Business Pulse Directory

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TARO CARDS & SELF HELP READINGS
Reg. $25.00 just $5.00 w/ad
Proclaimed by Governor Schaefer, Baltimore's official astrologer.

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April 8, 1989

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Ecuador Hat Co.
Quality Hats & Caps for Men
Professional Cleaning & Blocking and Remodeling
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24 Hour Service
Reasonable Rates
Guaranteed Workmanship
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20% off entire store
including new arrivals sizes 4-16
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The new Club Centre in the heart of Pikesville
Beltway exit 20 Reisterstown Rd ½ block south of Old Court Rd.

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SPECIALIZING IN PASTORIAL PACKAGING
We Also Offer An Excellent Disability Policy
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Call Now For a FREE Insurance Analysis
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NO CREDIT, BAD CREDIT, MARGINAL CREDIT
NEW CAR, USED CARS or LEASE
Call MR. GOODRUM at 377-1160
24 Hours — 7 days
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alleen's Hair Focus
A Full Service Salon
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3616 Marriotts Lane
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Bad Credit History, Slow Credit, No Credit At All
CALL
East Coast Credit
a division of MasterCard and Visa
We guarantee to repair your bad credit up to $10,000.00 and to improve or get your credit established with a valid credit card valued up to $5,000.00. Our entire fee is only $50.00.
CALL TODAY
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We will not only repair your credit but also establish new credit through MasterCard & Visa. Every applicant is guaranteed approval.

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For less than $1000 dwn paymt you can buy a home up to $100,000
Want to know more?
Call the one who knows!!
JIM SMITH CRS. 876-3364

CAREER CORNER

Job Training
Are interested in computer programming, data processing?
No High School Diploma Necessary
Call
New Life Mgmt
752-3486

SALESPERSON
Aggressive Salesteam needs another player... must be highly competitive and interested in the bottom line — Call today
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Do You Provide A Business Service?
We have the ideal audience.
Are you looking for a fabulous place to locate your restaurant, carryout, bank, office supply, or other business service?
Right now, you can become a tenant in Seton Business Park, the location of many large corporate offices. This is the only parcel of land designated for business services. For leasing information, contact **David Levine at 358-1961.**

EXECUTIVE SECRETARY
MD. AGRICULTURAL COMMISSION
Administrative pos. requiring a Bachelor's degree or equivalent training and experience. Individual will direct the activities of the Commission and assist the Secretary of Agriculture in the promotion of Maryland agriculture. Basic management, communication and analytical skills. Must be able to interact effectively with people. Pos. is located in Annapolis, MD. Annual salary $23,979. Interested candidates should submit a resume by April 17, 1989 to:
MD. DEPT. OF AGRICULTURE
Attn: Wilhelmina Hargrave
50 Harry S. Truman Pkwy.
Annapolis, Md. 21401
EOE

SCHOOL LIBRARIAN MEDIA SPECIALIST
Pos. for Sept. at all levels, Elementary, Middle School and High School. Suburban system seeking candidates with creativity and enthusiasm. Salary range $26,729 to $57,078. Connecticut Medial Specialist Certification. Send resume and credentials to: Westport Public Schools, Personnel Office. P.O. Box 312, Westport, CT 06880.

The PACE-SETTERS Series
by BEACON
A SERIES OF HIGH QUALITY, LIMITED EDITION COMMEMORATIVE PLATES
Elegant expressions of the memorable achievements of ten African-American Giants from the 19th and 20th centuries.

AN INSPIRATIONAL TREASURE
The valiant struggles of American peoples of African descent are highlighted in artistic and lasting form, in a limited edition series of beautiful, impressive collector plates. These commemorative plates will remind current generations of their rich heritage. They can be a valuable source from which to draw strength for coping and achieving in the face of today's serious challenges.
This plate series, called the "Pace-Setters", is now available in your area! This series features ten of our most outstanding men and women, starting with Frederick Douglass.
Each plate displays a portrait and a brief narrative of the history of our heroes and heroines — our warriors for justice and freedom. No further plates will be available after the edition closes; therefore, you will be assured of a treasured heirloom collection.
Historically, limited edition collector plates have appreciated in monetary value over the years. No doubt, they will be passed lovingly from the old to the young in generations to come. Do you often wonder how we can bear witness to our Black achievements?

TRULY A COLLECTOR'S ITEM
Each plate is crafted on a true ivory glaze of fine porcelain with a 24-karat gold band. The plate makes a stunning conversation piece — a springboard for many enlightening discussions about our Afro-American heritage.

BENEFITS
- Emphasizes cultural awareness
- An excellent educational tool
- A role-model for the old and young alike

These commemorative plates say something special as a gift for weddings, anniversaries, birthdays, Christmas, or any other special occasion. They are gift boxed with a card enclosed to explain each historical figure depicted on the plate.
Orders for the "Pace-Setters" series will be filled on a first come basis. Order now and be a witness to our cutural heritage.
$25.00 Per Plate
Series Include:
Frederick Douglass, Mary McLeod Bethune, Marcus Garvey, Harriet Tubman, W.E.B. DuBois, Denmark Vesey, Toussaint L'Ouverture, Paul Robeson, Martin Luther King, Jr., Malcolm X.
For Information Call: (301) 385-2614
Write To: Pace-Setters Series
Box 89-BR
c/o Afro-American Newspaper
628 N. Eutaw Street
Baltimore, MD 21201

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- Sofas & Chairs
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- Bar Stools & Office Furniture

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Call JOE TURNER
Master Card & Visa Accepted

DIRECTOR OF OPERATIONS
The U.S. Naval Institute, a 117-year-old membership organization with a large publishing program, is seeking an experienced manager to direct the activities of its customer service, accounting, circulation, warehousing, and data processing departments. The highest consideration will be given to candidates with proven leadership ability, knowledge of the publishing business, excellent communication skills, and experience with computer systems. Salary range $40,000-$60,000. Send resume to: Personnel Officer, U.S. Naval Institute, Annapolis, MD 21402.
Equal Opportunity Employer.

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GRAND OPENING SPECIALS AT $10.04
(Except Saturdays)

SHAMPOO BLOW DRY CURL		HAIR LIGHTNER	*10.04
DEEP CONDITIONER	$10.04	CURLS — SHAMPOO —	
HAIR COLOR	*10.04	DEEP CONDITIONER	
CELLOPHANE COLOR	*10.04	AND TRIM	*10.04
JAZZING COLORS	*10.04	NEW STYLE HAIR CUT	*10.04
HENNA (Color for		PERM RELAXER	*10.04
Shine & Body)	*10.04	THE WRAP	*10.04

* WITH BLOW DRY SPECIALS (Specials only with this ad)
PLEASE CALL FOR APPOINTMENT
DERICKA
1004 Reisterstown Road • Baltimore, MD 21208
486-7212

DRYWALL MECHANIC APPRENTICES
The Maryland Council of Gypsum Drywall Contractors, Inc. will be accepting applications for its apprenticeship program every Thursday, starting March 2nd, 1989 through October 31st, 1989. The apprenticeship is for two and one half years and provides both on-the-job and classroom training. Starting pay for apprentices is $5.00 per hour with regular increases based on performance. Apply at Maryland Council of Gypsum Drywall Contractor Association (located in Kings Cleaners Bldg.) 1616 East Joppa Road, Towson, MD 21204, from 9:00 A.M. to 12:00 Noon. If you need directions, please call 821-5868. This program is registered with the Maryland Apprenticeship and Training Council and the U.S. Bureau of Apprenticeship and Training and is approved for VA education benefits for eligible veterans. WE ARE AN EQUAL OPPORTUNITY AFFIRMATIVE ACTION EMPLOYER. QUALIFIED MINORITY AND FEMALE APPLICATIONS ARE ENCOURAGED TO APPLY.
MINIMAL QUALIFICATION
1. 16 years of age or older - if under 18 you must be covered by a legal work permit.
2. Applicant must be physically able to perform the tasks of the Trade.
3. Education - applicant must have completed the 9th grade.
4. Personal Transportation is required - applicant must be able to get to the job site (Public transportation is not acceptable).

CAREER CORNER

DATA PROCESSING
SENIOR PROGRAMMER
$30,061 — $39,485
The Mass Transit Administration is currently recruiting for a Senior Programmer. The position reports to the Director, MIS, and serves as lead worker, developing programming specifications. Responsibilities also include assisting in the development and maintenance of data security process control systems, such as monitoring of access/backup procedure, and design/monitor programs for utilization training on PC's.
Requirements include Bachelor's Degree in Business Administration, Computer Science or a related field and five years of experience in programming commercial applications in languages such as Cobol and Fortran Unix and data base experience desired. Additional experience may be substituted for the educational requirement on a year for year basis.
To apply, please send resume with title of position clearly indicated no later than April 10, 1989 to:
MASS TRANSIT ADMINISTRATION
EMPLOYMENT OFFICE
300 WEST LEXINGTON STREET
BALTIMORE, MARYLAND 21201
EQUAL OPPORTUNITY EMPLOYER
"FOR A COMPLETE LISTING OF ALL MTA POSITIONS AVAILABLE DIAL MTA-JOBS (682-5627)"

Rate and Schedule
FRIDAY

OPEN RATE:	CONTRACT RATES:	
$16.09 per inch	252 inches	$12.79
	1008 inches	12.35
	5040 inches	9.27

DEADLINE:
Space Reservation: Tuesday 2:00 p.m.
Non-camera Copy: Tuesday 6:00 p.m.
Camera Copy: Wednesday 3:30 p.m.

DIRECTOR, VISUAL ARTS PROGRAM
Administrative Office II
(Unclassified)
Salary 23,979-$31,503
STATE OF MARYLAND
DEPARTMENT OF ECONOMIC AND DEVELOPMENT
MARYLAND STATE ARTS COUNCIL
The Department of Economic and Employment Development is seeking qualified applicants for the position of Director of Visual Arts Program. This position is responsible for administering the Grants to Arts Organization for Visual Arts, the Fellowship and Work-in-Progress program for individual creative artists in Visual Arts and Collaborative/Interdisciplinary Works, and the Artists' Resource Center and the Visual Arts Touring Program.
Candidates must possess a Bachelor's degree in Fine Arts or a Bachelor's of Arts degree in Visual Arts, and at least five years experience two of which should have been in administration of a visual arts organization or work in a public arts agency. Candidates may substitute the graduate level education for up to two years of the required general experience on a year-for-year basis.
To apply, qualified candidates should submit cover letter, resume, and three references to Ms. Sharon Ball, DEED Office of Personnel and Training, Room 606, 1100 North Eutaw Street, Baltimore, Maryland, 21201 no later than Monday, April 7, 1989.
AN EQUAL OPPORTUNITY EMPLOYER

PROFESSIONAL EMPLOYMENT AND CAREER TRAINING OPPORTUNITIES

Metropolitan Washington Airports Authority
Equal Opportunity Specialist
$32,136 to $46,597
Promotion Potential to $53,024
Washington National Airport
The Authority is seeking a self-motivated, results-oriented individual with progressively responsible experience in all facets of an airport, state or local government equal opportunity program. The successful candidate will perform staff work pertaining to outreach, technical and business assistance, DBE pre-and post-award compliance, DBE certification, and monitoring and evaluation of the Authority's MBE/WBE/DBE program. The successful candidate also will handle employment discrimination investigations and the development and monitoring of the Authority's Affirmative Action Program. Excellent writing and oral communication skills, knowledge of EEO laws and regulations, and capability to meet tight deadlines are required. A BA/BS degree is highly desirable.
Salary will be commensurate with experience and education. Benefits include competitive annual and sick leave provisions. Employee parking is available.
For consideration, please call (703) 685-8159 for an Authority application form and send to:
Washington National Airport
Hangar 9; MA-14
Washington, DC 20001
Include identification number A-89-085 on your application. Applications must be received or postmarked by April 10, 1989. No. resumes please.
An Equal Opportunity Employer

PERSONNEL
HUMAN RESOURCES PLANNING
A major manufacturing company in the Baltimore area is seeking an individual for an entry-level position in Human Resources Planning who has the following qualification:
- MS or MA in Organizational or Human Resources Development, Applied Behavior Science, Industrial Psychology or Personnel Administration
- The proven ability to interact effectively with all levels of management or sensitive personnel issues.
- Minimum of 1 to 2 years experience desired in program development and implementation, manpower planning, professional recruiting and selection, and computerized personnel systems

This position offers an attractive salary and benefit package. For consideration, send your resume with salary history and transcript to: Box 83, c/o AFRO-AMERICAN CO., 628 N. Eutaw St., Baltimore, Maryland 21201.
An Equal Opportunity Employer

OFFICIAL COURT REPORTER
CIRCUIT COURT FOR BALTIMORE CITY
The Circuit Court for Baltimore City has 2 immediate openings for Official Court Reporters to report and transcribe court proceedings. A minimum speed of 225 w.p.m. or a National Certificate of Proficiency or Merit is required. The salary ranges from $27,251 to $32,826 plus transcripts. These positions offer excellent fringe benefits, paid vacation leave and paid holidays. Submit resume to Chief Court Reporter, Room 535 Court House East, 111 North Calvert Street, Baltimore, Maryland, 21202, or call (301) 396-5010 or (301) 396-5188.
Equal Opportunity Employer.

ENGINEERING
MANAGER, OFFICE ENGINEERING
$37,868 - $49,740
The Mass Transit Administration is seeking a Manager, Office Engineering within the Transit Development Division. This position is primarily responsible for providing technical and administrative supervision to the technical services, quality assurance and change orders and claims units of the construction department.
Requirements are: Graduation from an accredited four-year college or university with a Bachelor's degree in Engineering and eight years of progressively responsible experience in major construction work, four years of which must have been in a supervisory capacity. Comprehensive knowledge of change order and claims administration quality assurance, configuration management and utilities is required. Knowledge of traffic/safety aspects of transit systems and Registration as a professional engineer is desired. Graduate education in an appropriate field may be substituted for the required experience at the rate of 30 semester hours for up to one year of experience.
To apply, please send resume with title of position clearly indicated no later than April 24, 1989 to:
MASS TRANSIT ADMINISTRATION
EMPLOYMENT OFFICE
300 WEST LEXINGTON STREET
BALTIMORE, MARYLAND 21201
EQUAL OPPORTUNITY EMPLOYER
"FOR A COMPLETE LISTING OF ALL MTA POSITIONS AVAILABLE DIAL MTA-JOBS (682-5637)"

UNIVERSITY OF MARYLAND
BALTIMORE COUNTY
Residence Hall Director
The University of Maryland Baltimore County (UMBC) invites applications for the position of Residence Hall Director.
The University of Maryland Baltimore County was established in 1966 as the newest of the University of Maryland's 5 campuses. Located near Baltimore, UMBC's curent enrollment exceeds 9000 students. Nineteen hundred residents are housed on campus in three residence halls and three apartment complexes.
The Residence Hall Director is responsible for the overall quality of life for residents living in one of the residence halls with each hall housing approximately 350 students. Responsibilities include overall management and administration of daily residence hall operations; facilitation of the personal, social and academic development of students; implementation of residential programs; day-to-day student contact; supervision of student paraprofessionals; management of 24-hour desk operation; individual counseling; group advising; resolution of disciplinary matters; assistance with summer conference program; on-call responsibilities; and performance of central office duties as needs or interests dictate.
The Residence Hall Director is a full time, contractual, live-in professional staff member in the Office of Residential Life. Master's degree in Student Personnel Services, Student Development, Counseling, or a related area preferred. Prior live-in residence hall experience at the graduate level is required. Solid foundation in student development theory and demonstrated ability to relate to a multicultural student population is desirable. Salary is competitive. Furnished apartment, meals when the University is in session, paid annual and sick leave provided, and access to group life and health insurance. Support for professional development. Women, racial/ethnic minorities and physically challenged persons are encouraged to apply. Application deadline: April 7, 1989. Starting date: July 17, 1989. Send letter of intent, resume, and 3 letters of reference to:
James E. Washington
Assistant Director of Residential Life
Room 105, Hillcrest Building
University of Maryland Baltimore County
Baltimore, Maryland 21228
The University of Maryland is an Equal Opportunity, Affirmative Action Employer.

ACCOUNTING/EDUCATION
Md. St. Dept. of Education
Call (301) 333-2038 for Application and Position Announcement.
Administrative Specialist I, Position #040255, Grade 10 ($17,840 - $23,393), Maximum obtained in six annual increments.
This professional position responsible for providing administrative, technical, and analytical assistance for the Education Accountability Reporting Act and for providing support for the supervision and administration of the Education Consolidation Improvement Act, Chapter 2.
MIN. QUALS: Education: Bachelor's Degree in Business Administration, Finance, Management, Education or a related field of study. Experience: One year of experience in Administrative or Fiscal Management.
Closing date for the receipt of applications is April 17, 1989.
AA/EOE

GOVT JOBS AVAIL
Immediate Openings in the area without waiting list or test. Call for information.
1 (900) 321-5555
$8.00 Chg.

FINNEGAN & AGEE
If you wish to practice nursing in an environment that welcomes creativity, professionalism and growth, LOOK at The Medical College of Virginia Hospitals, Richmond, VA
We offer:
- EXCELLENT SALARY AND SHIFT DIFFERENTIAL
- TUITION WAIVER
- 12 ANNUAL LEAVE DAYS
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- HOSPITALIZATION INSURANCE
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- AND MORE!

RN Opportunities include:

AMBULATORY CARE	**IV THERAPY TEAM**
BURN UNIT	**MEDICINE**
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CRITICAL CARE	**NEUROSURGERY**
CORRECTIONS	**OB/GYN**
HOMODIALYSIS	**OR/PACU**
	PEDIATRICS
PSYCHIATRY	**SURGERY**
REHABILITATION	**UROLOGY/ENT**
SUBSTANCE ABUSE	**VASCULAR**

Call Nursing Personnel Services collect (804) 786-0918 to schedule an interview.
MCV/VCU is an AA/EO employer. Women and minorities are encouraged to apply.

Painters
Painter's District Council #23 JATC
Will be accepting applications for apprenticeship training each Tuesday of March 1989 at Painter's Union Hall, 518 S. Broadway, Balto., MD 21231. Time, 9 a.m. to 12 noon. Applications accepted without regard to race, color, religion or national origin, age or sex.

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 differentials; 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