Bertec Communication Service Co. serves entrepreneurs

What makes Bertec Communication Service different from other communication services? According to Ronald L. Bergman, founder and consulting manager, "it's our commitment to satisfying our customers — our customers are our most valued asset, that's why customer satisfaction is always guaranteed.

Bertec Communication Service offers radio and telephone communication products, installation, and repair services. They sell and install two-way radios and radio systems.

Businesses that use delivery trucks, transportation services, messenger services, etc. generally are interested in this type of equipment to communicate with their drivers while they are out on the road. These radio systems save time for the driver, thereby increasing efficiency for the company and helps their growth capability.

When the American Telephone and Telegraph (AT&T) system divested from the local telephone companies a great deal of havoc was created for the consumer.

Ronald L. Bergman of Bertec.

The days of calling one location to acquire telephone equipment, installation, and repair services were gone.

At Bertec "we've tailored our services to assist the consumers with this problem, we specialize in small business and individual telephone systems and telephones. We offer pick - up and delivery service, however, usually we are able to repair and perform most services needed in-house. Whether its installing exterior bells, to enable you to hear the phone outside, or installing additional jacks, to adding multi-line phones, we will make it as convenient for our customers as reasonably possible," said Bergman.

Additionally, Bertec has designed their hours to accommodate part-time, home based/businesses and working individuals. Evening hours are available from 4 p.m. to 11 p.m. and all day Saturday and Sunday.

Mr. Bergman states, "generally, evening and weekend hours are only available at overtime rates, however, keeping in-line with our commitment to our customers, we offer these convenient hours at standard low rates, therefore, we are hopeful that we can help people save money and maximize their time.

"We have discovered that small businesses are generally looking for communcation services that will help them expand their business and make the business more profitable, however, generally the equipment is so expensive that they can't afford the type of system they would like to have until they are successful."

Bertec can provide small business people used/refurbished equipment during the growth period of the business and easily replace these systems when the financial growth of the company dictates.

"We guarantee all products," Mr. Bergman claims. If the equipment defaults, Bertec will repair or replace it. In essence, when you deal with Bertec, you deal with Bertec!"

Future goals for Bertec include diversification to an Answering Service Business. "We believe in the old fashioned way of doing business. Years ago, when you called someone a human voice would answer or there was no answer at all. Modern technology has changed the human voice to a machine that does not answer questions and gives an annoying beep in the ear.

Bertec's goal is to change these annoyances and replace them with the warmth of a caring voice that can respond to questions and give pertinent information.

"All in all, at Bertec we strive to do business in a special way — and that is to place top value on our number 1 commodity — our customers," says Mr. Bergman.

MD Chamber of Commerce issues report

The Maryland Chamber of Commerce released today an issues briefing book that summarizes 36 business issues identified by Chamber members as the most important issues facing Maryland's business community.

"Business Issues for 1987" has been distributed to elected and appointed government officials, state legislators and Maryland business leaders.

"The issues book is intended to inform our public policy makers about issues that directly effect the economic climate in Maryland," said Richard E. Hug, chairman of the board of the Maryland Chamber.

"The imminent influx of new government officials and legislators has created a need for concise, informative resources that will help guide lawmakers through the decision making process of the 1987 General Assembly session."

The 51-page booklet outlines the following issue categories: Repeal of the Blue Laws; Campaign Finance; Environment; Human Relations; Industrial Relations; Insurance; Taxation; Transportation; Unemployment Insurance; Workers' Compensation; Liability Reform; and Small Business.

The Chamber's position on each issue is slated following each summary.

Questions about "Business Issues for 1987" should be directed to Chick Krautler, senior vice president, at 269-0642 or 261-2858.

The electric eel can give off enough power to light a small light bulb.

Hispanics 12% of U.S. population in 2020

LOS ANGELES — The Hispanic-American population is expected to double by the year 2020, to form 12 percent of the population.

Hispanics currently make up 7 percent of the population, the U.S. Bureau of Census said.

William Matney said the bureau's first long-range projections of "Spanish origin-Hispanic" population shows a growth from 17.3 million Hispanics to 36.5 million in 2020 and more than 51 million in 2046.

Matney, in Los Angeles to brief reporters on census issues, said projections show the Hispanic population rising to 12 percent in 2020, 16 percent in 2050 and to 19 percent in 2080.

At the time of the last census in 1980, Hispanics represented 6.4 percent of the U.S. population.

"The white non-Hispanic population in the United States may peak by 2020 and then decrease," he said.

Matney said the Census Bureau report will also project a distinct aging of the national Hispanic population.

While the median age for Hispanic was 24.1 in 1982, the bureau believes it will be 40.9 in 2080, Matney said.

Bynum's Enterprises, Inc.

AUTOMOTIVE SERVICE
Complete Tune-Ups & Front End Alignments

STATE INSPECTIONS FUEL OIL
Foreign Cars & Trucks Repair
Automatic Transmissions

24 HR. TOWING
126 S. WARWICK AVENUE
BALTIMORE, MD 21223

566-4300 (4301)
J. ROBERT BYNUM SR., Proprietor

Capital Auto Insurance
LIFE • HEALTH • BUSINESS
Low Down Payment • Monthly Terms • Personal Service

We pledge to support The United Negro College Fund, NAACP, and other organizations and programs that are so vital to the prosperity of our community.

Call us at our two convenient offices
2958 Greenmount Ave. (30th & Greenmount) (301) 889-2626 Skip Hartley
2435 Reisterstown Rd. (Reisterstown & Gwynns Falls Pkwy.) (301) 728-8787 Allan Harris

POPULAR MARKET
1101 POPLAR GROVE
Phone: 566-3207
For Information

WESTWOOD DELI
2938 WESTWOOD AVE.
Phone: 566-3207
For Information

OLD TOWN DISC. WHSE.
443 OLD TOWN MALL
Phone: 566-3207
For Information

We Support
BLACK ECONOMIC DEVELOPMENT

Your neighborhood lawyer, David Sloan

By David E. Sloan

"Your Neighbor; Your Lawyer" is the professional slogan David E. Sloan, one of Baltimore's best known Black lawyers, uses in his public statements concerning his practice.

"This is my way of saying to my natural constituency," explains Mr. Sloan, "that contrary to many beliefs, a good lawyer can be an understanding and approachable person, and that they need not shy away from legal consultation because of the fear of the unknown or seeking advice from a person strange to their culture."

David E. Sloan was first admitted to the Bar in Washington, D.C. in December, 1954 after graduation from Howard University Law School.

He practiced there for nearly ten years before returning to his hometown of Baltimore when he married Jo Rogers Sloan, a well-known social work professional.

Following a stint as senior editor of the AFRO-AMERICAN and another as house counsel for a large Baltimore construction company, Mr. Sloan re-entered private practice in 1977.

He has also been active in many community volunteer pursuits including the Boy Scouts, the Urban League, the NAACP and as a Baltimore School Board member.

When asked about the kind of practice he prefers, Mr. Sloan quickly notes that he prefers "hands on" practice, and explains that he likes to see and have some sense of the people he represents.

"There are lawyers, you know, that never or hardly ever see their clients — especially when they function in large firms and represents companies more so than individuals," Mr. Sloan said.

Noting that his cases are almost all civil matters rather than criminal, and that they involve a cross-section of problems including injury claims, domestic and divorce, estate and real estate problems, Mr. Sloan prides the accessibility of his office, located in Mondawmin at a Metro stop, to the Black community.

He also holds Saturday consultation hours from 10 a.m. to 2 p.m. for persons who have difficulty seeing him during regular week days.

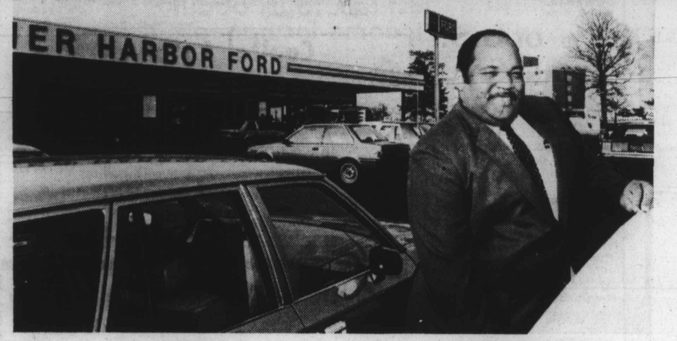
Recently Mr. Sloan and his associate, Lance O. Brown, have been joined by a female attorney, Susan G. Kirwan, and his paralegal assistant, Margaret Reyes-White, recently became a law student at the University of Baltimore.

"All of us in the office, including our secretaries and clean-up persons, are dedicated to providing the most dependable, knowledgeable and reasonably-priced legal services available for our clients," concluded Mr. Sloan.

TOWN & COUNTRY
FOOD MARKET & LAUNDRY
"The Everything Store"
Patent Medicine, School Supplies
Groceries, Meats
3821-23 Garrison Blvd.
542-9807

MS. BESSIE
SALON DE BEAUTE
Hair Care Center
Specializing in
Dudley Curls
3118 W. North Avenue
225-0456
Mon.-Sat. 8-6
"WE CARE FOR YOUR HAIR GIVE US A TRY."
Ms. Bessie and Selena

COMPLETE
INSURANCE SERVICES
AUTO: LOW RATES FOR GOOD DRIVERS
SAME DAY COVERAGE — EASY PAYMENT PLANS
BUSINESS: GENERAL LIABILITY — BONDS — WORKMEN'S COMPENSATION, BEAUTY & BARBER SHOPS
HOMEOWNERS: FIRE — APTS.
COMMERCIAL: TRUCKS — TRACTORS — CHARTER & CHURCH BUS — VANS
233-0016
AL LAWS
INSURANCE SERVICES
4528 EDMONDSON AVE — VILLAGE SHOPPING CENTER



INNER HARBOR FORD
In Just One Short Year INNER HARBOR FORD Has Become Baltimore's Premiere Auto Dealership

WHY?

SALES
We Sell for Less
That's why we sell many of Baltimore's Fleets

FINANCING
Many Lending Institutions
Creative Financing
Small Down Payment

PARTS
We Sell for Less
That's why we sell Balt. City & other large accounts parts. 300,000 inventory. Fast Delivery

SERVICE
Over 300 man-years experience. We fix it right the first time. We service some of Baltimore's largest fleet accounts.

BODY SHOP
3 major ins. co.'s maintain drive-in claim centers here. State of the art equipment for small & large jobs.

RENTALS
15 pass vans, cars long or short term

CUSTOMER SATISFACTION INDEX
One of the Highest in the Nation
"CAN YOU AFFORD TO NOT BUY FROM BALTIMORE'S BEST"
355-6666
FORD
2900 S. Hanover St.
Baltimore, MD 21225