Business Pulse Directory

It's All About You At
Jean's Place
Attention Beauticians
A lovely new salon has booth rentals available for beauticians who have an established client referral list.
For More Details Call
Jean Robinson
922-7357

SHIBUMI KARATE STUDIO
3200 REISTERSTOWN ROAD
367-0681
INTRO COURSE $14.00
"Train With Pride"

"NEED A CAR"
NO CREDIT, BAD CREDIT,
MARGINAL CREDIT
NEW CAR, USED CARS
or LEASE
Call MR. GOODRUM at 377-1180
24 Hours — 7 days
Mon.-Sat.

Ralph E. Johnson, Jr.

For The Consciousness of African Americans by Ralph E. johnson, jr.
This book of poetry is essential to African Americans in that it offers inspiration, enlightenment, self-respect, identity, and historic knowledge.
To purchase a copy call (301) 625-5870 or visit 111 W. Centre St., Balt., MD 21201

STANLEY ELECTRIC
House Power
Free Estimates 655-4906

STARTERS • ALTERNATORS
ARLCO ALL MAKES AND MODELS
2 yrs. WARRANTY
visit or call
4803 Benson Avenue
Baltimore, Maryland 21227 301-247-0100
Receive 10% off with this Ad.

JOE TURNER

TURNER'S UPHOLSTERY
2315 Hollins Street - 624-0400
COMMERCIAL AND RESIDENTIAL
• Sofas & Chairs
• Kitchen & Dining Room Chairs
• Bar Stools & Office Furniture
For More Information And Appointment
Call JOE TURNER
Master Card & Visa Accepted

Dr. C. Norris Mills
Dr. Valeria D. Hairston
Tired of those aching feet?

Let Doctors Mills & Hairston "Put You on Your Feet"
WE TREAT.....
• PAINFUL CALLUSES • ATHLETES FOOT
• PAINFUL BUNIONS • HAMMER TOES
• PAINFUL CORNS • FLAT FEET
• INGROWN TOENAILS • DRY SKIN
• DIABETIC PROBLEMS
C. Norris Mills, 2300 Garrison Suite 103, 945-5400 21216
Northwood Shopping Ctr. 1532 Havenwood Road 467-3668
Cherryhill 501 Cherryhill Road 21225 Mondays Only A.M. 355-0099

Blair's First Fall Beauty Special
Our $45.00 Curl Perm
Sale Price — $35.00
$55.00 Wave Nouveau
Sale Price — $45.00
Our Foreme Cosmetic Complete Skin Care At Sale Prices
Bonding Hair Weaving Services
1355 W. North Avenue Tel. 523-6888
Emma J. Floyd, Operator Stylist M. Ann Blair Robinson, Owner-Manager

1 POINT — DO I REALLY NEED MAIF?
Call
INTERSTATE INSURANCE AGENCY OF MARYLND
and find out about our
Low Down Payment-Monthly Payments
788-0112
827 Frederick Rd. Mon.-Thurs. 9 to 5-Fri. 9 to 7

BRUNING PAINTS
ALL-STATE PAINTS
2113 GREENMOUNT AVE.
BALTIMORE, MD. 21218
ELWOOD DORSEY
243-6234
Christian Owned

Introducing **Sa Joy Shoes**
featuring.....
Men and Women Shoes
European Styles
Latest Styles
Exotic Skins
Handbags and Accessories
512 W. Franklin Street
Baltimore, MD 21201
383-8130
Mon.-Sat. 10-6
where Quality begins with us...

IDEAL FUEL OIL COMPANY
566-4700 566-4701
SAME DAY DELIVERY
RADIO DISPATCHED TRUCKS
We Accept Energy Program Grants

SAVINGS LOWEST PRICES
Order Now and Save!!!
50 Gals. — $45.00
100 Gals. — $69.00
Service & Clean Burner
Tell a Friend

Milton A. Dugger, Jr. CLU

INTEGRITY ASSOCIATES
INSURANCE/FINANCIAL SERVICES & PRODUCTS
1002 MONDAWMIN MALL
BALTIMORE, MARYLAND 21215
(301) 383-7707
NEW YORK LIFE
GET THE MOST OUT OF LIFE

Est. 1939
Ecuador Hat Co.
Quality Hats & Caps for Men
Professional Cleaning & Blocking and Remodeling
301 West Fayette St. — 21201
Mon.-Sat. 9:30-5:30 301/727-5906

Now Small Business Has A Big Brother.

If you need financial assistance, the Maryland Small Business Development Financing Authority (MSBDFA) is here to help. Under the first three programs listed below, we offer financial aid to socially or economically disadvantaged business persons in Maryland. The fourth is for all Maryland small businesses with government or public utility contracts.

For eligible firms with government or public contracts: MSBDFA may guarantee a loan from a financial institution, guarantee equity, or provide a direct loan for use as working capital or for certain equipment needed to complete a contract on a project financed by a federal, state or local government or a Maryland public utility.

2. Long-Term Guaranty Program

For all eligible firms: MSBDFA may guarantee and pay an interest rate subsidy on a long-term loan made by a financial institution for use as working capital, for buying and installing machinery or equipment, and for making necessary improvements to real property owned by the applicant.

3. Equity Participation Investment Program

For all eligible firms: MSBDFA may invest up to 45% or $100,000 (whichever is less) of the equity needed for a franchise operation. MSBDFA requires its initial investment to be recovered within five years.

4. Surety Bond Guaranty Assistance Program

For all small businesses: This program helps the small contractor secure bonding by guaranteeing up to 90% of the losses that a surety company may incur in the event of a breach of a contract, on a Project financed by a Federal, State or Local government or a Maryland public utility.

A Better Economy For All Of Us

MSBDFA loans, guaranties and investments result in positive economic impact in terms of jobs retained, jobs created, and tax revenue generated.

Help Is Just A Phone Call Away

MSBDFA is among the most innovative state financing programs in the country. A unique opportunity. And it's only available in Maryland. If you think you qualify for our assistance, call us. Together, we can make your business a success. For more information contact the Maryland Small Business Development Financing Authority. The Maryland Small Business Development Financing Authority is an agency of the Maryland Dept. of Economic and Employment Development.

Maryland Small Business Development Financing Authority
217 E. Redwood St., Suite 2200
Baltimore, Maryland 21202
(301) 333-4270

Maryland

INJURED IN AN ACCIDENT, CALL
DR. ALLEN J. EISNER
837-4666
207 W. SARATOGA ST. IN "DOWNTOWN BALTO."

DISCOVER
THE PALMER SCHOOL
201 S. ARLINGTON AVE. BALTIMORE, MD 21223
Professional Career Training
• Automated Office Specialists • Data Entry
• Private Security
Financial Aid For Those Who Qualify
Job Placement Assistance
"CLASSES FORMING NOW"
Call Today For More Information
(301) 837-2626
A Career.com School

Let the mailman bring your *AFRO-AMERICAN*

ELECTRO-LITE
2315 Hollins Street
Baltimore, MD 21223
A New Concept In Career Training
Basic Soldering School
Electronic and Inspection Program
We offer . . .
• 40 hour course
• Day & Night courses
• Courses requiring no previous skills
• Accessible to major transportation
• Job placement upon certification
For more information
Call
(301) 945-2724

Upcoming Grand Opening
SWEET & ICY

5212 Reisterstown Road 466-1481
Mon.-Sat.: 9:00 a.m. to 9:00 p.m.
Made Fresh Daily — Hot Dogs, Popcorn, Cotton Candy, large selection of candies.
GRAND OPENING SPECIAL
Buy one HERSHEY Dip & receive one Dip Free or — Come in & receive a Mini Dip Free.
Delicious Fresh Dipped Ice Cream!
Nothing beats our ice cream treats . . . Let us supply sweets for your parties.
HERSHEY Ice Cream

RAPID STATIONERY & OFFICE SUPPLIES
Full Line Of:
Office Supplies
Stationery
Letterhead,
Business Cards
Wedding Invitations
School Supplies
Drawing Supplies
Greeting Cards
Secretarial Services
9 til 7 Monday thru Friday
10 til 6 Saturday
354 E. University Parkway
889-5323
Full UPS Service

PROFESSIONAL EMPLOYMENT AND CAREER TRAINING OPPORTUNITIES

CAREER CORNER

We encourage our readers to tell their employers to advertise their company's employment opportunities and their co-workers to read Career Corner when seeking a career move.

PLAY A KEY ROLE IN A GREAT TEAM
Our residential treatment program for court-involved youth needs qualified, dedicated people for the following positions:
• Clinical Assistants — coordinate case management and co-facilitate client groups. Master's level or equivalent experience.
• Counselors — need individuals who are high energy, team-oriented and athletically inclined.
We offer excellent supervision, training and benefits.
RESUMES TO:
S. Keith
O'Farrell Youth Center
P.O. Box 306
Woodstock, MD 21163
EQUAL OPPORTUNITY EMPLOYER

EDUCATION
Md. St. Dept. of Educ.
Call (301) 333-2038 for Application and Position Announcement.
Instructional Personnel, Correctional Adult Basic Education, Position #035295; salary determined by the Washington County Board of Education pay scale based on education and experience. Position located at the Maryland Correctional Institution — Hagerstown, near Hagerstown, Maryland.
This is a professional position responsible for providing language arts instruction to incarcerated male adults at the basic skills level, including application to vocational, functional living, and employability skills.
MIN. QUALS: Bachelor's degree. Candidates must be eligible for standard or advanced professional certification in elementary or secondary academic education by the Maryland State Department of Education.
Closing date for the receipt of applications is November 28, 1988.
AA/EOE

RESEARCH ASSOCIATE
The Research Program of the Charles McC. Mathias National Study Center of Trauma and EMS which is a collaborative effort of the Maryland Institute for Emergency Medical Services Systems (MIEMSS) and the Emergency Health Services Department of the University of Maryland Baltimore County (UMBC), has an opening for a research associate. The successful applicant will conduct health services research in the broad spectrum of Emergency Health Services (EHS) systems. Opportunities exist for multidisciplinary collabortive research projects through the University of Maryland Baltimore City and County campuses and the MIEMSS Shock Trauma Center. Teaching opportunities are available but not required. Responsibilities will emphasize development of fundable research proposals. Preference will be given to those with prior research experience involving primary data collection and/or secondary analysis involving use of multivariate data analysis and commercial software packages. An earned doctoral degree is preferred, however, ABD's near completion will be considered. Please send curriculum vita to: Dr. James N. Eastham, Jr., Research Program Manager, National Study Center/EHS Department, UMBC, Baltimore, Maryland 21228. Application deadline is **January 31, 1989.** UMBC is an affirmative action/equal opportunity employer. Minorities and women are encouraged to apply.

REFERENCE LIBRARIAN
UNIVERSITY OF BALTIMORE
MLS from ALA-accredited school required; academic or law library experience and knowledge of Lexis, Westlaw and OCLC preferred; J.D. helpful. The Reference Librarian supervises Inter-library Loan, provides reference service and bibliographic instruction. Some evening and week-end hours required.
Beginning salary — $23,000 to $28,000, depending on qualifications. Excellent benefits. Application deadline: December 2, 1988. Send resume, with names of three references to: Emily R. Greenberg, University of Baltimore Law Library, 1415 Maryland Avenue, Baltimore, MD 21201.
AA/EOE

SOLICITATION OF QUALIFICATIONS FOR PROFESSIONAL SERVICES
The Queen Anne's County Commissioners are soliciting expressions of interest from aviation engineering firms desiring to perform the work described below, to be undertaken at the **Bay Bridge Airport,** Stevensville, Maryland. The majority of the work under the project is anticipated to be accomplished through a grant of funds from the Federal Aviation Administration over a period of three years and consists of, but not limited to, the following:
1. Rehabilitation of the runway, taxiway, apron area and lighting system.
2. Navigational aides improvements.
3. Expansion of the apron area.
4. Possible taxiway extension.
5. FBO lease review.
6. Airport planning and coordination.
7. Parking area expansion and renovation.
8. Development of hangar buildings.
9. Rehabilitation of maintenance and administrative buildings.

Respondents will be evaluated on the basis of prior experience on aviation engineering work involving planning, design and construction projects at similar airports. Familiarity with FAA and Maryland SAA grant procedures, requirements and technical specifications also will be considered in evaluating respondents' qualifications. Familiarity with Queen Anne's County Zoning Regulations and the Critical Areas Plan will be considered as well. Disadvantaged Business Enterprises are encouraged to apply.

Expressions of interest, with statement of qualifications, including background and experience of the firm as it relates to the projects listed above, should be promptly submitted to the following address.
Ms. Amy S. Coleman
Coordinator
Queen Anne's County Economic Development Commission
P.O. Box 6
Centreville, Maryland 21617
Questions related to this solicitation may be addressed to Ms. Coleman at (301) 758-0371.
AN EQUAL OPPORTUNITY EMPLOYER

CLINICAL MICROBIOLOGIST, MEDICAL TECHNOLOGIST
University-based 2 + 2 Medical Technology Program is now accepting applications for a full-time, 12-month, professional position. Requirements: Master's degree, minimum of three years clinical and/or teaching experience, and national professional certification. Individuals with previous laboratory research experience are encouraged to apply. Duties: Preparing materials and assisting in instruction of laboratory courses in clinical microbiology; participating in faculty research and Medical Technology Program activities. Available: As early as March 1, 1989. Contact: Submit applications including a full vita and three letters of evaluation (sent separately) by February 15 to Professor Anna P. Ciulla, Chairperson, Medical Technology Search Committee, School of Life and Health Sciences, University of Delaware, Newark, DE 19716. The University of Delaware is an equal opportunity employer which encourages application from qualified minority groups and women.

MARYLAND
DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
ENERGY RESOURCES OFFICER I
THREE POSITIONS
UNCLASSIFIED
Salary Range: $22,266-26,515.
The Maryland Department of Housing and Community Development is seeking three full-time professionals for positions as Energy Resources Officer's I for the Maryland Energy Office. These are highly responsible positions providing technical assistance on cost effective methods and practices of energy conservation in a variety of energy management categories. One position emphasizes skills in cost effective methods and practices of energy conservation including space heating, cooling, lighting and water heating. The second position will emphasize skills in grant and loan funding to schools, hospitals, institutions of local government and non-profit agencies. The third position emphasizes skills in technical assistance for energy conservation in the residential and commercial energy use sectors.
MINIMUM QUALIFICATIONS: Possession of a Bachelor's degree plus four years of relevant professional experience in technical subjects and work that exhibit an understanding of energy processes. Experience may be substituted at the rate of one year of experience for one year of higher education for up to two years. Training and/or experience in grants management and/or administering loan programs is highly desirable. Additional desirable qualifications include familiarity with federal and state procurement rules, and understanding of government operations and knowledge of local government. Candidate should also possess excellent people relation skills.
Resumes must be received by November 28, 1988 at 4:30 p.m.
Send resume to:
Dr. Donald E. Milsten
Director, Maryland Energy Office
Division of Community Assistance
Department of Housing and Community Development
45 Calvert Street
Annapolis, Maryland 21401
(301) 974-2190
EOE

You too can read the **AFRO** — Subscribe Today!

PROFESSIONAL OPPORTUNITIES AT ANNE ARUNDEL GENERAL HOSPITAL AND MEDICAL CENTER
LOOKS GOOD FROM ANY POINT OF VIEW
Any way you look at it, Anne Arundel General Hospital and Medical Center has everything to fulfill your professional career. We're a full service, fully accredited 303-bed facility located in historic Annapolis.
OCEANS OF OPPORTUNITY
Our expansion has created numerous opportunities to excel in a variety of challenging areas. We currently have needs within the following professions: Nursing, Respiratory & Physical Therapy, Laboratory-Technology, Radio-Tech, Social Work and Pharmacy. All of which offer extensive continuing education programs.
As sensitive to the needs of our employees as we are to our patients, we offer excellent benefits including tuition assistance up to $2,500 per year, comprehensive medical and dental coverage, (where applicable) generous differntials; 10% evening shift, 15% night shift and 7% weekend shift, a pension plan, thrift plan and many other extras. And wait until you discover what's outside our hospital.
A GREAT PLACE TO LIVE
Surrounded by the beautiful Chesapeake Bay, Annapolis is home of the U.S. Naval Academy, the prestigious St. John's College and is the capital city of Maryland. Recreation is at your fingertips with western Maryland mountains and every type of water sport you can think of. Nearby are the shores of Ocean City, Maryland, and, of course, all the cultural activities of Washington, D.C. At Anne Arundel General Hospital and Medical Center, your ship has come in.

CLINICAL SERVICES		ALLIED HEALTH
— Medical-Surgical	— Walk-in Health Center	Respiratory Therapy
— Nursery	— CCU	Physical Therapy
— Pediatrics	— ER	Laboratory-Technology
— Labor & Delivery	— OR	Social Worker
— Cardiac Telemetry	— Orthopedics	Staff Pharmacist
— ICU	— Oncology	
— Psych	— Ambulatory Surgery	
— PACU	— Home Health Care	
	— OB/GYN	

For further information on Employment Opportunities at our Hospital, please contact the Human Resources Department, Anne Arundel General Hospital and Medical Center, Franklin & Cathedral Streets, Annapolis, MD 21401, (301) 267-1367.
Equal Opportunity/Affirmative Action Employer

Watch Your Career Grow As A
NURSING ASSISTANT or DAY CARE ASSISTANT

• Financial aid available to those who qualify
• Successful job placement assistance
• Day and Evening classes
• Open House Wednesdays 10 a.m.-6 p.m.
CLASSES STARTING NOW!
All You Have To Do Is Call
358-1210
PTC CAREER INSTITUTE
5818 Reisterstown Rd.
Baltimore, MD 21215