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SOUNDS

By Carl Matthews

EN VOGUE
"Born To Sing" (Atlantic)

About 15 years ago, I remember, there was a hit single called "Boogie Woogie Bugle Boy." A lady by the name of Bette Midler had remade the old Andrews Sisters hit, using multi-tracking to record all the vocal parts herself. In the mid-70's, there weren't that many remakes of 40's tunes on top-40 radio. Midler's hit was certainly something different.

I picked up this cassette by En Vogue and noticed there was a track called "Hip Hop Bugle Boy." I thought, "If Jive Bunny And The Mastermixers can bring back 'In The Mood,' why not?"

So I played En Vogue's "Hip Hop Bugle Boy." Nice beat. Good singing. But then I noticed that En Vogue's version was only 54 seconds long! Do you suppose they thought the idea of doing this song hip-hop style was so silly they couldn't stop laughing long enough to complete a full take?

En Vogue is comprised of Dawn Robinson, Terry Ellis, Cindy Herron and Maxine Jones, all of whom sang on Foster/McElroy's album "FM2" a couple of years ago. Their current cassette includes the single "Hold On," which wins the 1990 Carl Matthews Sounds Award for Worst Use Of A Sample Taken From James Brown's Song "The Payback."

LOUIE LOUIE
"The State I'm In" (WTG)

What I need is a break from the same-old-hip-hop routine of today's new jack swing and the teen-pop formula arrangements of New Kids On The Block. Lucky for me I came across "The State I'm In," the WTG debut album by Southern California native Louie Louie.

In the early 80's, Louie's reputation as a dancer attracted the interest of agents and casting directors. He got his first show-biz break playing Madonna's Latin lover in her "Borderline" video. With her encouragement, Louie began creating home demos of his original songs.

With his live act filling L.A. clubs and attracting increasing major-label interest, several companies asked Louie to send them demo tapes, but Louie preferred to sing his songs, live and acappella, in the company office.

He signed with WTG Records in December, 1988 and in the next seven months worked on "The State I'm In" with two producers, Frankie Blue and Les Pierce. Louie Louie sang all lead vocals and did some drum and keyboard programming.

The album's title track and "Sittin' In The Lap Of Luxury" are worthwhile cuts you can slip in for a change of pace from the usual house music and rap. The latter tune features some horn playing by Dizzy Gillespie, which may or may not belong in a hip-hop track such as this. But so what? Let Dizzy have his fun...

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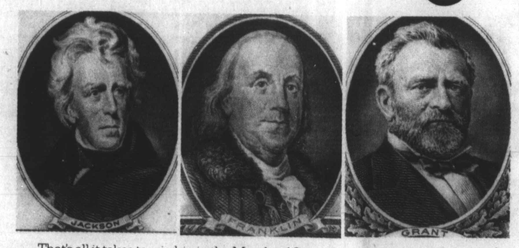

That's all it takes to win big in the Maryland State Lottery's Pick 3 and Pick 4 games. Just pick any 3 or 4 digit number. Or let the Lottery's computer "Quick Pick" the numbers for you. For just 50¢, you can play your favorite number straight or boxed. Or play a $1 bet straight to win $500 in Pick 3. And $5,000 in Pick 4. So play the Maryland State Lottery's Daily Numbers Game today. And have a dinner party tonight.

MARYLAND LOTTERY
32,000 Daily Numbers Winners Every Week.

—At Theater

(Continued from Page B-6)

and 18-20.

Performances will be at the playhouse, 801 McCulloh St., Baltimore, Md.

"Into the Woods," with music and lyrics by Stephen Sondheim, is currently playing the Morris Mechanic theatre where it will remain through May 13.

If ever a musical could be termed "clever," this is it. The premise is simple: some well - known fairy tale characters are brought together as they go into the woods to find their objectives.

There is Jack, who had to sell his cow for some magic beans, Little Red Riding Hood, who went to take goodies to her grandmother; the wicked old wolf, who gets his comeuppance;

And lots more. The score is laced with really witty lyrics which are perfectly portrayed by a thoroughly seasoned cast. Fairy tales are supposed to be for children — but this is the exception. This one is pure fun.

BUSINESS PULSE

■ Career Corner C4
■ Sports C5
Saturday, April 28, 1990

Antique shop offers rare finds

New Merchant opens store despite discrimination

By Gwen Gilmore
AFRO Staff Writer

In NW D.C., a quaint little shop called "I Found It" stuffed with impeccably arranged collectibles is neatly nestled on the 14th Street corridor. Once inside, its items such as china tea cups, silk flowers and preserved mahogany cabinets may be just the right touch needed to complete a renovated 19th century town house.

"The competition is fierce," said shop owner J. R. Brown. He travels as far as 300 miles regularly to auctions and estate sales where he haggles and bids for the finest items on display. "I get a lot of good buys in Maryland and Virginia," he said, where he competes with knowledgeable buyers for the rarest items.

Among the cool marble and polished wood one may find prices for an unusual cup and saucer for $1, or for the really high rollers, $10,000 for an exquisite mahogany display filled with Victorian and Oriental china. Silk flower arrangements are priced at $10 through $1,000. Practical items such as an attractive blonde 3 piece folding wicker breakfast set are on special sale for a limited time only, as well as, an authentic hand made pink and gold silk kimono.

He also sells fashion jewelry, old and contemporary to attract younger people, a display of selected little girl bows blendswell with a decor of Victorian and Oriental busts and what-nots.

Mr. Brown, who has a degree in business management from the former Federal City College, now the University of the District of Columbia, says the reason why there aren't a lot of Afrocentric items in his shop is because they are not so easy to come by. "I keep the pieces I have at home," he chuckled. "My brother was a Merchant Seaman and gave me what I have and I don't intend to part with them."

"Friends too, came by to help whenever they could," he said when he decided to open the small business; Tyrone Johnson a professional painter does the refinishing and the flower arrangements are by John Collen, an interior decorator in the city."

The name "I Found It" was so appropriate, he says, because of the difficulty he had in getting a lease to a building in a desirable community. "A lot of times you are told it's not for lease, its for sale, even when they have a lease sign in the window," said Mr. Brown.

"I waited for months for a place on Piney Branch Road that is still vacant. One agent told me because I didn't have a previous building, she could not lease to me,"he said. She did, however, manage to show him a building in a neighborhood with heavy drug traffic and no security. "I told her I was not opening a group home, I wanted a collectible shop. I felt she was discriminating against me," said Mr. Brown.

His shop is located at the heart of the 14th Street corridor at the intersection of T Street. Once the focal point of Black society in Washington, the area is experiencing a rebirth into a young upwardly mobile community following years of mainstream prostitution and drug activity. "The neighborhood is changing, but you still have to be careful", Mr. Brown says, adding that friends on the police force come by frequently to check and there is a neighborhood watch as well.

A native of Portsmouth, VA., Mr. Brown says the neighborhood has been very friendly. Customers come into the store and browse with smiles on their faces as they gingerly handle porcelain plates and rare statuettes. Members of Source Theater, located just doors away, come in regularly looking for props and such.

Mr. Brown, 43, had been collecting items long before he opened his shop. "My knowledge came through reading collectible books and going to auctions, as well as having good taste," he added.

He has held managerial positions throughout his career. "Even as a child I was good at managing money. My jobs have all been managerial positions. I was a manager at Woodward and Lothrop, and before then I was an assistant buyer in New York.

After only three weeks in business , Mr. Brown has loads of inventory. He says he is in the black and meeting his operational expenses. "I opened with my life savings and family contributions," he says.

Before going into business Mr. Brown recommends associating with other entrepreneurs. "Never be too proud to say you don't know; research is important. Research the type of business you want and the location."

He also emphasized putting the money back into the business. "Don't go out and buy a big car. It is lucky to break even the first year," says Brown. Above all get some legal advise and try, said Brown, "you'll never know until you try."

Brown says he idolizes all people with strong character. "I was first a marshal at Dr. Martin Luther King, Jr.'s funeral. That was the greatest honor of my life." He also admires John H. Johnson for his determination and will power and desire to excel.

"I Found It" is certainly "a do- drop- in when passing by" that is well worth the find and the time.

THE PRESIDENT'S COMMISSION –Dr. Joshua I. Smith, chairman of the President's Commission on Minority Business Development (fourth from right), meets with Commission members and supporters during a recent reception at the National Press Club. Commission members were earlier sworn-in by Vice President Dan Quayle just before a meeting with President George Bush in the Oval Office. Also in photo (from left to right) : Ronald E. Harrison, director of Community Relations, PepsiCo, Inc. and president of The Business Policy Review Council; David Lam, President, Expert Edge, San Francisco, CA.; Dr. William Mobley, president Texas A & M University; Steven Sims, vice president, National Minority Development Council; Fern Espino, dean of student development, General Motors Institute; Wright Lassiter, president, El Centro College, Dallas,TX.; Abel Quintela, commission vice chairman and immediate past president U.S. Hispanic Chamber of Commerce and James Sutton, manager, World Wide Corporate Sourcing Eastman Kodak, Inc. and secretary to The Business Policy Review Council.

BUSINESS BRIEFS

SCHOLARSHIP FUND

A campaign to raise $50,000 for scholarships for Black, Hispanic and other non-White students, has been announced by the Public Relations Society of America.

The drive will conclude Sept. 1 and the first two scholarships will be awarded in the fall.

In addition to the scholarships, the organization's other initiatives include: Public relations internships through INROADS a 20-year-old national program; A public relations minority management program.

For information call the PRSA on (212) 995-2230.

WOMEN'S WORKSHOP

The fourth Prince George's County Women at Work Conference and Workshops, will be held Saturday, May 19 at Prince George's Community College, Largo, Md.

The single-day event will offer women information on how to find a job, job enrichment strategies and techniques to advance to higher levels.

Call (301) 925-5370 for information.

CENSUS VISITS

Starting this month, follow-up census takers will visit those households that haven't yet returned their questionnaire.

Over 88 million census forms were mailed to households on March 23. Anyone needing assistance completing their form may call the following toll free numbers 1-800-999-1990.

USDA INTERNSHIPS

The U. S. Department of Agriculture has identified 560 positions to be filled by students of the 17 historically institutions during its second annual summer internship programs.

Last year 330 minority students participated in such programs at the organizations based all over the country. Those interested should contact their college or university placement office or the USDA on (202) 447-2791.

WRITING SEMINAR

National Seminars Inc. will present "Powerful Business Writing Skills" from 9a.m. - 4p.m., May 3, in Washington at the Holiday Inn — Georgetown, 2101 Wisconsin Ave., NW.

Topics include: How to Professionally Write Correspondance, Short cuts to Handling Grammar and Spelling Problems, Five Simple Ways to Plan What You Write and Meeting Deadlines.

For information call 1-800-258-7246.

START YOUR OWN BUSINESS

"How to Start Your Own Successful Business" is the title of a new two-hour video launched by marketing executive Caroline R. Jones (Caroline Jones Advertising).

The video includes segments on starting, marketing and managing your own business; how to set up financing, analyze business insurance needs, buy an existing business and other information.

For information call (212)864-0318.

PACK YOUR BAGS

Conference Update

RACE CONFERENCE

The "Second Thoughts About Race in America" conference will take place Thursday, May 3 at the Sheraton Carlton Hotel, 16th and K Streets, NW., Washington, DC.

Sponsored by the National Forum Foundation, the event will bring together 1960s political activists to examine the growing racial tensions in America against the backdrop of the civil rights movement.

For information call (202)-543-3515).

INTERNATIONAL TRADE

A trade conference to examine how business is conducted with Poland and Hungary, will be held May 30-June 1 at the Radisson Park Plaza Hotel, Alexandria, Va.

The event is sponsored by the University of Virginia and will feature experts from the World Trade Center. The program will include an examination of the economic outlook of both countries and a case study of American businesses currently working in them.

For information call Carol Beechler on (703)876-6936.

UA EDITING PROGRAM

The University of Arizona, Tucson will host "The Editing Program for Minority Journalists" from June 3 - July 28. The event, which is sponsored by The Institute for Journalism Education, will offer advanced, graduate-level seminars designed for mid-career journalists.

For information call Denise Holt Williams, IJE Director of Programs, (415)642-8287.

SUPPORTING THE GIFTED

Supporting Emotional Needs of the Gifted Child will hold its ninth annual conference for parents, teachers and other professionals on July 26-27-28 at the Adam's Mark Hotel in Indianapolis,IN.

The theme of this year's conference is "Nurturing Talents Through The 21st Century." Presentations will focus on various aspects of achieving excellence in programs for bright children, as well as ways to bridge the gap between home and school. Special sessions will include minority gifted, leadership, curriculum and underachievement issues.

For information call Leona Gray on (513)873-4300.

OIC CONVENTION

OIC will hold its 26th annual conference June 10-13 at the Westin Hotel Renaissance Center, Detroit,MI. The theme of the four-day event is "Training for the 21st Century."

Participants from across the country will discuss strategies for training and retraining America's workforce.

For information call (215) 951-2200.

Pictured left to right at the African American Patriot's Awards Ceremony where Wilhelmina received citations from Congress, the State of Maryland and the City of Baltimore, are: Jeff Carey, Vice President, Black Veterans of All Wars, Inc.; 45th District Delegate Clarence Davis; Mrs. Hargrave, and Terry Laster, President, Black Veterans of All Wars, Inc.

History making businesswoman

BALTIMORE, MD — Mrs. Wilhelmina L. Hargrave, owner and operator of the West Coast Video franchise at 840 Guilford Avenue in the Mount Vernon Market Center, was recently recognized for her pioneer efforts.

Mrs. Hargrave opened her video store on June 5, 1989 and is the only Black woman in the state of Maryland to own and operate a West Coast Video franchise.

In addition, she was cited for her community spirit, having supported various charitable projects in the Baltimore area.

"We have received a great deal of support from the community and our business vitality depends on continued support. I feel it is not only proper, but good business sense to return something to that very same community," said Mrs. Hargrave upon receiving her awards.