BUSINESS

AFRO Photo by Paris Gray

WINNING SMILE — Tabb shows the charm and grace which has made her one of the area's leading car salespersons.

Tabb

(Continued from Page 1D)

I'm in here I am going to be producing.

"Shirley Tabb is one of the most vivacious, dynamic car salespersons that I've ever seen and I've been in this business for 10 years," said Doug Dugger, Sales Director at Koons Ford. "She is always working for her clients or she is out prospecting for new clients."

Tabb, wearing a white summer dress — "I think a woman should look a woman" — several gold bracelets on one hand and a ladies presidential Rolex topped by a diamond tennis bracelet and wrapped up in a 560SL Mercedes, looks as though she just drove off the cover of Savvy Magazine. Or is about to drive onto it.

But she says her success has taken it's toll in other areas of her life.

"I don't have much of a personal life," said Tabb, who normally works 12-14 hours day. "Men seem to be intimidated by me. At night I go home and listen to Zig Zieglar motivational tapes and I pray and thank God."

"I like all music, Tabb said. "8 to 12 on Sunday morning you'll find me near the radio listening to gospel music. I like the old foot stomping kind. And I could listen to Bobby Blue Bland all day long, Tabb said. "I try to go out and meet people but it just doesn't work."

"I'm at the point in my life where if I found someone who was willing to work hard I wouldn't care if he was a ditch digger, Tabb said. "We could put our fortunes together and incorporate and have the biggest ditch digging company in the country."

"I was talking to a group of guys around here and one of them said, 'You are gonna be alone for the rest of your life Shirley. No man could afford you.' Why must I be something you have to afford?" Tabb asked.

But business being what business is, Tabb's thoughts are of moving on, not pining away.

"I'm hoping one day that some sharp business person will want to sponsor me in a dealership and let me run it," Tabb said. "I would make a great General Manager," Tabb said. "But I would make a better dealer.

One man, who could barely afford to be without Tabb is Jimmy Koons, President of Jimmy Koons Management Inc., the Bethesda based owner of the Koons empire.

"I sold 55 cars in December," Tabb said. "That was my first month here. So Jimmy Koons bought me a $10,000 coat for Christmas. I was impressed," Tabb said. "I don't think he minds having me here."

So Tabb perches at her desk at Koons Ford. Getting to know her customers and getting her name on top of that sales roll. And introducing Baltimore through the medium of television to the Angel from Arkansas

She even does good deeds.

"You'd be surprised at the number of people who come in here who aren't registered to vote," said Tabb, who keeps registration forms in her desk. "So when you come in here to see a car. I'm going to show you a car and have you registered before you leave.' A lot of people use the conventional method," Tabb said. "I'm what you'd call a little avant-garde'. "

So Tabb somehow manages to bridge the gap between the genteel and the avant garde', the hub and bub of automotive retailing and the old fashionedness that even shows up in the way she greets people.

"I call everybody baby, dear, honey and sweety," Tabb said. "To me it's a closeness. If I like someone and I feel comfortable I do that," said Tabb. She said she has only had two customers who complained about her use of endearments.

"It's the hardest thing for me not to like someone."

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Douglass

(Continued from Page 1D)

"The city never approved of Baltimore Electronics."

"The lease that we have is valid," Douglass said. "I'm not in politics anymore. I'm not running for office. I'm not an enemy of the Schmoke administration. Towards the end I had some problems with the Schaefer administration, but I know what that stems from," Douglass said. "They're using me as a whipping boy and I wonder why.

Douglass claims that his firm put $500,000 worth of improvements, into the property and if the rent the city claims is owed were deducted he would still have enough to cover his rent for the next 18 months.

Bill Toohey of HCD takes a different view towards Douglass' improvements.

"Using that money to credit to his rent does not apply here," Toohey said. "As a subtenant he owes the rent to EBCC. He owes us taxes."

"As of February 3, 1988, Baltimore Electronics owed the city $69,084.24 in back taxes," Toohey said.

Douglass' firm Baltimore Electronics, is currently involved in bankruptcy proceedings.

This action, besides having the usual effect of hanging a shadow over Douglass, also puts a damper on the city's efforts to reclaim the property and continue development plans for the site.

"It makes it harder, "Toohey said. "We would have to find a developer who would either be willing to take on Baltimore Electronics or intervene in Bankruptcy Court."

When asked if there were any prospective tenants for the site Toohey replied, "There are a number of possibilities."

Douglass sees hope for the situation. Citing potential new and existing business he says the prospects aren't as gloomy as they have been painted.

"Business reversals happen," Douglass said. "I still have contracts and I am working them in house. We are still here as far as we're concerned."

But being there is not the important thing to Douglass.

It's being period that concerns him as he has watched his staff shrink from 175 employees down to 10. And it concerns him so much that he has offered to move in order to lay the controversy to rest.

"We are looking for other space," Douglass said. "The city and I agreed that I could remain here while I looked and they promised to assist us."

Douglass said he has yet to receive any assistance.

"I've seen smaller companies get tons of assistance," Douglass said.

Levels of frustration are running high on both sides.

HCD has its back up against the wall of tall buildings surrounding the Inner Harbor and sees the brewery site as a cornerpiece in its East Baltimore expansion plans and Douglass is at a loss to explain why. Why him? Why now?

"I just can't figure out why I'm the whipping boy," Douglass said. "But I will."

Success

(Continued from Page 1D)

dent of Zoble Advertising in Bridgewater, New Jersey.

"Every service company creates a product," Zoble told the audience. "A travel agent's ticket is its product; an accountant's statement, a management consultant's report or the graphics company's letterhead."

These were all tangible products service organizations produce which, along with a healthy dose of customer service, could be examined and analyzed and become as much an indicator of a service's worthy s its billing rate, Zoble said.

The daylong symposium consisted of five sessions of four to six workshops each ranging from the initial business plan to a growth management workshop for the company which has endured the early years and is in the position of having to expand or watch its market share erode.

The marketing Strategies For Minority and Women Owned Businesses was led by George C. Dumas, Ph.D., President of Data Directions in Fairfax Virginia. Dumas, who has become a favorite of both the attendees as well as the staff challenged everyone in the room to stand up and pitch their businesses after which he told them that each one of them should have a client before the session was over.

"George came to us after one of our earlier successes and said, 'I thought it was great but you didn't have any body to address the minority point of view', said Bettianne Welch, Staff manager and Coordinator for Success 88. "He was right; we had someone who cancelled at the last minute so we didn't have anyone I told him."

"Well you do now," Dumas told her.

The idea for the Success series, first held in 1984, occurred when Bell Atlantic, which has over 700,000 small business clients, saw in small business a wealth of potential customers. Customers whose telephone needs would continue to expand as their businesses did.

"We needed to develop the small business marketplace," said Welch. We went to the SBA with the idea and they suggested we structure a series around marketing."

The series which is now being licensed out to other Bell groups will be in approximately 22 states next year. "It's a market positioning tool for all of us," Welch said."It's been neat and it just keeps growing."

One important feature of the displays set up in the general meeting room was the dual booths which housed both a Bell Atlantic representative and an advisor from SBA.

Helping people get their foot in the door is so great," said Sherry Embrey, Regional Minority and Women Business Enterprise Coordinator for Bell Atlantic, who saw an introduction she made between Judy Goldberg, owner of an office services company and George Dumas' Data Directions turn into future business.

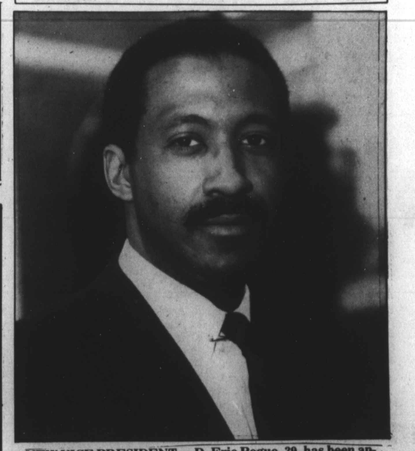
For information on future Success programs or dates of Success 88 in neighboring locations contact Bell Atlantic or the Small Business Administration.

Unlimited Success, Inc. Enters Baltimore Public Relations Market

Unlimited Success, Inc., a new public relations and special events firm has been established to fill the niche for numerous clients with public relations needs but who are unable to pay the high monthly retainer fees that big agencies require.

The firm specializes in special events, media relations, designing public relations plans that work within each clients needs and means as well as offering them a great deal of personal attention and service.

The firm is headed by Beth C. Schaeffer who previously worked at Image Dynamics, Inc. and Trahan, Burden & Charles.



NEW VICE PRESIDENT — D. Eric Pogue, 39, has been appointed staff vice president of personnel for the Philip Morris Companies. Prior to joining Philip Morris, Pogue was senior vice president for Reichhold Chemicals In. and held several management positions with Diamond Shamrock Corp. He was named Outstanding Young Men of American in 1982 and 1985 and is a graduate of Heidelbergy College in Ohio.

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INTERNATIONAL NEWS

Botha extends 'state of emergency'

JOHANNESBURG, South Africa — President Pieter W. Botha, citing the continuing "revolutionary climate," extended the 2-year-old state of emergency for another year today in a move placing tougher restrictions on the news media.

The extension, which superceded the current emergency that expired at midnight June 11, drew immediate criticism from government opponents, labor officials and church leaders.

New and tougher restrictions were placed on the media under the new legislation, which took effect when it was published in Pretoria at one minute after midnight in the official Government Gazette.

Also, 17, anti-apartheid organizations banned under emergency regulations and the severely restricted Congress of South African Unions are apparently still bound to obey the previous restrictions, one attorney said.

"We are still examining the documents and will know exact details later," she said.

The state of emergency, first declared on June 12, 1986, was necessary to enable the government "to control the safety of the public and maintain public order," Botha said in a statement circulated late Thursday from Cape Town.

Political opponents of the ruling National Party, church officials and labor leaders denounced the renewal and said the government apparently intended to maintain a permanent state of emergency to enforce its policies.

Archbishop Desmond Tutu, the 1984 Nobel Peace Prize winner, said, "the government's reimposition of the state of emergency is a pointless and bankrupt exercise which does nothing to help resolve our problems."

The leader of the Anglican church said, "it creates an atmosphere conducive to more state violence."

Helen Suzman, law and order spokeswoman for the opposing Progressive Federal Party, said, "it seems South Africa will have to endure a permanent state of emergency, under which thousands of people are detained without trial and denied due process."

Frank Chikane, general secretary of the South African Council of Churches said, "it means the government is committed to violent means of suppressing the oppressed black majority and forcing it to submit to apartheid."

The renewal of the state of emergency comes amid calls in the U.S. Congress for even stiffer economic sanctions against South Africa in an effort to bring an end to apartheid rule and the disenfranchisement of 24 million blacks.

Botha said, "the government has achieved considerable success in controlling the incidence of violence and unrest in the republic." But, he added, "it is apparent that there still exists a notable revolutionary climate in the country. In addition, the revolutionary and terrorist threat remains."

He said the renewal will stay in effect for 12 months unless "conditions change to such an extent that the declared state of emergency can be lifted."

He said the renewal will stay in effect for 12 months unless "conditions change to such an extent that the declared state of emergency can be lifted."

Since the current state of emergency was declared two years ago, at least 18,000 people have been detained for more than 30 days without warrant or trial. Severe restrictions have been placed on the media, including prohibitions of filming unrest and police actions.

Under the new regulations, the media will no longer be able to quote banned or restricted persons, even through an unbanned intermediary. News agencies, except 13 established agencies such as United Press International and the Associated Press, must be registered and the Minister of Law and Order can suspend periodical publications for up to six months instead of the current three months.

Botha said that under current circumstances, "the ordinary law of the land was still inadequate to enable the government to ensure the safety of the public and maintain public law and order."

WAR TOYS—A Namibian child stands toying with a spent army flare on Namibia's northern border with Angola, where tensions have mounted over South African reports of a Cuban military build-up in Angola.

Musical arts 'summit' held in the U.S.S.R.

By Marina Khachaturova
Special to the AFRO

MOSCOW—Dubbed as a musical summit, U.S., Soviet and Finnish artists joined hands in a version of George Gershwin's "Porgy and Bess."

As part of an Afro-American arts festival, the show was hosted by the Rossiya Concert Hall and was an instant sell-out. Many of the journalists covering the concert couldn't even get into the crowded hall.

The U.S. side was represented by eight Afro-American soloists and Wayne Sanders, chief director of the black opera company, Opera Ebony, who also directed the show. The Soviets were conductor Eri Klas of Soviet Estonia and his orchestra. Finland had sent in the choir of its national opera house.

The cast arrived in Helsinki on May 21. After that they were flown to Tallinn, capital city of Estonia to perform there on May 24.

For all the American artists, this was their first trip to the USSR with the exception of Wayne Sanders, who spent three days in Moscow three months ago. Sanders said he appreciated the "magnificent experience" of the joint production and hoped such events would be held on a regular basis.

Eri Klas, director and main conductor of Estonia, Tallinn's opera and ballet theater, mentioned an amazing detail. The fact is that the famous Estonian singer, the late Georg Ots, was the first Soviet Porgy. And — by a remarkable coincidence — the cast left Helsinki for Tallinn on board the ship "Georg Ots."

The show, was to be performed on only one night. Its success came naturally as the lineup included such celebrities as Bruce Hubbard (Porgy), Rita McKinley (Bess), Damon Evans (Sportin' Life), Greg Baker (Crown), William Drake (Jake), Myra Merrit (Clara), Leavata Johnson (Serena) and Camellia Johnson (Maria).

Eri Klas has staged over 50 operas, ballets, and musicals in Estonia. He worked as main conductor at the Royal Opera House in Stockholm, appeared for guest performances at the Bolshoi, and has conducted over a hundred orchestras of the world. On May 26, the audiences appreciated Eri Klas' Estonia, an orchestra he's led for thirteen years now. Much credit also goes to the Finnish National Opera Choir. As critics have observed on many occasions, it possesses extraordinary vocal quality and remarkable artistic skills.

"Porgy and Bess" is no newcomer on the Soviet stage. A couple of years ago it was staged by the Stanislavsky and Nemirovich-Danchenko Musical Theatre in Moscow.

Mikhail Lavrovsky, a Bolshoi soloist, a world-class dancer, and a Vaslav Nijinksy Prize winner, stage-directed a ballet version of "Porgy and Bess" at Tbilisi, Georgia. He was able to blend classical choreography and modern dance techniques in it.

Klas was asked whether he was impressed by his work with the Afro-American soloists.

"It's their opera," he said simply. "That is why nobody will ever sing it better than they do. The cast included opera singers known for their classical repertoire. The lead parts are sung by baritoneBruce Hubbard and lyrical soprano Rita McKinley."

Marina Khachaturova is a writer with the Soviet Union's Novosti Press Agency.

British media accused of fueling 'hostility'

NAIROBI, Kenya — The diplomatic battle between London and the Somali government over the evacuation of foreigners from war-torn northern Somalia has sharpened with a Somali accusation that Britain and the English media were guilty of encouraging "hatred and hostility."

In a statement issued late last week, the Somali Foreign Ministry repeated its view that the evacuation of foreign aid workers from the war-torn northern zone was unnecessary.

"The government assured everyone concerned that the situation in the northern part of the country is normal and there is no cause for concern," the statement said.

It accused the British Foreign Office, which was critical of Somali reaction to the decision to evacuate the foreigners, and the British media of "propagating hostility and hatred."

It said they gave "undue publicity" to the rebels, described as "a small gang of terrorists bent on disrupting the peace and unity of Somalia."

About 40 U.S. and other foreign aid workers evacuated from the embattled town of Hargeisa in northern Somalia arrived in Kenya Wednesday and spoke of fierce rebel attacks in a week of violence that left hundreds dead in the streets.

A French building technician who was in a group which flew into Nairobi from the Somali capital of Mogadishu, estimated 1,500 people died in Hargeisa and spoke of seeing several hundred bodies in the town.

"Those were the bodies of people killed in the fighting and executed in the streets," he said.

He said the wounded in the hospital totaled more than 1,000.

A British relief worker who requested anonymity said his house had been hit by three bazooka shells recently.

"I dived under the bed as the shells howled, howled through the house. One stuck unexploded in a cupboard. Another went straight though and took out the side of the house. A third lodge exploded in the back door. The previous day the house was machine-gunned."

The man was living in a Hargeisa suburb popular among expatriates.

The decision by the aid workers to leave Somalia followed surprise instructions from the government Monday that all the foreigners evacuated on safety grounds from the fighting should go back to their posts or get out of the country by June 8.

The 160 people — most of them aid workers — were airlifted from Hargeisa 700 miles south to Mogadishu during the weekend in a U.N. emergency operation because of fierce fighting in the area between government troops and the rebels of the Somali National Movement.

The rebels launched a surprise offensive in northern Somalia last week, attacking several major towns. The organization was formed in 1981 and calls for the overthrow of the U.S.backed, pro-Western government of President Mohamed Siad Barre.

Diplomatic sources said the Somali government, which has always been reluctant to admit the scale of the 7-year-old northern rebellion, was apparently embarrassed when the evacuation threw the international spotlight on the rebel offensive.—(UPI)

FREEDOM RALLY — Oliver Tambo,president of the African National Congress, addressed a crowd of 15,000 anti-apartheid supporters at a Free Nelson Mandela rally in Glasgow recently. The rally was part of a campaign to mark Nelson Mandela's 70th birthday.

Drug fears, fines take steam out of Evergreen's Jamaican line

KINGSTON, Jamaica — Taiwan's giant Evergreen Shipping Lines, facing a multimillion-dollar U.S. fine for Jamaican marijuana hidden in cargoes, will cut off service to the Caribbean island by mid-July.

The Labor government of Prime Minister Edward Seaga has been negotiating with Evergreen, the world's largest container carrier, "almost on a daily basis" to rescind its decision, Port Authority Chairman Noel Hylton said.

The loss of Evergreen's service is a serious blow to the island's ports and a sign that shipping lines fear the government cannot guard cargoes from being used as hiding places for illegal drugs - mostly marijuana headed for the United States.

Evergreen is regarded as Kingston's most reliable line and is the only one to offer weekly shipments to Europe, the United States, and East Asia - major markets for Jamacian goods, especially garments made in booming free-trade zones.

Foreign Minister Hugh Shearer said last week that Evergreen would end its Jamaican service by mid-July. It now carries cargo from Jamaica to the United States through Charleston, S.C., and Los Angeles.

The carrier ended weekly feeder shipments to Houston and New Orleans from Jamaica, Puerto Rico, and the Dominican Republic, in March.

The decision to pull out of Jamaica apparently stems from a $65 million U.S. Customs fine against Evergreen for a total of 7,000 pounds of marijuana seized aboard two of its ships in New Orleans in late 1986.

The marijuana was found in containers that had been shipped from Indonesia and Japan through Jamaica. Evergreen has appealed the fine and shipping sources have told United Press International that the $65 million fine has been negotiated down to $28 million.

Evergreen, which began service to Kingston in August 1984, has contended that it has no control over marine terminals or cargo.

An industry source who asked not to be identified said that Evergreen might end all services to the Caribbean. The line serves the southern Caribbean through stops at Panama, Curacao, and Costa Rica.