BUSINESS/REAL ESTATE

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

Inner Harbor firm is city's only black paper company

By Portia E. Badham
AFRO Staff Writer

James Gee, the owner of Inner Harbor Paper Company knew the paper supply business was competitive.

But he had the insight and the determination to make his firm work and now nearly two years later, the company is not only successful but the only black paper supply firm.

Inner Harbor Paper Company, located in the Raleigh Industrial Building on Wicomico Street, began two years ago with a warehouse in Capital Heights, Md.

In May 1980 the firm was one of the first tenants to occupy the new Raleigh Building, a project of the mayor's office and the Baltimore Economic Development Corporation (BEDCO).

Paula Cullings, general manager of the the company, said, "We got in on the ground floor of this project. The mayor was looking for companies with a track record who could prove they could grow. He wanted to keep the economics here."

The firm started as a distributor for Fort Howard and carried industrial products such as toilet tissue, towels and can liners.

The company has expanded to include all paper products including commercial products such as fine bond paper and computer paper.

Inner Harbor services the Rouse Company at Harborplace, as well as most of the black-owned businesses at Harborplace, Provident and Lutheran Hospitals, Howard University and Hospital and Westinghouse Electric.

In addition, the firm has a sizeable contract with the state to service most of its agencies.

"This industry is so competitive," said Mrs. Cullings. "But we've found we can compete."

Gee adds, "There's no limit to where we can go. It's an available market. We're only tapping about two percent of the commercial market. There's so much potential."

Mrs. Cullings who heads the office and makes sure the operation runs smoothly, worked at the Greater Baltimore Minority Purchasing Council for five years.

In addition to her many duties as general manager of Inner Harbor Paper Company she also owns her own transportation company. The firm, Paula Transportation, provides school bus service to the public schools as well as private schools and other groups.

"My parents were entrepreneurs, so I've always had a thing for business. I know how it works and I like volume business," she said.

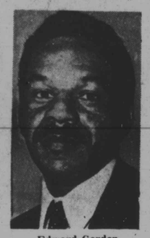
KEEPING THE BUSINESS ROLLING — Paula Cullings, manager of Inner Harbor Paper Company, keeps an eye on the warehouse and makes sure that orders are being serviced properly.

More blacks needed in engineering fields

LC BS Of the 55,000 students who graduated in the engineering fields in 1979 across the country, only 1,509 were black.

These figures indicate that there is a real need for more black students to pursue the engineering field. Edward Gordon, manager of marketing development and applications at Westinghouse Electric Corporation has taken on a personal crusade traveling around the country interest students in this field.

"There's a whole array of jobs in the engineering field field because there is a need to find alternate energy sources, a need to increase productivity with the use of automated equipment and the need to further explore the field of computer science," said Gordon, who has been with Westinghouse for 16 years.



Edward Gordon

Gordon points out that while the preparation for engineering takes a little extra effort and requires that students place emphasis on math, science and chemistry, the work is "not as difficult as most people think."

He pointed out that many corporations, such as Westinghouse offer financial asistance to students as well as job-study programs.

"If we're ever going to have equal opportunity, we've got to be in the mainstream of this field," he said.

MBE program heads toward success

It was revised and revised, stalled by the Board of Estimates and the subject of much criticism but the city's minority business enterprise program appears to be on track and headed down the path of success.

The plan, which was drafted by the city solicitor's office and approved by the Board of Estimates Oct. 29, requires that minority businesses be included in at least 15 percent of procurement contracts awarded by the city and 15 to 25 percent of all construction contracts.

According to Charles White, the city's equal opportunity compliance officer, the program is meeting projections and has "proved to be very successful."

He pointed out that in the area of construction, the Department of Public Works awarded $39 million in contracts, and of that, $7.4 million went to minority businesses.

White added that the yearly assessment and the track record of the program will determine what goals will be set.

—Business Workshops—

The following is a list of various workshops to help those getting started or already established in their own business.

The Small Business Administration (SBA) and Catonsville Community College, will conduct a course on "Computers —Practical Applications for Small Business" Tuesday, April 21 through Thursday, April 23 from 7 p.m. to 10 p.m. on the main campus of Catonsville. To register or obtain additional information call Catonsville Community College at 455-4432. Pre-registration is required.

A Financial Management will be conducted by SBA and SCORE (Service Corps of Retired Executives Wednesday, April 22, 8:30 a.m. to 4 p.m. at the Towson United Methodist Church, Hampton Lane and Dulaney Valley Road. Call 962-2233 to register or obtain more information.

"Key Concepts for Management Success in Small Business" will be held Monday, April 27 and Tuesday, April 28 from 7 p.m. to 10 p.m. at Catonsville Community. Pre-registration is required. Call 455-4432. The course is sponsored by SBA and Catonsville.

Essex Community College along with SBA and SCORE will hold a half-day workshop on "Practical Advertising for Small Business" Wednesday, April 29. The workshop will be held from 8:30 a.m. to 12:30 p.m. at Towson United Methodist Church. Registration fee is $5 and to register call 962-2233.

Business notebook

Dennis King has been elected president of Northeast Inc., sponsor of the non-profit Northeast Real Estate Center. The center is a cooperative venture of the real estate industry, the city's Department of Housing and Community Development, and 15 neighborhood associations.

Mary C. Wright, entering her second year as a Northeast preferred agent, has been elected as Northeast's vice president. She is an agent with Merrill Lynch Realty-Chris Coile. Reelected as Northeast's treasurer was William F. Cassidy, a real estate agent for Piper Company.

Commercial Credit Company, the Baltimore-based financial services subsidiary of Control Data Corporation, signed a letter of Intent to purchase Electronic Realty Associates, Inc. (ERA), according to a joint statement issued by Joseph D. Minutilli, president, Commercial Credit Company and James Jackson, president of ERA.

A $1.4 million contract has been awarded to Edwin A. & John O. Crandell Inc. and Smith Brothers Inc., a joint venture, by the U.S. Army Corps of Engineers to make improvements to the harbor at Rock Hall, Md.

This contract was awarded by the Coros' Baltimore Dsnistrict under the U.S. Government's Small Business Set-Aside Program, which limits competitive bidding on certain federal projects to small businesses.

Francis P. Lucier, chairman and chief executive officer of the Black and Decker Manufacturing Company, will be the guest speaker at the April 21 dinner meeting of the National Association of Accountants.

Lucier's topic of discussion for the evening is "Perspective on Capitalism." The meeting will begin at 6 p.m. at the Holiday Inn on Cromwell Bridge Road.

BERNARD YATES has been appointed director of the agencies with Central Acceptance Company and MADA (Maryland Auto Driver Association. Yates, a native Baltimorean, attended Dunbar High School and later graduated from a school in New York.

Parks heads Arena campaign drive

Henry G. Parks Jr., chairman of the board, Parks Sausage Company, is serving as committee general campaign chairman of the final phase of Arena Players' $500,000 "Possible Dream" capital improvements program.

When completed, this project will provide adequate classroom, dance, art and technical facilities for Arena's Youtheatre and rehearsal areas for the Arena Players production company.

Actively supporting Arena's overall fundraising efforts are honorary committee chairpersons, Mrs. Catherine Adams; Joseph Minutilli, president, Commercial Credit Company; and Mayor William Donald Schaefer.

The fundraising committee is made up of volunteers who represent education, business, media, religious, artistic and community organizations.

According to Parks, Arena has received a $250,000 "challenge grant" from the state, which must be matched dollar for dollar.

Funds that have been raised toward "matching" the state are $100,000 from the city of Baltimore and $100,000 from various private sources.

One of the private sources is the Davidson Chemical Company, a division of the W.R. Grace Co., which made a major contribution of $75,000 to the "Possible Dream."

Arena's goal is to raise the remainder by June 1.

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At Eastern, we think part of our job is to help you stay close to the ones you love. We give you convenient flights to places all over the U.S. and Caribbean. If you can plan ahead before you fly, our Super Saver and discount fares can save you money.
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MANUFACTURER'S COUPONS
NOT AVAILABLE IN OCEAN, WASHINGTON, ANNAPOLIS OR HARFORD, MONTGOMERY, PRINCE GEORGE'S, CARROLL OR HOWARD COUNTIES.
ANY COUPON WORTH $1.00 OR MORE WILL BE REDEEMED AT FACE VALUE. YOU GET DOUBLE ON MANUFACTURER'S COUPONS. YOU CLIP FROM MAGAZINES OR NEWSPAPERS AND REDEEM AT PANTRY PRIDE. A 40¢ OFF COUPON IS WORTH 80¢ AND A 50¢ COUPON EARNS YOU $1.00 OFF. THIS DOUBLE BONUS APPLIES TO MANUFACTURERS CENTS OFF COUPONS. THE OFFER DOES NOT INCLUDE OTHER RETAILER, STORE COUPONS OR CIGARETTE COUPONS. TWO OFFERS FOR THE CONDITIONS STATED EXCEPT WHERE THE TOTAL WOULD EXCEED THE VALUE OF THE ITEM. TO INSURE PRODUCT TO ALL CUSTOMERS WE ARE LIMITING OUR DOUBLE COUPON OFFER TO ONE JAR OR CAN OF COFFEE PER FAMILY. OFFER EXPIRES 4/18/81

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All Stores Will OPEN MONDAY April 20 9 a.m. til 9 p.m.!
CHECK YOUR LOCAL STORE EXACT HOURS!
So that our Employees may enjoy the Holiday with their Families... ALL STORES WILL BE CLOSED EASTER SUNDAY, APRIL 19!

Mash's OR PANTRY PRIDE FULLY COOKED SPECIAL TRIM Smoked Hams SHANK PORTION 79¢ LB BONUS BUY. RUMP PORTION LB. 89¢ WHOLE LB. 99¢

Self-Basting Farmer Gray Turkeys WITH POP-UP TIMER U.S.D.A. GRADE "A" 10-14-LB AVG. BONUS BUY 69¢ LB FROZEN

SWEET LUSCIOUS Pineapples BONUS BUY (SAVE 50¢) 79¢ EACH

5¢ OFF LABEL Clorox Bleach EVERYDAY PENNY PINCHER (SAVE 10¢) GALLON JUG 79¢

FRESH VALLEY U.S.D.A. CHOICE Round Roast BONUS BUY BONELESS BOTTOM $1.99 LB (SAVE 70¢)

FRESH VALLEY U.S.D.A. CHOICE Sirloin Steaks EVERYDAY PENNY PINCHER (SAVE $1.00) $2.59 LB

JUICY CALIFORNIA SUNKIST Navel Oranges EVERYDAY PENNY PINCHER (SAVE 59¢) 12 113 SIZE FOR 99¢

15 OZ CAN DEL MONTE PINEAPPLE SLICED, CRUSHED, CHUNK OR Lite Peaches EVERYDAY PENNY PINCHER (SAVE 20¢) 17-OZ CAN 59¢

MEAT

PRODUCE
WASHINGTON STATE Red or Golden Delicous Apples BONUS BUY 2 LBS. 99¢

NEW ZEALAND GENUINE SPRING FROZEN Leg-O-Lamb BONUS BUY (SAVE 30¢) WHOLE LB. $1.69
ASSORTED Pork Chops EVERYDAY PENNY PINCHER (SAVE 30¢) LB. $1.29
SWEET JUICY WESTERN Anjou Pears EVERYDAY PENNY PINCHER (SAVE 39¢) 2 LBS. 99¢
PANTRY PRIDE 6 1/2-OZ. CAN (SAVE 20¢) Chunk Light Tuna IN OIL EVERYDAY PENNY PINCHER 79¢
PANTRY PRIDE 3-LB. PKG. & OVER (SAVE 20¢) Great Ground 75% GROUND BEEF 25% HYDRATED VEGETABLE PROTEIN EVERYDAY PENNY PINCHER LB. $1.09
U.S. GOV'T INSPECTED FRESH CHICKEN Leg Quarters WITH BACKS EVERYDAY PENNY PINCHER LB. 65¢
U.S. NO. 1 ALL PURPOSE White Potatoes EVERYDAY PENNY PINCHER (SAVE 14¢) LB. 19¢ LOOSE ONLY
5-LB. BAG Gold Medal Flour EVERYDAY PENNY PINCHER (SAVE 19¢) 98¢

BONUS BUYS!
ESSKAY LINKS - 8-OZ. PKG Pork Sausage (SAVE 30¢) .79
SLICED - VAC PAK Beef Liver (SAVE 20¢) LB. .99
PORK ALL FLAVORS - 1-LB. ROLL Esskay Sausage (SAVE 30¢) .99
1-LB. PKG Esskay Scrapple (SAVE 20¢) .79

EVERYDAY PENNY PINCHERS!
U.S. GOV'T INSPECTED FRESH CHICKEN Breast Qtrs. WITH WINGS (SAVE 20¢) LB. .69
FRESH PORK Spare Ribs (SAVE 30¢) LB. 1.39
WHOLE Fresh Picnic (SAVE 20¢) LB. .99
PANTRY PRIDE Sandwich Steaks (SAVE 40¢) LB. PKG. 2.49

BONUS BUYS!
CALIFORNIA THINSKIN X LARGE 115 SIZE Sunkist Lemons (SAVE 18¢) 6 FOR .89
$$GENERICS$$
GENERIC Red Delicious Apples 5 LB. BAG 1.19
GENERIC Fresh Carrots 5 LB. BAG 1.19

EVERYDAY PENNY PINCHERS!
INSTANT - 6-OZ. JAR Nescafe Coffee 2.99
PANTRY PRIDE - 12-OZ. BAG Potato Chips (SAVE 10¢) .99
GIANT SIZE 3-LB. 1-OZ. BOX Ajax Detergent (SAVE 60¢) 1.39
LIBBY 14-OZ. CAN Pork & Beans (SAVE 20¢) 3/1.00
FREEZE DRIED - 8-OZ. JAR Sanka Coffee 4.59
YELLOW - 24-OZ. JAR French's Mustard .79

DAIRY
EVERYDAY PENNY PINCHERS!
(SAVE $1.10) Kraft Velveeta BONUS BUY 2-LB BOX $2.99

DELI
EVERYDAY PENNY PINCHERS!
ALL MEAT Esskay Franks BONUS BUY (SAVE 60¢) 16-OZ. PKG $1.39

APPETIZER
EVERYDAY PENNY PINCHERS!
LEAN Boiled Ham EVERYDAY PENNY PINCHER SLICED TO ORDER (SAVE 41¢) 1/2 LB $1.18

COFFEE Maxwell House EVERYDAY PENNY PINCHER 1-LB CAN $2.38

IN QUARTERS - 16-OZ. PKG Fyne Spred Margarine (SAVE 19¢) 2/.99
PANTRY PRIDE - 64-OZ. CONT. Orange Juice 100% PURE CHILLED (SAVE 20¢) 1.29
REDDI WHIP - 7-OZ. CONT. Real Cream Topping (SAVE 26¢) 1.09
CAROLINA PRIZE - 16-OZ. PKG Sliced Bacon .99
THORN APPLE VALLEY - LB. Smoked Sausage (SAVE 30¢) 1.89
WHITE'S - LB. PKG. Chunk Bologna (SAVE 40¢) 1.29
WHITE MEAT SLICED TO ORDER 1/2 LB. Chicken Roll (SAVE 20¢) 1.09
HANSEL & GRETEL SLICED TO ORDER Olive Loaf OR PICKLE & PIMENTO LOAF 1/2 LB. (SAVE 30¢) .99
IMPORTED SLICED TO ORDER 1/2 LB. Swiss Cheese (SAVE 30¢) 1.29
READY TO SPREAD - 16½-OZ. CAN Betty Crocker Frostings (SAVE 10¢) 1.09
PANTRY PRIDE - 16-OZ. CANS Cranberry Sauce (SAVE 10¢) 2/.89

EVERYDAY LOW PENNY PINCHER PRICES!
1 QUART 14-OZ. CAN Hi-C Orange Drink .67
1-LB. 8-OZ. CAN Dinty Moore Beef Stew 1.26
BEEF & LIVER - 14 1/2-OZ. CAN Alpo Dog Food .42
3-LB. JAR Ragu Spaghetti Sauce 1.89
16-OZ. JAR Kraft Mayonnaise .87
3-LB. 1-OZ. BOX Tide Detergent 1.79
1-LB. 1-OZ. CANS Green Giant Peas 2/.89
3-LB. CAN Crisco 2.19
GALLON BOTTLE Wesson Oil 5.89
RED - REG., OR LOW SUGAR 1 QT. 14-OZ. CAN Hawaiian Punch .77
5-LB. BAG Purina Dog Chow 2.06
RED - 15 1/2-OZ. CAN Libby Salmon 2.79
CHUNK LIGHT IN OIL OR WATER 6 1/2-OZ. CAN Breast O' Chicken Tuna .99
PKG. OF 2 S.O. Ezy .99
20-OZ. JAR Welch's Grape Jelly .99

LENTEN SEAFOOD
(DRESSED SELF-SERVICE LB. $1.55) Fresh Roe Shad BONUS BUY WHOLE (SERVICE DEPT.) LB. $1.19
FRESH (DRESSED SELF-SERV. LB. 79¢) WHOLE Boston Mackerel (SERVICE DEPT.) LB. .59
(DRESSED SELF-SERVICE LB. 99¢) Fresh Buck Shad (SERVICE DEPT.) LB. .69
(DRESSED SELF-SERVICE LB. 1.69) Fresh Whitings (SERVICE DEPT.) LB. .99