BUSINESS/REAL ESTATE

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

Norman Thomas heads bus business

Norman Thomas

What started out as a small hauling and transportation business three generations ago in Lothian, Md. is now a charter bus and tour service that serves most of the states in the United States.

Norman Thomas, president of Thomas Bus Tours, remembers that it was his grandfather who started the business more than 75 years ago, hauling passengers on trucks.

In 1944, the business expanded to a bus service and now provides charter service for the Washington, D.C. area as well as Prince George's, Anne Arundel, Calvert and Howard counties.

Thomas, president of the Maryland Bus Association, was in Baltimore recently for the American Bus Association's trade show "American Bus Marketplace." Thomas is also a new member of ABA's board of directors.

"There's been a big increase in the charter bus service," reports Thomas, who is now in his fifth year as president of the Maryland Bus Association. "There's been a major upgrading of the charter bus industry."

Then he said, "But any business is a good business to consider. Many times blacks misunderstand what business is all about. Just because you're self-employed doesn't mean you work when you feel like it. Sometimes you have to put in more than eight hours a day. Sometimes you work 15 hours."

More than 1,100 leaders of the travel-tourism industry from throughout the United States and Canada met recently at the Convention Center for the American Bus Marketplace.

The Marketplace, now in its third year and sponsored by ABA, the national organization of the intercity bus industry, has developed into the largest and most important trade show of its kind.

A & P to award new minority contracts

A second major company has signed an agreement with the U.S. Small Business Administration (SBA) to consider awarding service and product supply contracts to certain minority-owned small businesses.

Under the agreement, the Great Atlantic and Pacific Tea Company, Inc. (A & P), in selecting its suppliers will give special consideration to those socially and economically disadvantaged small firms now involved in SBA's Business Development Program.

Under that program, commonly known as 8a after a section of the Small Business Act, SBA is authorized to act as prime contractor for federal work and then sub-contract that work to small companies owned by persons who are economically and socially disadvantaged. In almost all such cases, the firms are owned by minorities.

SBA signed a similar agreement with Western Electric, Inc. last September.

SBA Administrator A. Vernon Weaver remarked that the agreement with A & P "further expands potential primary markets to selected 8a companies."

He added, "The agreement also is evidence that we have moved from ceremonial support for minority-owned companies to real progress in their behalf."

Under the agreement, A & P will review the capabilities and facilities of 8a companies and make on-site visits where necessary to determine the firm's potential for supplying the large grocery company with services or products.

SBA in turn will provide a full range of management and technical aid as required to help the firms meet their contractual agreements.

William A. Clement Jr., SBA's associate administrator for minority small business and capital ownership development, said that the new agreement "takes the intent of capital ownership development another notch higher."

At the signing ceremony, Gerald A. Good, A & P's senior vice-president for marketing and planning said, "This joint program allows us to increase our activities with disadvantaged firms and our efforts to aid in developing viable businesses."

CPAs offernew free brochure

"Tax Planning: A Financial Fitness Program to Reduce Your Income Taxes" is a brochure offered free to the public by the Maryland Association of Certified Public Accountants.

The eight-page booklet by CPAs offers legal ways to reduce your income taxes and reap the highest return on your investments after taxes. Year-end tips on timing cash payments now to save income tax dollars are also highlighted in this second pamphlet offered as a public service by the association.

The first brochure on budgeting and the newest one on tax planning is available by writing the Maryland Association of CPAs, 1205 York Road, Lutherville, Maryland 21093.

BG&E reports earnings increase

Baltimore Gas and Electric Co. reported earnings of nearly $103 million for the 10-month period ending Oct. 31, the equivalent of $3.20 per share of comman stock.

The 1980 earnings of $102,996,000 compare to $97,352,000 for the same 10 months in 1979.

Electricity sales for the first 10 months of 1980 rose 2.4 percent from the same period in 1979. BG&E officials said electricity sales were paced by a 9.5 percent increase in sales to residential customers.

They said the volume of natural gas sold dropped one percent.

White House Yule tree

A 20-foot Douglas fir from Indiana will be the 1980 White House Christmas tree, the First Lady's office announced this week.

The tree, provided by Harry S. Eby of Bristol, Ind., will be delivered to the White House Thursday.

EVERYONE HAS THE HOTS FOR DURKEE Red Hot! SAUCE.

Durkee Red Hot! is America's hottest selling hot sauce. Because Durkee uses lots of those red hot Cayenne peppers.

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Talk about a great gift.

IT'S FOR YOU

This Christmas give a gift that says something all year long.

A phone that's genuine Bell.

Just bring your Christmas list down to your C&P Telephone Bell PhoneCenter Store, browse around, and match the people you love with the phones they'll love.

We have colorful phones for colorful people. Distinctive phones for unique personalities. Functional phones for the more practical at heart.

And while you check out the features of our phones, check out their prices, too. You'll find all of our phones affordable.

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Because they all plug into modular outlets. Which means you can pick them up and take them with you. If the people on your list don't have modular outlets in their home, we can easily arrange to have them installed.

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For many years to come.

C&P Telephone

SCULPTURA: A decorator phone that blends modern design with stylish practicality (Desk only)

EMPRESS: A noble design with a hand-painted floral pattern that treats any room royally (Desk only)

The SNOOPY & WOODSTOCK Phone: A little personality for kids of all ages (Desk only)

COUNTRY JUNCTION: A natural oak phone that harkens back to rural Americana (Wall only)

ACTION PHONE: With this remarkable new phone, you can hold a conversation without holding a receiver. Plus, several people in the same room can talk at the same time. (Wall or desk model)

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Trademark of GTE Automatic Electric. ACTION PHONE not available to Washington, D.C. residents at this time.

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Mrs. Santa needs $10,657.60 - every little bit helps

Mrs. Louise Gee Murphy, has been a super salesperson of lapel flowers for AFRO's Mrs. Santa. To date, she has sold $480. at social and civic affairs all over town. Mrs. Murphy is an AFRO Board member, principal and the widow of the late Howard Murphy, AFRO Comptroller.

Mrs. Santa needs you

You are cordially invited to help the AFRO-AMERICAN's Mrs. Santa program. Mrs. Santa, AFRO Charities is a non-profit organization of the AFRO-AMERICAN Newspapers which collects funds to aid the less fortunate at Christmas.

Funds are used to purchase food baskets which include all the ingredients for a meal and staples to last at least two weeks. Names are supplied by our readers, city agencies and the Police Department.

This year senior citizens and volunteers have crocheted 5,000 red flowers to be sold in shopping centers and throughtout the city on Mrs. Santa Days, Dec. 6 and Dec. 13. We hope that clubs, organizations, businesses, churches and individuals will volunteer to sell the flowers for $1 to help us meet our goal of $20,000 and reach as many needy families as possible.

The AFRO's Mrs. Santa has opened a store at 624 N. Eutaw Street in the AFRO building to receive good, clean used clothes and toys. When you contribute to the store, we will contact our families so that they can select the things they need in their sizes.

Special note: If you decide to contribute $75 or more, please call 728-8205 and we will arrange for a picture with Mrs. Santa. When it is published in the AFRO, it will encourage others to give.

Please make checks or money orders payable to Mrs. Santa, AFRO Charities, 628 N. Eutaw Street, Baltimore, Md. 21201. All contributions are tax deductible.

If you need help

If you know of a needy family or a burned out family, write AFRO Mrs. Santa and tell why they need help. Give ages and sizes of the family. Write: AFRO Mrs. Santa, 628 N. Eutaw St., Balto., Md. 21201.

Volunteers

needed to help sell lapel flowers Poinsetteas in shopping centers

Friday-Saturday Dec. 12-13

Report to AFRO's Mrs. Santa Office 624 N. Eutaw St.

12 Noon each day

Call 728-8205

Wear a FLOWER for AFRO's Mrs. Santa

On Sale $1.00

All Over Town

Cases

Case 147 — I am 64, and I have been crippled for four years. I cannot get around without my crutches. I am on a fixed income. When I pay rent and my appliance bill, it's very little I have for food. I am asking you to please send me a basket for Christmas.

'Mother walked off'

Case 148 — I am a grandmother with 4 grandchildren. Their mother walked off and left them. I have to take care of them with what I get from welfare and my disability and V.A. pension. I hope to get them something for Christmas. They are all boys, 4 to 9 years old.

Case 149 — Please help me, my 2-year-old and my wife for Christmas. I hate to ask but I am 47 years old and lost my job. I have been trying to find another but I haven't had any luck.

'Need job'

Case 150 — I am on limited income and need some help for my three children 12, 13, 14. I was working but my job wasn't permanent. We would appreciate some food. As for myself, all I really need is full-time employment.

Case 151 — I am in need for Christmas. I have a little girl 1 and a little boy 5. I need a Christmas basket because I don't have enough money to buy food after I pay my bills.

Case 152 — I am 64 and have been crippled for four years with Arthritis. I can't get around without crutches. I have very little money for food.

Case 153 — My husband has been out of work for four months and I don't know when they are going to call him back. Paying my rent and gas bills I don't know how we are going to have a Christmas. My children are ages 3 to 15 years.

Case 154 — I need your help this year. Please help me and my 3 boys. It's hard to take care of this old house in the winter months.

'Don't know what to do'

Case 155 — Please help with a Christmas basket for me and my two children. My son is 3 and daughter 2. I am not working and I don't have enough money to buy them anything. If you know of anyone who has a bed or a bedroom set for my children, it would help. My daughter is sick, she can't eat and I don't know what to do.

Case 156 — It's hard out here in this world, and I am doing the best I can to take care of my two girls 5 years and 15 months. Please give a helping hand because I am having problems.

Case 157 — I have a Christian friend who needs help. He has very little sight and is unable to work. He lives alone on a fixed income and he always runs out of food supplies before the end of the month.

Case 158 — My daughter passed away and left 4 children. I hope you can help. We need clothes, food, shoes.

Case 159 — My mother needs your help. She is 55 and my father is dead. She has 8 children to take care of. My sister is sick and my mother has all of her children. My mother deserves a happy Christmas. I know in my heart you will help her because I know God will make you see the light.

Case 160 — I have 5 children, 8, 9, 14, 15 and 16. We need clothes, food and toys. We receive welfare but I have so much to do with it. My oldest child had a nervous breakdown and I have to carry him back and forth to the doctor.

Case 161 — I know two people who need help because her son just got out of jail. She tries so hard to make ends meet but she never has any food. I have five of my own to feed.

'8 children'

Case 162 — Please help us with some food. Besides food we need more than anything, oil to heat the house. There are eight kids and 3 grandchildren.

Medina Temples of the Most Worshipful Hiram Grand Lodge with Ill Potentate George H. Greenhill and Ill. Medina Temples of the Most Worshipful Hirman Grand Lodge with Ill. Potentate George H. Greenhill and Ill. Potentate Denver C. Blackwell presented $100. to AFRO's Mrs. Santa. On Dec. 18 the group will give their annual Christmas party for children of the Baer School at the Rotunda. Above, seated are Richard Somerville, treasurer; Herman Woodie Lee, Clyde Cole, chairman. Standing from (L), James A. Yarbro, Potentate George H. Greenhill and James Mosley, chairman charity committee.

First Abyssinia Baptist Church Missionary Society presented $200 to AFRO's Mrs. Santa. Above from (L) Rev. John Robinson; Mrs. Louise Morrison, vice-president. Mrs. Santa and Mrs. Inez Robinson, president.

The ABC's civic organization, the Alliance of Black Civil Servants, founded in June, 1979 and made up of black female employees of city, state and federal government presented $75 to AFRO's Mrs. Santa. Above seated Frances Jolley, secretary; Ruth Giles, treasurer; Mattie Butler, publicity. Standing from (L) June Chapman, vice-president; Ida Peters and Faye Bridgeforth, founder and president. Not shown, Cynthia Martin, business manager.

Mrs. Santa fund $10,657.60

William C. March Funeral Home	$2,000.00
Mondawmin Merchants Association	2,000.00
Mrs. Santa Softball	1,213.93
Mrs. Louise G. Murphy-Poinsettias	480.00
M. Goldseker Co.	350.00
Avalon Club	200.00
Maceo T. Howard in memory of his wife, Peggy T. Howard	200.00
McCormick Co.	200.00
Missionary Society First Abyssinia Baptist Church	200.00
Continentals	150.00
Poinsettias	143.85
Baltimore Marketing Assoc.	128.00
Philomathians	115.00
Medina Temple Hiram Grand Lodge	100.00
Concord Baptist Church	100.00
Alpha Wives	100.00
Vulcan Blazers	100.00
Myra Grand Chapter Order of Eastern Star	100.00
M.W. Prince Hall Grand Lodge	100.00
Dr. James L. Moore	100.00
The Finos	100.00
VAG's	100.00
Concerned Neighborhood Assn. Mrs. Gracie Adams, president	75.00
Mrs. Jeanette Johnson	75.00
Clever Kiquejays	75.00
Alliance of Black Civil Servants	75.00
Dallin Wicks	75.00
Baltimore County Pinochle Bugs	75.00
Metropolitan Baltimore Alliance of Black School Educators	75.00
Black Telephone Managers Assoc.	60.82
Enolia McMillan	50.00
VFW Post 9527	50.00
The Lawyers Wives	50.00
Argos Club	50.00
Alice and Mary Manoky	50.00
Mrs. N. B. Carrington	50.00
Clifton F. Vincent	50.00
Mrs. Gertie Hudson	50.00
Baltimore Chapter of Pinochle Bugs	50.00
WACS	50.00
Frank B. Butler	50.00
Joseph R. Wellsey	50.00
Mrs. Grace Hayworth	50.00
Miss Elinor Dimmy	50.00
United Methodist Women of Ames Memorial United Methodist Church	50.00
Arthur Hicks	40.00
Black Burgess	35.00
William and Phyllis McNeal	35.00
Simon Williamson Choir	30.00
Thelma Kelly	25.00
Mae and Walter Dyson	25.00
Mrs. Marie E. Murphy	25.00
Letitia Charity and Savings Club	25.00
Herbert Alston	25.00
New Jockey Club	25.00
Mr. and Mrs. Julius Taylor	25.00
Mrs. Margery Prout	25.00
Town and Country Club	25.00
Charles and Jessie Wells	25.00
Mrs. Ellen Fisher	25.00
Ms. Laura Marable	25.00
Reginald Hodge	25.00
Rev. C. L. Whitfield	25.00
Gregory Hawkins	25.00
Blanche Bell	25.00
Mrs. Eva Rawlings	25.00
Wenlas and Carrie McCormick	25.00
Col. John Lee	25.00
Louise Turner	25.00
Mrs. Ava Crowner	25.00
Inez Cox	25.00
Nellie Bowie	25.00
Shirley Butler	20.00
Mr. and Mrs. Harrison Vessells	20.00
Mr. and Mrs. Roland Henson	20.00
Raymond A. C. Young	20.00
James Payne	20.00
Barbara Davenport	20.00
Harry Marshall	15.00
Mr. and Mrs. Rodman Harris	15.00
William and Catherine Blackmon	15.00
Dr. Theodore Petterson	11.00
Ellen Hill	10.00
Bernice Johnson	10.00
Ms. Nora Ethridge	10.00
Robert W. Waitt	10.00
Mrs. Helen C. Lee	10.00
Maria and Monica Kane	10.00
Arvel and Pauline Owens	10.00
Albert Taylor	10.00
Carolyn Brewer	10.00
Louise H. Robinson	10.00
Mildred West	5.00
Martha Griffen	5.00
Margaret Holland	5.00
Ellsworth Wilson	5.00
Thurman B. O'Daniel	5.00
Wendy Roberts	5.00
Mr. and Mrs. Roland Dougherty	3.00

Sugar Ray Leonard at Morgan tonight

Mrs. Santa's Calendar

Bill Blake at the Towne and Country Apartments at Woodlawn and Foxhaven is conducting a canned good drive to help AFRO's Mrs. Santa.

Ralph Benton Jr., chairman, Floyd Bess, commander of American Legion Post 213 at the main Post Office are collecting clothing for Mrs. Santa. Their organization is year around to help burned out families and others in need.

The North East Good Guys club, Garry Causon, president is holding a variety dinner to raise money for AFRO's Mrs. Santa, Dec. 20 at the Wilson Park Community Christian Church, 12 noon to 6 p.m.

Dwight Gattis, Iota Phi Theta Fraternity, U. of Maryland Baltimore County is selling lapel Poinsettias to benefit Mrs. Santa. Also, the Lampados Club, Iota Epsilon Chapter, Omega Psi Fraternity at Towson State.

In Mondawmin, you can buy Poinsettias from Pauline Brooks Fashions Salon on the upper level and Fred O'Neal at Mondawmin Photo.

Project Winter

Do you have any used blankets you are not using?

Help Project Winter, Community Services Worksites, Youthworks at 16 S. Poppleton St., 396-5507 are collecting new and used blankets to make sure our senior citizens keep warm this winter.

Remember the elderly this Christmas.

Sugar Ray Leonard, WBC World Welterweight Champion and Phil Chenier, former all-star pro with the Baltimore Bullets are the special guest attractions when the Student Government Association of Morgan State University sponsors a celebrity Basketball Game to benefit Santa Claus Anonymous and the AFRO-AMERICAN Newspapers' Mrs. Santa, tonight, Friday, Dec. 12 at 8 p.m. in Hurt Gym on campus.

Roland Patterson Jr. is president of Student Government and Ronnie Duncan is director of publicity.

Other celebrities expected to be on hand are the AFRO's Mrs. Santa, Ida Peters; Portia Badham and Sue Williams, AFRO; Chuck Woodson, WEBB; Dwayne Wickham, Stan Stovall and Pat Lawson WBAL;

Also Curt Anderson, WMAR; Willie O'Brien, Jon Matz, WBSB; Eric Stones, Bob Greene, WSID, Randy Blair, WJZ and Glenn Dowdy, Baltimore Colts.

A roller skating disco for Mrs. Santa is being held Dec. 18 from 4-7 p.m. at Plato Rink, 1407 Milton Ave.

The Fantastic Five are having a party Dec. 13 at 7:30 p.m. at the Elks Hall, 2008 Harford Road to help Mrs. Santa. Miss Aiken Smith is chairman.

Karen Gardner's Dance Troupe is holding a family affair Christmas program, Dec. 20 at 6 p.m. at School No. 11, Eutaw Marshburn School. It was originally scheduled for the Arena Playhouse. For information call 448-3279.

Rev. James L. Moore has always been a strong supporter of the AFRO's Mrs. Santa program. Here he presents check for $100.

DEC