transportation," the governor said. "You're seeing things picking up right along there."

NAC now called CHOICE

The Citicorp Financial, Inc., proprietor of the NAC card announced that the charge card has been replaced by a new card called CHOICE which will continue in the tradition of a local card designed to meet the needs of Baltimore and Washington customers.

NAC was founded in 1958 as the Northern Acceptance Corporation, specializing in small consumer loans. The NAC Charge Plan was introduced in 1959 in an effort to help retailers sell their merchandise competitively by providing credit for their customers.

Citicorp officials report that extensive market surveys were conducted in the Maryland and Washington, D.C. areas to learn what customers think about credit cards, how they use them, and what kind of credit card features they would ideally like to have.

CHOICE, in addition to providing charging privileges in most stores in the Baltimore-D.C. area, will also include several new features.

Cardmembers can earn one-half percent rebate on all their CHOICE purchases that total at least $600 in one year. This rebate will be refunded annually as an account credit or by check.

Another feature is the Purchase Plus Plan which will allow members to plan in advance for their charge purchases by placing funds aside. Comparable to a "lay-away plan," it allows cardmembers to prepay their purchases.

While funds are in the plan, they earn eight percent interest, compounded daily for an effective yield of 8.45 percent.

For greater financial flexibility, cardmembers can borrow up to $10,000 for such purposes as tuition, home improvements or an automobile.

To enable members to receive personal service on their accounts, CHOICE is installing financial centers in area shopping malls. Staffed by service representatives, the centers will have action terminals where members can make payments, transfer funds, obtain cash advances, apply for loans.

Each month members will receive a concise, easy-to-read accounting of all their CHOICE transactions, including purchases, rebaates, cash advanges, Purchase Plus transfers and loan payments.

Area gas dealers must meet new sales quota deadlines

Most Maryland Crown gas station dealers who were threatened last week with the loss of their leases because of low gasoline sales were actually given a new deadline and a second chance.

Letters informing dealers of new minimum gas-sales quotas and a new Jan. 1 deadline to meet them have been mailed.

One dealer who received a letter from Crown said on the first page of the two-page letter was the news that his lease was being terminated for failure to meet sales quotas.

"If you survived the shock of the first page and turned to the second, you found out that you were being offered a new lease agreement with a slightly reduced minimum sales requirement," the dealer said.

"The new lease would take effect Jan. 1, 1981, but to get it, you had to pump your new minimum through the end of the year," he said.

William Snyder, vice-president of Crown, said the company originally warned 40 percent of its dealers but not all of the dealers received the letters last week.

He also said that "several dealers with special circumstances" were given more time to meet minimum sales requirements.

There are 46 Crown dealers in Maryland.

Tom Booth, who operates a station in Catonsville, said he sold gas at $1 a gallon as part of a "leasekeeper's special" last week.

Charles Gladstone, a member of the executive committee of the Greater Washington-Maryland Service Station Dealers Association, said, "It's perfectly ludicrous, in a time when people should be conserving energy, for an oil company to be threatening dealers with lease termination for not pumping enough gas."

—Student unrest!

(Continued from Page 1)

continued beyond the stated date "because our current budgetary situation does not permit us to support your position."

The AFRO has learned that several key MSU employees have received these notices and include Michael Cryor, director of student support systems and student activities; Robert Dooley, director of the CETA work study program; Frances Draper, assistant to the vice-president of university relations and Dr. Zola Boone, acting director of the Title 3 program.

Dooley stated that his notice is effective Nov. 3 and that it came as a bit of surprise. "I'm not paid by Morgan," he said. "I'm under contract and I'm paid by CETA."

He explained that relieving him of his duties would not save the university a salary since that is paid through CETA.

However, a salary could be saved if someone else at the university were placed in Dooley's slot.

Wednesday's meeting got off to an interesting start when the students overwhelmingly voted to exclude a local television crew from the meeting. Patterson stated that it was not in the best interest of the students to have the television cameras there if only a negative view was reported. Two newspaper reporters, however, were allowed to remain during the session.

Other student demands include removal of Bobby Gaddes who was recently appointed acting vice-president of business and finance, replacing Dr. Wright Lassiter who took another position out of state.

While Patterson could not state what the students' position would be if the demands were not met in the next 15 days, he did say, "If we find Dr. Billingsley can't perform in the manner we're asking, we'll ask for his resignation."

Such action would follow the faculty-senate's vote last April asking the president to resign. Alvin Thornton, president of the faculty-senate, stated that the group has had several meetings since the beginning of the term but the issue of Dr. Billingsley is not at the same height of intensity as before.

"A lot of pressure is under the surface but we have not gained any more support of the president. We support thestudents' position at this time.

"But we are not primarily action-minded to get rid of Dr. Billingsley. It's not that simplistic. It's a larger issue. We are demanding that the school be enhanced. A continuation of this presidency limits that enhancement, "said Thornton.

—GOP outspending Dems here

(Continued from Page 1)

disagreed with Dean's assessment.

"I think Walter is somewhat premature," he said "I don't take anything for granted. Carter knows how important the black vote is."

When asked if the central city was receiving low priority as far as campaign funding was concerned, Hilton stated that no one area of the state was being given preferential treatment.

"Definitely not," he said. "The suburbs are not being prioritized over the city. Every area is important."

But the Republican party apparently is not dragging its feet, and a series of television spots this fall have apparently been designed to attract the city working class and black population which has traditionally voted Democratic.

However, Hilton downplayed the possible success the GOP will have in wooing the city black voting bloc.

"The campaign is not going to lay down and let Reagan steal any group for any reason," he told the AFRO. But Hilton said that he is not sure how much money the national Carter campaign will be investing in the area. He did say that a large "get - out - the - vote" drive is currently being planned.

The Rev. St. George Crosse, who is heading the GOP 7th Congressional District effort, stated that his troops will be busy "going where the people are.

Crosse says that he is aiming for 25 percent of the black vote. "We only got five percent during the last election," he said, "so we're talking about five times that amount."

He said that several precincts polled by the AFRO will be targeted for voter turnout efforts. Crosse added that the national GOP has pumped approximately $10,000 into the predominately black 7th District.

Representatives of both of the major parties, as well as John Anderson's third party, will be in attendance Friday, 11 p.m. at Morgan State University, where a political forum aimed at presenting the issues and candidate positions will be held.

—New woe

(Continued from Page 1)

capitals within the last month, to explain the steps to be taken and to get community response.

Charles Buck, secretary of the Department of Health and Mental Hygiene, said that he did not know why the Welfare Rights Organization and other community groups had not heard of the situation until so recently.

"This has been discussed at length and quite openly on all levels," he said, adding that there had been a "genuine attempt to reach out into the community."

Buck also said that news of the situation and the impending cuts had been in the newspapers some time ago.

"The problem is expected to go as high as $80 million," he said. "Clearly, we are forced to consider ways to keep the problem from getting worse."

Buck said that there was no reason for the community to feel that people who receive Medicaid, benefits would be turned away from hospitals if they were in need.

"We have confidence that hospitals will not refuse to care for people in need," he said.

"We would like to think that the hospitals will assume any unpaid bills as part of their bad debts and have the additional costs absorbed by other patients," he said.

Neither Buck nor Folkemer would give a precise dollar amount of the actual monetary cut that would be made from the medical assistance program.

AFRO Churchwoman totals

NOMINEE	VOTES
Mary E. Williams	
St. Martins Spiritual C. of C.	207,700
Daisy Jackson	
Mt. Zion Apostolic Church	170,000
Bennett Gaddis	
Hamilton Temple	95,000
Elizabeth Gaines	
Whitestone Baptist	79,000
Myrna Powell	
Ebenezer Baptist	76,700
Marlene Bowers	
New Fellowship Church	64,300
Helen Talley	
Christian Community	51,000
Rosa Dimple	
John Wesley United Meth.	32,400
Marvin Arter	
John Wesley AME Zion	23,700
Laurette Simpson	
Wayland Baptist	23,100
Minnie Graham	
Mt. Lebanon Baptist	20,700
Emily Grant	
Greater New Hope	20,200
Gladys Jackson	
First United Church of God	20,000
Rev. Ada Jones	
Arnoo United Meth. Church	19,900
Vertson Schmaks	
Douglas Memorial	19,000
May Cross	
Bethel Baptist	14,400
Thelma Jeffs	
Shiloh Baptist Church	12,000
Madge Cole	
Faith Baptist Church	9,200
Ethel Jones	
Gethsemane	9,000
Pearl Masters	
Bethel Church of God in Christ	8,100
Irene Williams	
St. Luke United Meth.	7,100
Mildred Nelson	
St. Paul United Meth.	6,500
Mary Fielding	
Gillis Memorial Community	6,000
Richetta Wood	
United Baptist	6,000
Laura Sevenson	
Gillis Memorial Community	5,400
Rosa Christian	
Charity Baptist	4,800
Anna Jackson	
St. Mark's Church	4,400
Willie Mae Gaines	
Bethesda Memorial	4,400
Anna Brown	
Mt. Olivet Holy Temple	3,400
Corrine Parker	
Mt. Olivet Church of Christ	3,300
Beulah Haley	
Emmanuel CC	3,200
Anne Dee	
Bloom Baptist Church	3,000
Willie Mae Evans	
Greater Bethel	2,100
Dennis Harrison	
Zion Hill Baptist Church	2,000
Annie Green	
Lovely Hill Baptist Church	2,000

NOMINEE	VOTES
Grace Johnson	
Elmo Baptist Church	2,000
May Gray	
New Fellowship	2,000
Alice Gray	
Wheelmans Baptist Church	2,000
Vivian Lawson	
Harlem Park Community Bapt.	2,000
Bertha Rawlins	
St. Marks United Methodist	2,000
Mary Butler	
Saint Matthew's	2,000
Julia Brooker	
First Apostolic Faith	1,900
Lenora Gaddy	
Faith Bd. AME	1,700
Geraldine Gines	
United Baptist	1,600
Margaret Hamilton	
United Pentecostal Miracle	1,500
Shirley Boucher	
Bethel Apostolic Pentecostal	1,100
Gladys Bell	
St. Joseph P.M.B.	1,100
Estie Pope	
Center Baptist	1,000
Florence Robinson	
Emmanuel Bapt.	1,000
Gertrude Barrow	
Northern Baptist	1,000
Catherine Bowers	
Greater St. John	900
Gladys Bennett	
Edgewood United Methodist	800
Edna Crittenden	
St. Paul Methodist	600
Virginia Miles	
New Hope Sharon	500
Alice Merritt	
St. Mary The Virgin	500
Bertha Nelson	
St. Luke United Methodist	500
Leslie Parker	
Holiness Church of Christ	300
Sadie Adams	
New Bethesda Baptist	300
Betty Johnson	
City Temple	300
Emma Robinson	
Trinity Baptist	200
Sandra Freeman	200
Ruth Stevens	
Fountain Baptist	200
Marion Rayner	
Hall United Methodist	100
Estella Rachel Williams	100
Providence Baptist	100
Rosalee Adams	
Church of God in Christ	100
Ann Howard	
Southern Baptist	100
Kelly Rogers	
Three Plum	100
Ray Oil Gas	100
Annie Young	
St. Benedict's	100
Helen Russell	
Baltimore St. Church of God	100
Florence Talbert	
Gillis Memorial	100

Morgan to host cable TV trade show

By Sue Williams
AFRO Staff Writer

A two-day trade show for cable operating companies and cable programming companies will be held on the campus of Morgan State University, Oct. 20 and 21.

According to Jerry Lewis, director of the show, the event is being held primarily for the "decision makers of Baltimore," including the mayor, the city council and the board of estimates, although the public is invited to attend as well, free of charge.

Those city officials, Lewis said, will talk to cable company personnel to determine what the companies can and cannot offer.

Because the city would get from 3 to 5 percent of any and all profits made by any cable operations here, it is imperative, Lewis said, that the cable franchise in Baltimore City offer the specialized programming the city would like to see.

As yet, Lewis said, no determination has "been made, at least publicly, by the city as to what programming would be desirable.

Marina contract extended

The Board of Estimates has granted a seven-year extension to operators of the Inner Harbor Marina, it was announced this week.

Kenneth O. Wilson, vice-president of advertising, AFRO-AMERICAN newspapers, is the current operator of the marina, which rents slips to over 100 clubs and enough other boats to maintain the marina at full or near-full capacity from May through October.

The new contract includes plans for a boating supply store and a restaurant.

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IN MEMORIAM

[illegible]

CARDS OF THANKS

[illegible]

SERVICES WANTED

[illegible]

SERVICES WANTED

[illegible]

INSTRUCTIONS

FALL SPECIAL!
CAN'T DRIVE?
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BEAM DRIVING SCHOOL
Get the "Whole Thing" done over Summer, Weekends & Evenings
$47.50 per hr.
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363-3020 363-3161
(Md. Veh. Admin. Certified)

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WANTED TO BUY - Antiques, Old furniture, Grandfather clocks, Paintings, Rugs. No price too high. Call [illegible]

SILVER DOLLARS Some dated - Selling silver coins, original prices paid. Will pick up. Mobile.

HELP WANTED

TECHNICAL ANALYTICAL

Mayer chemical corporation has an immediate opening in its Baltimore manufacturing facility.

Duties will include carrying out analysis of inorganic materials including glass, ceramics, and various effluent samples using instrumental and wet methods. Minimum of 2 years college chemistry and - or 1 - 5 years analytical laboratory experience required.

No shift work, competitive salary, comprehensive benefits. Contact Mr. Walk between 10 A.M. and 3 P.M. at 633-6600.

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COMPUTER OPERATOR

Howard County College has a requirement for an operator to be in charge of the digital computer, digital computer peripherals, the necessary support equipment, and associated facilities and to be accountable for all operational requirements in a cost - effective manner. Includes production control.

PROGRAMMER

To work with users in developing viable business systems; to assist in determining computer needs and effecting changes to meet needs; to maintain existing systems and effecting changes to meet needs; to maintain existing systems and effecting changes to meet needs; to maintain existing systems