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Minority Opportunity News

MON Cyperally New 2730 STEMMONS FRWY. STE. 1202 TOWER WEST, DALLAS, TEXAS 75207 VOLUME 6, NO. 10 October, 1997



A Riece of the New York Continued in the Article of the Article of

Some African American manufacturers struggle to break into markets they created.

Lori Moon: Speaking Of The House

Dallas CAN! Academy Can Mavericks'
Robert Pack
Gives Back



From The Editor Chris Pryer

Dallas' Ignominious School District

Believe me, I had decided that the one thing I would not write about was the DISD debacle. First of all, I knew that by the time my column came out, the subject would have been beaten, stirred, shaken, puréed, sautéed and, well, you get my meaning. It's not that I don't care about the shameful behavior of all of us grown folks as it relates to DISD - I actually have a child attending a school in the district, and my wife teaches in the district. It's just that, like mostly everyone else, I've been pretty much DISD-whipped.

Amid the din of allegations and counter-allegations fired by the "As the DISD Turns" soap opera principles, Superintendent Yvonne Gonzalez and Associate Superintendent Matthew Harden, comes the rhythmic chant of "we need to do what's best for the children." Hmmm. What about the children?

When I hear mention of how the children will be affected by the whole sordid DISD brouhaha, I stop and ask: Just how much of what has played out in public over the past few weeks among district administrators, the school board members, and an irate and agitated public really impacts the day-to-day educational lives of DISD students (besides some 15-minutes-of-fame sound bite opps for the kids)? Either the children are being educated or they're not. And I have the sneaky suspicion that the issue of educating students will not change one iota, no matter what the outcome of the Harden/Gonzalez, black/brown conflict.

As I see it, four components must be in place to make education happen: a tested and effective methodology for teaching; committed instructors who can competently implement that methodology; the necessary funds to ensure procurement of essential educational materials and employ competent educators; and consistent cooperation from the parent(s) or guardian(s) of the students. If you inspect these prerequisites closely, you'll find that the quality of education dispensed fluctuates only as the quality of these components fluctuate.

So what's really at the root of our DISD evils? Money? Some would nod. Race? Light applause. Power? A standing ovation!How about - perish the thought! - a bunch of folks with agendas that have little to do with educating children.

The inability of DISD students to achieve academically to our satisfaction has very little to do with the current display of histrionics. Trust me.

Bditorial

Texas Publishers Assn. News Service

group of white UT Law School students conducted a demonstra-

tion in support of the Hopwood decision that race could not be used as a factor for admitting students to the law school. One of their speakers was law professor Lino Graglia. Graglia stirred up a major controversy when he indicated that blacks and Mexican Americans cannot compete academically with whites. When questioned by the media, Graglia said that blacks and Mexican Americans come from cultures where failure is not looked upon with disgrace. Addressing the Students for Equal Opportunity, professor Graglia said that affirmative action is destructive because it emphasizes racial divisions and puts unqualified minorities in selective schools. Graglia is an honorary co-chair of SEO, a group that was only created after an anti-Hopwood rally the prior week drew hundreds of students and several political leaders, including Judge Morris Overstreet, who vowed to overturn Hopwood "when [he is] elected Attorney General." Overstreet, an African American democrat on the Court of Criminal Appeals, is challenging democratic attorney Dan Morales, in part because of Hopwood.

Cheryl Hopwood, a white female, and three white males filed suit in federal court in 1992 claiming that the University of Texas admitted African Americans who scored lower on the law school entrance exam than they did. Their claim that the university used race preference to admit the African Americans was upheld by the Fifth Federal Circuit Court in a trial held in Austin. Attorney General Morales later interpreted the ruling to apply to the

entire university system.

On September 15 the Longhorn Chapter of the NAACP, Lamont Ross, Student Government President Marlen Whitley, Kyron Hayes, and the president of the Thurgood Marshall Legal Society filed a "Complaint of Racial Harassment, Intimidation and Humiliation" against Professor Graglia and the UT Law School. Their complaint alleged that Professor Graglia has "made a mockery of African American studies" by saying that black students take those classes to avoid tougher courses like chemistry. The complaint states that Graglia's comments "have brought serious disfavor on the university community and the university in general, and have caused not only African Americans and Hispanics to be ridiculed, but the university as a

Dr. Graglia was quoted in the Daily Texan as saying that "When people aren't good at playing the game, the

Culture controversy AUSTIN — On September 10 a at University of Texas

> game has to be changed for them...that is why students are taking black studies instead of core classes like chemistry."

M. Michael Sharlot, the Dean of the UT Law School, issued a statement the following day which stated that his review of Professor Graglia's conduct leads him to conclude "that despite a few student complaints over the 33 years he has been on [the] faculty, there are not, given applicable First Amendment protections, grounds for considering any disciplinary action." Sharlot said the record "does not justify that he discriminates against his students and others on the basis of race or ethnicity." His statement agreed to 'sympathetically consider" a request by minority students to transfer from his section of the required first-year Constitutional Law course.

Rev. Jesse Jackson Sr. wants all students to boycott Professor Graglia's classes. In town recently to meet with university officials and community leaders, Jackson said that students should "make him a social pariah, not a legal martyr." Jackson also said the University also has to accept responsibility for Graglia's remarks. "The University of Texas hired him, promoted him, watched his behavior down through the years, and gave him tenure." While Graglia's statements may be protected by the First Amendment, Rev. Jackson said that "Fascist speech does not have moral

standing.

Realizing the Pandora's box he had opened, Professor Graglia issued a statement and an apology on Diez-y-Seis, saying that his "opposition to racial preferences does not, of course, constitute opposition to equal access and opportunity at the University for all Texans." He said his comment about blacks and Mexican Americans not placing a high value on academic achievement was taken out of context, adding, however, that "there are some group, sub-group, or class differences, for whatever reason, in the amount of time children typically spend at school or on school work." The Sicilian immigrant, who got a free education during a time when African Americans were categorically denied access to most of the prestigious law schools, did not respond to the complaint that he also said that African Americans come from a violent culture. This is especially questionable when it comes from a member of a culture celebrated as American's most violent. Italian and Sicilian mobs and gangs have long been the target of probes and investigations, yet Professor Graglia is protected by his First Amendment right

to project that image onto another culture. The university has said that a professor of law with 33 years of experience doesn't have to be factual when

expressing free speech.

University of Texas Chancellor Dr. William Cunningham "strongly disagreed" with Graglia's comments, saying that "while his comments particularly demean minority students, they are also an affront to the entire university community." He said the state of Texas will be able to sustain a strong economic and social order in the 21st century "only by extending educational opportunity to all members of society."

Fifty-three faculty members of the UT Law School also expressed strong disagreement with "the views recently expressed by our colleague, Professor Lino Graglia, about the academic qualifications of minority students and the value of diversity in higher edu-

They said the faculty "is virtually unanimous, as well as in deep concern, with the lack of racial and ethnic diversity produced by the elimination of affirmative action in admissions."

In its regular meeting on Sept. 13, the Travis County Democratic Party passed a resolution calling upon the university to "take all necessary steps to determine the propriety of a law professor using his taxpayer-supported position to denigrate entire segments of our state's diverse population." Their resolution called upon the university to "take all possible steps to minimize the effects of the Hopwood decision...and call upon the Travis County legislative delegation to pursue all possible legislative solutions to minimize the harmful efforts of the Hopwood decision."

State Senator Rodney Ellis, D-Houston, said that Hopwood "shut the doors of opportunity for many minority students in Texas, and Mr. Graglia's comments are effectively locking those doors by creating a hostile environment for minority students and discouraging others from applying for admission in the future."

Ellis said that "discrimination remains a reality in America. Glass ceilings still limit dreams, and locked doors still shut out hope for too many Americans."

Enrollment at the University of Texas at Austin is up 1.8%. There are 710 more white students, 309 more Asian students, 45 more foreign students, 21 more Native American students, 19 more "unknown" students, 57 fewer Mexican American students and 189 fewer African Americans. Blacks are only 3.5% of the new enrollees, while whites are over 66%. Hispanics are 12.6% and Asians rose to 10.8%.

MON

TABLE OF CONTIENTS

Cover Story

18.....A Piece of the Action

Editorials

02Lino Graglia

Features

08.....Interview with Lori Moon

17......Dallas CAN! Academy

Special

- 13.....Home Equity
- 36.....Spinning Wheel
- 43.....Travel

Columns

- 02.....Editor's Comments
- 05......Community Pulse
- 07.....Pen on Fire
- 15.....Ethnic Notes
- 24.....Book Review
- 25.....Fairy Street Mama
- 25.....Robert Pack
- 27.....Entertainment
- 29......Proprietary Information
- 30.....Business
- 31.....Computer Technology
- 33.....Real Estate
- 35.....Spiritual

Recurring

- 03.....Letters
- 04.....Viewpoint
- 10.....In The News
- 22.....SWB Community Calendar
- 39.....Career Opportunities



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Chairman Emeritus
Jim Bochum
Publisher
Thurman R. Jones
Contributing Editor
Jason Webster

Editorial Department (972) 606-3890 Sales/Marketing Department (972) 606-7351

Editor	Chris Prver
Assignments Editor	
Contributing Writer	
Contributing Writer	
Columnist	
Columnist	
Account Rep	Kathleen Goolsby
Production	
Photographer	Wallace Faggett
Vol. Community Publicist	
Vol. Community Publiciat	Rita White

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LETTERS...

Rap: More Pros and cons

Both my husband and I enjoy your publication. I, however, like to get rid of old newspapers after we've completed them. Recently, I was about to trash an old MON issue which featured an article on "Killer Music" (July 1997). Now I agree it was a great article addressing a most controversial topic but I was ready to do a little dusting and wanted it gone.

My husband stopped me and insisted that I not throw it away. I've learned not to argue with him about minor issues so I left it along. About a month later, it hit me that he would be using it for a significant cause. You see, he is a juvenile outreach counselor for a non-profit organization. He works with kids that have all kinds of issues from runaways to behaviorally unacceptable youth going through rebellious times. He felt your article would be a good tool to use in reaching them.

I was very impressed that he was taking such an innovative approach in dealing with these kids. I'd like to offer accolades to you in your continuing effort to provide meaningful commentary on issues that affect us all. You can be assured the life of that particular issue will be extended for months.

Glenda M. Thompson Dallas

I am about done with MON. I see that there's no regard for fair and accurate journalism. Every since "Killer Radio" (July 1997), we've seen obvious examples of one-sided half-truths being fed to readers.

It's bad enough MON has found it necessary to lift the torch on the anti-rap campaign and try to have k104 ripped from the airwaves (with minimal public support). But to print one liners of different songs out of context just to stir public emotion toward a ridiculous cause is irresponsible. Sure these lines you have chosen carry a lot of weight, but "Smile" is one of the most uplifting songs I've heard this year in rap. But you chose to dwell on those few lines and not the complete mes-

see LETTERS page 4

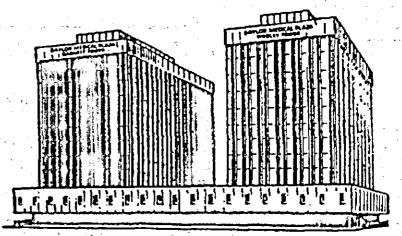
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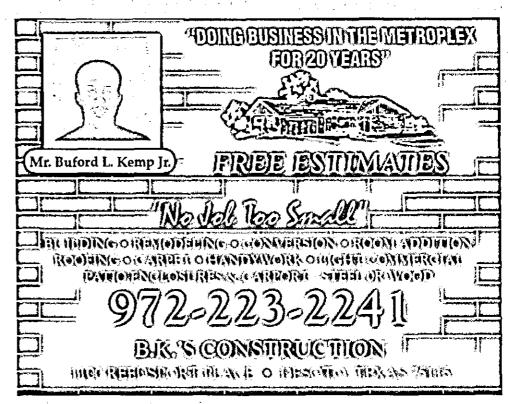
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<u>Guest Viewpoint</u> Pamela Slaughter

I picked up the Minority Opportunity News for September 1997 and noticed the editorial article titled "A Call To Action." First of all, I am a young, attractive and intelligent black female who feels as though gangsta rap has a tremendous impact on our lives. I agree that gangsta rap music needs to be banned for several reasons. Gangsta rap degrades black women and black men and hurts our children.

To begin with, gangsta rap degrades black women. For example, a week ago I was washing my car at a car wash where several young black adults go. Suddenly I heard a song blaring out from a car that a black brother and his friends were washing. I must say this song sounded awful. All I heard was "we f--- females, we're nothing but players; I will f--- the - again." These are not the exact words in order, but these are the explicit words that I heard. I was so humiliated and embarrassed by what my black brothers were playing. To make it worse, as I stood directly across from them in the distance, they sang along with the rapper, making gestures like they were really into the song. I lifted my head to the sky that day and wished for a better day.

Besides degrading black women, gangsta rap degrades black men. Gangsta rap artists today can only talk about sex, drugs and a life on the streets, which is what a lot of other races believe that black men are all about. The gangsta rappers will rap about life on the streets, but they don't talk about cleaning up their streets and their community since they are successful. The rappers can talk about drugs, but they can't talk about how to

Gangsta rap disrespects everyone

stop the inflow. Once gangsta rappers make it big, they rarely speak about the positive side of their success. I only hear the negativity from their past life. I'm not saying forget your past, but learn from it. It is already hard for black men to succeed because all races look down upon them. Why can't a rap artist talk about the good things about a black man? Does it make them look weak? Gangsta rappers do not realize how much of an impact they have on black men.

Next, gangsta rap hurts our black children. On several occasions, I have heard children say a curse word before any other word. Furthermore, some young black children know more about sex than I do and if you ask "Where did you hear this?" they will state "from a rap song." Gangsta rap is nothing but poison to a young black mind. Too many negative things are stated rather than the positive. Gangsta rap doesn't say anything about true love, a good education and being an honest somebody in this world. Furthermore, radio has a huge impact on children. I know that radio is not a teaching tool, but it can help shape our community because the community is listening to gangsta rap. The black community needs a more positive force than gangsta rap so positive-thinking children can be reared.

In conclusion, the future generation and my generation is on the way to being a damned generation. We will never be able to be on top when so many of us are still at the bottom. Moreover, so many times I compare our songs in general to "other" songs. I don't hear a lot of explicit sex and the intake of drugs. Also, in my

opinion, "other" women are respected more than black women. "Other" women can put on skimpy outfits and be labeled beautiful, but a black woman can put on that same skimpy outfit and be labeled a whore by the black race and the "other" race. On several occasions, I have heard young black sisters call each other "b—s" for fun. A lot of us do not respect each other, but we demand respect from "others."

Furthermore, I hear black men and women talk of sex, but not talk about protection from AIDS. I hear them talk of smoking weed, but I don't hear them talk about an education. I hear them talk about having babies, but most of them do not talk about getting married. We all need to unite as one. We all need to respect and love each other. Most of all, we all need to be true to each other. Together, we can be successful. We have a long way to go before our dream can be fulfilled and that dream is to be a loving race who cares about each other. The way things are going, the dream is a dream deferred. I hope my letter sheds a little light for us to see through all this darkness. I know we have a lot of smart and intelligent black brothers and sisters out there, but they need to be heard more so others can see that real success is possible. Finally, I would like to end with a quote of my own. "It only takes one person to make a dream come true and that person is you."

MON

Pamela Slaughter, a.k.a. Pamela S., is an aspiring writer who lives in Dallas.

LETTERS...continued

sage of the song.

I don't see why if you're so bent on getting filth and negative lyrics out of the ears of our children, you stop at K104. A trip down to stations like V100 isn't much better. I continuously hear songs about adultery, fornication, promiscuous behavior, drug use, and even tales of homosexuality.

Now, could it be that you're nothing more than hypocrites who prefer your filth sung to you and not rapped?

It would be nice to participate in the symposium I read about. Every discussion needs balance. But in an attempt to better pick your audience, you have excluded those of us who are more apt to listen to the music that you plan to criticize by charging an outrageous registration fee. So while you and your friends are sitting around drinking tea and flavored coffee putting down a genre of music you simply can't relate to, try to understand the real problems of the society that the rappers talk about and what you can do to give them something better to speak about.

Rod Brown Dallas

Rejecting Lino Graglia

Mr. Pryer, I agree that "the pen is mightier than the sword." And some of that might should be directed at the recent racist comments made by University of Texas constitutional law professor Lino Graglia. According to print and electronic media, Mr. Graglia said, in essence, that African Americans and Mexican Americans are victims of their cultures because within these cultures (academic) failure is not considered a disgrace; thus neither group can adequately compete educationally with white students.

Such a statement should not come as a surprise when one considers the ink and airways given to Charles Murray and Richard J. Hernstein, authors of The Bell Curve, a book that portrays African Americans as genetically inferior to whites. Messrs. Graglia, Hernstein and Murray should be viewed as intellectual clowns who display a vast ignorance of minority cultures. Don't forget the popularity of Rush Limbaugh, Ronald Reagan and the use of black convict Willie Horton in a presidential campaign. Remember the Hopwood decision striking down affirmative action at the University of Texas Law School? It's all relative.

We've yet to reach the mountain top. But until we do, we must remain vigilant and ready to respond immediately to racist doctrines and stereotyping. And that's the REAL.

George W. Wilson Tyler

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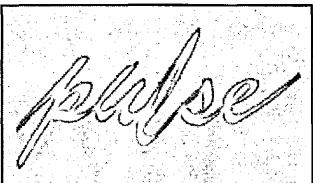


Community Pulse

Thomas Muhammad

Although my subject for this month was already determined, I felt, in light of recent revelations involving Yvonne Gonzalez-Lyles at DISD, that it was important for me to make at least one brief comment on the situation. So for this month, I'll simply list who I think are the good guys and who I think are the bad guys in this whole mess and save the meat of the story for a future column. Here goes.

The Good Guys: Kathlyn Gilliam, the NAACP (under Lee Alcorn's leadership only), John Wiley Price, New the Black Panther Party, the Black Coalition to Maximize



(Editor's Note: The opinions expressed in Mr. Muhammad's commentary are not necessarily those of the Minority Opportunity News.)

Education, the Third Eye, the Nation of Islam, Rev. Zan Holmes, Rev. Michael Bell, Jim Washington, Rev. S.C. Nash, The Warriors, State Rep. Yvonne Davis, Shirley Isom-Newsome, Judge Thomas Jones, James Belt, Thelma Youngblood, State Rep. Terry Hodge, Fred Gaffar, the African American Education Advisory Committee, the African American "Educational" Think Tank, Columnist Ron Robinson, Matthew Harden, Beverly Mitchell-Brooks, John Fullinwider, Hollis Brashear, Ashra Kwasi, and a few more.

The Bad Guys: Paul Coggins, (Uncle) Ron Price, Yvonne Ewell, Yvonne (Gonzalez) Lyles, Chris Lyles, Linda McDow, LULAC, Kathleen Leos, Robby (on the Peavy tapes) Collins, Royce West, Eddie Bernice Johnson, Sandy (racist) Kress, Robert Hinkle, Alexei Barrionuevo, Roxan Staff, Jon Dahlander, Marcos Ronquillo, Brett Shipp (Channel 8), Nora Lopez (THE DALLAS MORNING NEWS), the Breakfast Club, the Dallas Citizen's Council, John (water boy) Scovill, Pettis Norman, Clarence Glover, Robert Payton, THE DALLAS MORN-ING NEWS (editorials), and a "whole" lot more..

Now for my column. Thursday, August 28, 1997, will be remembered by many African Americans as another indication of just how racist the American system of government has become since the good old days of President Jimmy Carter. Most of us in the African American community probably remember that

Affirmative Action means "Opportunity"

affirmative action programs worked best under the Carter administration, although officially initiated during Richard Nixon's presidency.

It was in the mid to late 70s, during the Carter administration when many African American professionals were given opportunities for employment. They received promotions that provided them with opportunities to prove their professional skills and be leaders in the

> public and private sector. Many African American students, too, were grudgingly allowed to attend coland leges universities where white racist policies had previously kept them

(Although African Americans paid taxes, they were not allowed to work or get educated in the very institutions that their tax dollars were subsidizing.)

The affirmative action program was created to make up for unfair racist practices that heretofore had kept African Americans from advancing like their white counterparts.

Chattel slavery and unfair "Jim Crow" laws were also taken into account; it was these mechanisms that kept African Americans "in their places" and ensured that whites would continue to advance unfairly. Some believed, as Brother Malcolm X did (and as I do even today), that programs such as affirmative action were not the best answer but, rather, African Americans should be paid "reparations" to assist them in catching up economically with whites. However, affirmative action programs did make it possible for thousands of African Americans throughout this country to get "OPPORTUNITIES" to show their skills.

Note that I highlighted the word opportunities, because African Americans always had the skills. What we lacked were "opportunities" to prove ourselves. In fact, African Americans performed so well that even white (racist) corporate America began to take a second look at our work.

All around us we consistently see people doing far better once they're given opportunity to prove themselves. Many African American examples come to mind when we think of what can happen once one has an opportunity. People like Oprah Winfrey, Iola Johnson, Maynard Jackson, Diane Ragsdale, Bill Cosby, Ron Kirk, Spike Lee, Maya Angelo, Thurman Jones, Rev. Jesse Jackson, Kathlyn Gilliam, Louie White, Alexis Herman, Willis Johnson, Bob Ray Sanders, Andrew Young, Cheryl Smith, Billy Ratcliff, Mary Ellen Hicks, Eddie Murphy, Martin Burrell, Martin Lawrence, James and Molly Belt, Ramona Logan, Colin Powell, John Wiley Price, and many others.

Many whites today, as well as in the past, practiced and benefited from "white" affirmative action for many years, long before the official program was created for African Americans. For hundreds of years whites were chosen over non-whites and given opportunities to be successful, even though many times they did not have the skills to do so. And I'm quite sure that many of you reading this can recall numerous times when you yourself were passed over for a promotion in favor of a white person whom you may have trained. Could you find any reason why that person was promoted

over you other than skin color? I don't think so!

White folks have benefited from white affirmative action since the founding of America, primarily because white folks will continue to give each other opportunity. Do you believe that singer Elton John would be a world-famous star had he not been given the opportunity to sing for an event that was seen by nearly two billion people? Yeah, Elton John was known by many in the world, but not TWO BILLION people. He was given an opportunity to become as famous as Muhammad Ali without having to do the many hours of work that Ali had done. Now that's real opportunity! Just imagine if that two billion people each bought just one copy of the song he sang. Now do you get my point?

Prop 209 sounded a death knell for many African Americans who have ability but, unlike whites, probably won't get the opportunity to prove it. Because of Prop 209, white racists have it made. As national columnist Dr. Julian Malveaux once said: "The largest affirmative action program in America has been that there must always be "ONE" crazy white man occupying the white house at one time." That's how much white affirmative action has helped white folks in America.

Right on, Doc!

Until then, the struggle continues...

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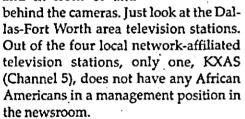
Pen On Fire
by
Cheryl Smith

Should black people just be happy to be there?

Over the years, blacks have made significant strides in terms of being properly represented as members of the media. While the Big Three television networks, NBC, ABC, and CBS, still tend to dismiss representative minority presence in their newsrooms—they continue to routinely showcase Anglos—African

Americans are determined to make progress in predominantly white news organizations.

Few blacks have those high-profile national positions but, on a local level, doors are opening wider and letting more African Americans through, into the newsrooms and in front of and



Recently, one of the local television stations displayed a photo that portrayed African Americans in a less than favorable light. When a public outcry ensued, it was suggested that "if [black folk] start complaining about the use of African Americans, well then, station management will say 'next time, don't use African Americans at all.'"

Well, station management can make those irresponsible statements and follow through with them if, and only if, the viewing audience does not hold them accountable to do otherwise.

Should African Americans applaud and be grateful every time they are seen on television? Or should they be concerned about how they are portrayed? Should they be concerned about stereotypical characterizations, or just be happy to see smiling black faces?

In the book Split Images, authors Jannette L. Dates and William Barlow wrote: "Racial images in the mass media are infused with color-coded positive and negative moralistic features. Once these symbols become familiar and accepted, they fuel misconceptions and perpetuate

misunderstandings among races."

Misconceptions and misunderstandings among races is only a small part of the problem facing African Americans. There is also the problem of those misconceptions and misunderstandings being planted in the minds of young African American children; those same children grow up looking for men and women to emulate. Who wants to emulate some of the "creatures" displayed on television screens around this world? Instead, all African Americans must be concerned about the images that tend to distort the truth and mold public opinion in a way that ridicules, demeans and oppresses others.

Another side to the argument would be for African Americans to purchase

their own media outlets in order to be in a position to determine what images are portrayed. Well, in the absence of this elusive ownership, it seems only appropriate that a modicum of accountability be enforced. According to Dates and Barlow, those who have been working "diligently to expose and dis-

credit the lingering black stereotypes and agitate for greater black participation and ownership in the media industries" should be applauded.

Society needs more people, of all ethnicities, working to break down those barriers that have grown over the years and caused so much hurt. And we must applaud those African Americans who have spoken out and refuse to accept crumbs. They are the ones who aren't just happy to be there.

In the newsroom, as well as outside. Activism. Advocacy.

And, if necessary, African Americans must become adamant. They must add a forcefulness to their tone and attitude. Under no circumstances should they accept degrading and false images just because "we're finally seeing ourselves." No images are better than images that destroy everything great about a people.

The greatness of black people must not be minimized or allowed to be raped. Everyone can play a role in changing the tide. To sit idly by and explain away every occurrence, to rationalize every assault, to make excuses for every mishap, only adds insult to injury.

MON.

Cheryl Smith is the host of Reporters Roundtable on Superstation Soul 73. Tune in on Sunday mornings at 8.00, immediately following Minister Louis Farrakhan's address.

PEN NOTES:

Congratulations to Michelle Smith of JCPenney and Stephen Brooks of Senator Royce West's office. They became engaged on September 13 and we're looking forward to a pink and green wedding...On September 13. Quinton Browder of the South Dallas Cultural Center and Traci Jackson of the City of Dallas were married...The Dallas-Fort Worth Association of Black Communicators will meet again on October 7, 1997, at The Dallas Morning News. Ken Parish Perkins of the Fort Worth Star-Telegram joined the board recently. Check out DFW/ABC's web site at WWW.DFWABC.ORG. Find out what's happening with the organization and keep abreast of media issues....Congratulations are in order to DFW/ABC scholarship recipient Jade Jackson. Her most recent transcript boasts a 4.0 grade point average. Scholarship recipient Meyla Hooker has made the softball team at Florida A&M University, and Symphony Parson was named to the staff of campus radio station WAMF-FM at Florida A&M. Symphony is a freshman and she participated in the DFW/ABC Urban Journalism Workshop. Another participant of the workshop, Gray Hall, is working with the radio station at Dillard University...Still waiting to hear whether KDFW-TY (Channel 4) is going to have a news director in the near future. It has been months!!! Is the FOX station trying to show other stations that they can operate without a news director??? Are news directors on the way out? Or is KDFW going to be severely damaged because of the absence of a news director??? Job alert: Applications are now being accepted to fill the position of Director of Communications at the National Association of Black Journalists headquarters. The D of Chas the opportunity to significantly impact NABJ and the media industry by aggressively addressing issues offecting African American journalists, the media and the community. For more information on the position, call 301-405-0438...KDFW's Gyng Bivens has been named to the board of directors of the Association of Wamen Journalists...Positively Texas debuts on October 6 and members of DFW/ABC will be in the audience... Arlington Morning News Managing Editor Lawrence Young has been elected to the board of directors of the Robert Maynard Institute for Journalism Education...Congratulations to K104, named Station of The Year and Program Director Skip Cheatham...Congratulations to The Dallas Past Tribune on 50 years of service to the African American community...When WFAA-TV (Channel 8) aired a story on crime, once again we saw file footage of African American men in handcuffs. Will things ever change? insiders say the editor for that segment was African American. That means we have some work to do!!! Several "journalists" were quick to call the murder of Lincoln High School student Christopher Ross "gang-related." Of course they were wrong. And of course, the media will continue to make these blatant generalizations, until YOU start speaking out more!!!

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Speaking of the house

Dallas Housing Authority chief Lori Moon heads award-winning city agency

By Cheryl L. Williams

Lori Moon took the helm of the Dallas Housing Authority (DHA) in July 1996, succeeding the more outspoken and highly-visible former president and CEO, Alphonso Jackson. Moon is in charge of the day-to-day managment of the housing authority, considered one of the best run in the country, directing a staff of 300.

Before coming to the Dallas Housing Authority with Jackson in April 1989, she was an administrator at the Housing Management Administration at the D.C. Department of Public and Assisted Housing, where she managed approximately 12,000 conventional public housing units.

During a visit to Dallas last month by U.S. Housing Secretary Andrew Cuomo, Moon was afforded a public forum to receive the U.S. Department of Housing and Urban Development Assistant Secretary's Award for Excellent Performance, one of the most prestigious awards given for public housing management. Consistently receiving high marks for housing management, this was the agency's fifth straight year to receive the commendation.

Currently, Moon is embroiled in a battle to enforce a desegregation lawsuit that requires the DHA to provide more than 3,000 subsidized apartments in predominately white neighborhoods. Countersuits to prevent subsidized housing in some Far North Dallas neighborhoods have severely impeded the process.

With nearly 10,000 people on DHA's Section 8 waiting list (which uses vouchers for subsidized housing) and 9,000 on the public housing waiting list, Moon is determined to serve the interest of public housing residents. She talked with MON about her challenge to do so.

Q: Anytime a minority, or female, is the first to make a gain, it is sometimes viewed as a incredible feat? What qualifies you for this position?

When our board was looking for someone to replace Alphonso, I think that they were looking for somebody with the ability to run the agency. I was honored because they didn't even do a search. They were familiar with me. I had been with the agency for eight years and I did come with Alphonso (Johnson), so they knew that I was very much involved in the day-to-day activity. Actually, I ran the day-to-day activities when Alphonso was here so they trusted me. I think the qualifications were my proven management ability while I was here for eight years, but also I think I have a larger

vision of the agency and the housing authority in terms of our role in the community and what we can provide for our clients.

Q: DHA has implemented a closer, more hands-on relationship with residents than housing authorities in other parts of the country. What has been the result?



What we've attempted to do is to make residents true partners in the process of running the agency. It makes my job easier if they buy into the process and they are part of the process. When we do renovations, we bring them in to get their input because they live in our sites and they can provide input for us. Our properties are better maintained than most public housing you will see in the country because our residents take ownership in it. If we are about to evict a family and we have a grievance process, that panel is strictly public housing residents. If we deny someone access to public housing for any particular reason, we have residents that sit on that grievance panel to oversee the housing authority. It facilitates operating the agency and programsto have them involved.

Q: What do you think is the central issue facing DHA today?

We have multiple issues facing the agency. People tend to think of us more as bricks and mortar, but you can't provide this type of housing without providing the support services. One of our biggest challenges is with welfare reform. Probably slightly over a third of our families

receive some sort of assistance. Others are in various states of needing some skills because they actually move on. We try to provide a path for self-sufficiency.

We do some direct provision of services and use some of our funds to contract out with other organizations to assist us in helping our families become self-sufficient. We have self-sufficiency programs that are aimed to help our families get off all types of government assistance and hopefully get to the point where they can move out of public housing, because it is not meant to be a permanent situation. The intent of the program is to be kind of a way-station. So preparing these families for the next millennium is going to be important to us.

Q: What are the objectives of DHA's self-sufficiency program?

The self-sufficiency program is meant to assist our families in becoming self-sufficient enough to move out of public housing. In our program, we sign a five-year contract with the families and the contracts are individually tailored for the families. Whatever that family needs to become self-sufficient-training and education—our caseworkers set up goals to work with those families. In the interim, if there are any changes in their rent, if they get a job and they're making more money, we freeze their rent and the difference that would have changed their rent; we put that money in escrow and that's their money. If they do everything that they're supposed to do as part of their self-sufficiency contract, in five years, that's their money to put a down payment on a house or to take with them or to move on to wherever they want to go. As long as it's something positive to assist them in moving forward in their lives and moving closer to becoming selfsufficient, we allow them to use that money. We have all kinds of training programs to help support those families that are really interested in becoming self-suf-

Q: What are other issues facing DHA?

What stays in the news more is trying to accomplish the mandates of [U.S. District] Judge Jerry Buchmeyer's order. We're required by a federal court in our desegregation lawsuit to build 474 housing units in predominately white areas. We define white areas as census tracts that are 37 percent or less minority. So we are basically talking about Far North Dallas because the housing authority can't go beyond the city limits. That is a formidable task for a variety of reasons. As you know, we're sued every time we try to do it

Q: The deadline to complete this is February 1998. What progress have you

made?

We have one site that is currently under construction and 75 units that we plan to occupy by November (1997) at Frankford Road and Marsh Lane. We have another site that we will soon go out for bids to start construction. That's a 40-unit site. There is an issue about one of the properties that we purchased. It is a little more than we thought in the flood plane but we know we can build on it. We're still trying to plan for that particular one. That will probably be between 35 to 40 units as well.

We're currently working with a developer for one property that will be mixed-income. Approxmately one-third of the units will be public housing, which is a new approach. Instead of the housing authority acquiring the land and owning it 100 percent, a private developer will own everything and they will manage it, but one-third of the units will be set aside for public housing. We are currently working on a 40-year deed restriction to make sure the units remain public housing and we will subsidize it. I know we will not have all of the units completed by the February deadline but I think that we can certainly go to the judge and tell him that we have made a good-faith effort. Each time we find a site and we're sued, it delays our whole process. I think that [Judge Buchmeyer] will look favorably upon us as doing what we were expected to do.

Q: Many North Dallas homeowners object to public housing in Far North Dallas. What are their objections?

Their argument varies depending on which site. The first site we selected, we were sued because they said that the site was not suitable. They said it wasn't close to amenities, that it would overcrowd the school. You already have apartments out there. If we add 75, we're certainly not building the number of apartments that we could have built. We made the commitment that for public housing in 1997, it's best to build small clusters and not these massive developments that were built in the past. You have apartments out there, you're going to have kids. I don't know how that's going to affect the schools. With the issue of amenities, my issue is that if there are no amenities, why do they live in the area?

The argument then became that it is unconstitutional for the judge to use a race-based solution. It is sort of like the affirmative action ruling. They said by us building in their neighborhood, it would discriminate against them because it would affect their property values. They may have some real fears but its fueled by misperceptions in the newspaper

continued on next page

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about who's in public housing. We tried to provide them with information. When we started this process, we went to other cities where they had the same issue. The world did not come to an end when public housing was built in more affluent areas. Charlotte (NC) is a much smaller city, but they built public housing next to \$300,000 houses. They went back years later and asked what has been the impact. You saw no depreciation of the property values, crime didn't escalate. While the fears may be present, they certainly aren't basing it on fact. The biggest fear is the fear of the unknown. I believe their perceptions are fueled by incorrect facts. What they believe, to me, is just not

Q: Is public housing intentionally built in low-income neighborhoods, or does the neighborhood become low-income as a result of public housing?

No doubt in this country, the majority of public housing was built in minority neighborhoods. That is the basis of the lawsuit and it is correct. When we built Roseland Homes, we built a black public housing development. While involved in this lawsuit, I've been hearing that when Dallas built West Dallas [public housing], you could see the headline, 'Negro housing problems solved.' The land was actually annexed for that purpose. It was actually three communities out here, one site was white, one was black, and one was Hispanic, but the neighborhood that was selected was intentionally selected in a minority area and I think it is that way all across the country. That is part of the problem today. [Public housing] was built in low-income neighborhoods to begin with, or minority neighborhoods that have been neglected and I don't think that public housing has been the cause of it. I think that changes in public housing have probably contributed to some issues in the neighborhood, simply because of policy changes at the federal level. I don't think that if you put 75 units in an affluent community in North Dallas, that all of a sudden you're going to see slums. That's not going to occur simply because of the resources out there and the diversity of the population in the city. Most people that are involved in public housing recognize that it is to no one's benefit—the community, the country, the body at large—to isolate families based on race and poverty. It certainly exacerbates problems in those communities. It makes sense that if you want people to get jobs, to place them in communities where there are jobs.

Q: Do you consider the existing public housing as desirable as the new units you are building? If not, what are your

efforts to make existing housing as desirable as new units in North Dallas?

My intention is to renovate the sites as money becomes available to us. Along with addressing welfare reform, we want to address the issue of reinvestment in the communities that we are in. One of the realities of the situation is that everybody is not running to go to North Dallas. We have residents that would like to stay in the neighborhood that they're in but they would like to see better conditions, not only in DHA but in the surrounding neighborhood. To ensure that we start addressing the issue, our board made the decision that we would be the catalyst designed to spur some economic development. So we bought a shopping center [near the West Dallas housing project]. We've owned it for about five years and we're the only housing authority in the country that owns a shopping center. We could not continue to justify putting families out here without any services.

In West Dallas, we're currently building new apartments. Two hundred twenty-five units are being built and will be equally as nice as those we're building in North Dallas. The plan for West Dallas is a phased process to demolish all the barracks-styled, 1950s-styled apartments and build new apartments. There will be 950 units that will be public housing when we complete the process. We are looking to build some single-family homes here for sale. Ours will initially be rental but we're working with developers to build affordable housing that is kind of a stepping stone for families that want to move into homeownership when they can move out of public housing. We have a plan for West Dallas and we're working with the community and the residents to make that happen. Similarly, we just applied for a 30 million dollar grant to renovate Roseland Homes located at Central Expressway and Washington Streets. That is our largest occupied site and I believe the first site built for African Americans in terms of public housing in Dallas. We have the money for North Dallas and of course we're applying for the others to do gut renovations. We may not demolish all of the units, but we will do comprehensive renovations.

Q: What is the responsibility of the residents and what is the responsibility of DHA to ensure the units don't become a slum?

I think that our residents know that they have a responsibility to maintain the unit and if they don't, there are plenty of people waiting in line to take that unit. Both of us have an obligation and a responsibility. For too long, people have treated people in the public housing patronizingly, like they don't know what they're doing or they don't know better.

Well, they know better. But typically, no one has expectations for public housing families. We expect them to trash their units. We expect them to demolish their units. We expect them to have crime in the community. I don't hold those expectations. I expect them to maintain the properties. I expect them to be clean with the living environment that we are providing. I expect them to behave themselves. The expectations are there and I think that they understand that and they reciprocate. The ones that do not, we put them out and that's the bottom line. Public housing isn't a right. It's a privilege. and residents have certain obligations.

Q: Do you leave crime control up to the police?

Actually, the housing authority spends almost one million dollars a year in providing off-duty police officers and security guards. All of our large family sites have police substations and that is the direct result of the desegregation lawsuit too. The city is required to keep police updates on the property. If you compare crime statistics, our sites are not these crime-ridden communities but quite the opposite. I think that crime is there but it certainly isn't so much more than the [surrounding] community, and it certainly doesn't outpace everywhere else in the city. You can talk to [Ben] Click

and some of his officers and most of them will say that most of DHA's problems are not caused by DHA residents. It's people coming onto our property. We have a very strong relationship with the police and they are responsive when we need them to be.

Q: When you accepted this position, you said that you wanted to make a difference. How have you made a difference so far?

I've been here now a little over a year. I can't say I'm doing things differently from what I had been doing because I've been here for the past eight years. I'd like to think that the living environment and the opportunities that we're providing for families are expanded. My ultimate goal is that when I leave the housing authority, I want to see some of our neighborhoods rebuilt like West Dallas and North Dallas. I love a challenge. If they say we can't do it, I want to show you that it can be done. But more than anything, I want our families to feel they have an opportunity. That's probably the biggest thing that I could leave the residents. If we can provide an opportunity for them to become self-sufficient, or move toward that goal, then I think I've accomplished all I can accomplish.

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Ewing joins Bank of America as PR manager

Bank of America Texas announced the



appointment : Darryl of **Ewing** manager of Public Relations, responsible for coordinating and supervising a variety communications and relamedia tions initia-

Ewing comes to Bank of America Texas from Levenson Public Relations in Dallas. where he worked as a media relations account supervisor on a variety of financial services, insurance and consumer product accounts. He began his professional communications career as a reporter and desk supervisor for The Associated Press in Dallas.

At Bank of America Texas, Ewing will work with the senior management on communications projects. He also will serve as a company spokesperson with news media on issues involving the bank.

A native of Dallas, Ewing received his bachelor's degree in journalism from the University of Texas at Austin and a master's degree in journalism from Ohio State University. For more information call Betty Riess at 415-622-6397.

Iota Lambda Sorority assists Hearts and Hammer project

For the tenth consecutive year, Hearts and Hammer has reached out and helped repair, refurbish and clean up homes for

Members of lota Phi Lambda Sorority, Inc., Psi chapter stand in front of home they helped refurbish.

South Dallas. The program is spearhead-

ed through the City of Dallas' People Helping People Department.

Iota Phi Lambda Sorority, Inc., Psi chapter, lent its talents, time and hearts to the worthwhile cause for the first time this year. It was the only black organization that supported the effort through the coordination of chapter members Jennifer Adams, A. Rochelle Raglin and Belinda Johnson.

The project was a two-weekend event. Volunteers scraped and primed the residence on their first visit and repaired and painted it during the next

Community volunteer Cliff Miller participated along with Kenneth Johnson, Monte L. Berry, Gerald Smith, Bob Marshall, Barry Moore, Vincent Raglin, Araya Negassi and Harold Echols. For more information on how to get involved with Hearts and Hammers contact the City of Dallas Neighborhood services.

October 28 Deadline for bidding on forfeited state land

A catalogue listing 205 tracts of forfeited state land reserved exclusively for bids from Texas veterans is now available from the Texas Veterans Land Board (VLB). Bids will be opened on October 28, 1997 at 1:00 p.m. The catalogue, which contains bidding instructions and a detailed description of each tract, can be ordered by calling 1-800-252-VETS.

The VLB will finance the entire loan amount of all winning bids. There is no limit on the amount loaned or on the number of tracts that an individual can bid on. However, eligible Texas veterans are li limited to one purchase in the sale.

Texas veterans will receive a 7.64 percent interest rate with a 30-year assumable fixed-rate loan. A \$25 nonrefundable fee for each bid is required. The sale will be by sealed bid only, with a minimum bid set by the board. All bids must be received by October 28 at 1:00 p.m. Details of the sale can be obtained by

calling 1-800-252-VETS. Side by side last month, Dallas mayor Ron Kirk,

Habitat Begins 60,000th Global Home

Habitat for Humanity founder Millard Fuller and J. Carmelo Lopez raised the first wall on the 60,000th home to be built for a low income working family. Jewish, Christian, Muslim and state prison

the elderly and underpriveledged in volunteers assisted with the home's construstion. Lopez, a kitchen worker for at



Habitat for Humanity founder Millard Fuller (left) and Dallas Mayor Ron Kirk discuss affordable housing for lowincome families

a local restaurant will occupy the home.

To qualify for the new homs, Habitat applicants undergo an intense scrutiny by a volunter selection committee. Homeowners must have at least two years of employment history, good or no credit and an annual income between \$11,000 and \$23,000. The families must also provide 400 hours of "sweat equity" (hours spent working on their own homes or those of other Habitat families or projects) in lieu of a cash down payment.

Habitat homes are sold to Habitat families at an average cost, current \$50,000. Habitat carries the 25-year mortgage at zero interest. For more information call 214-827-4037 or 214-890-3030.

Jeffries Street Learning Center receives \$30,000 grant

The Jeffries Street Learning Center recently received a \$30,000 grant from Star Enterprise, a refiner and marketer of Texaco products. The check was presented by Steve Franks, Division Manager and David McMahon, District Manager

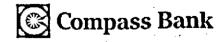
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for Star Enterprise.

"Star Enterprise is firmly committed to supporting organizations like the Jeffries Street Learning Center which brings needed services to underserved communities," said Franks. Linda Walker, founder and board president, stated that in addition to funding operational expenses, the very old and very used computers will be updated.

The center, which has been open eleven years, provides basic skills, GED, computer literacy, TAAS, ACT and SAT preparatory courses, internet access and youth mentoring programs to over 70

number of minority-owned firms is growing dramatically, last year Nations-Bank initiated its Professional African American Market Development program aimed at serving the affluent minority business owner and executive.

The NBMBAA, which currently has 4,200 members in 36 chapters in the

U.S., is a business organization that leads in the creation of economic and intellectual wealth for the African American community. For more

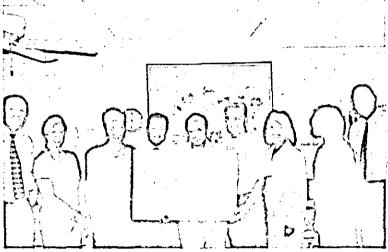


representing several divisions within the high technology company were on hand ' to discuss opportunities, including procure-

ment areas such as

electronic components, cleanroom supplies, forms/supplies, training/technical support, printed circuit board design, construction contracting and professional services.

For more information call 972-995-2011.



(I-r), Steve Franks, Star Enterprise/Texaco; Susan Coffman, JOY 104.9 FM; Kim Weaver-McDonald, JSLC board member; Davld McMahon, Star Enterprise/Texaco; Linda Walker, JSLC founder and president; Harold Duncan, JSLC treasurer; Stephanle Gray, JSLC board member; Mattye Jones, JSLC board member; Levi Williams, JSLC board member

students daily.

Star Enterprise, headquartered in Houston, is a joint venture between subsidiaries of Texaco and Saudi Aramco. The company refines and markets Texaco products in 26 east and gulf coast states and Washington, D.C. For more information call Linda Walker at 214-360-8967.

Black MBAs hold annual conference

The National Black MBA Association, Inc. (NBMBAA) held its 19th Annual Conference in Dallas September 17-21. Nearly 8,000 people attended the five-day event which included a career fair, a technology exhibition, and leadership workshops.

Bill Gray, CEO and president of United Negro College Fund spoke at the opening luncheon. Hugh McColl, Jr., chief executive officer of NationsBank, which was a major sponsor of the conference, also addressed one of the luncheon sessions.

McColl told the group that community-based initiatives in pursuit of mutually defined goals are the key to a company's success. Recognizing that the

information contact Forrest Hackney, Dallas NBMBAA president, at 972-453-7991 or e-mail goodlife@gte.net.

TI hosts procurement open house

Texas Instruments (II) recently held its fifth annual Procurement Open House at the Science Place/TI Founders IMAX theater in Fair Park. The open house helped expose TI's buyers to potential minority and women-owned suppliers while providing suppliers a forum to network with company buyers, managers and decision makers. Approximately 850 people attended.

Purchasing agents

Scratch 'n' Snime

(These games are ending soon.)



Grab a tissue and then grab some of these tickets. Scratchman III, Lucky Dog and Rattlesnake Riches are coming to an end on September 30, 1997. Luckily, you can still claim prizes through March 29, 1998, which leaves plenty of time to win up to \$3,000 with Scratchman and up to \$5,000 with Lucky Dog and Rattlesnake Riches. That kind of money could cheer anyone up.

Prizes of up to \$599 can be claimed at any Texas Lottery retailer. Prizes of \$600 or more are redcemable at one of the 24 regional Texas Lottery claim centers or by mail.

Questions? Just call the Texas Lottery Customer Service Line at 1-800-37-LOTTO (1-800-375-6886).



Overall odds of winning in Scratchman III, 1 in 144. Overall odds of winning in Lucky Dog, 1 in 495. Overall odds of winning in Rattlesnake Riches, 1 in 5. Must be 18 years or older to play. ©1997 Texas Lottery Saving for a home isn't easy. But we can help get you a lot closer to your goal.

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Home Equity

How will this pending legislation affect you?

Texas Publishers Assn. Wire Service

There is a very familiar song that reminds that "a house is not a home." The importance of this phrase is far more than a catchy lyric. In a very real sense, a home is much more than wood, brick and mortar. To the extent that is any such thing as the American dream, homeownership represents our slice of it and a solid investment in our future. A home is a reflection of our stability, commitment to the safety and security of our families and the creation of a true sense of neighborhood wherever we might live. Indeed, a home is far more than a house because of these new and exciting opportunity that may soon come to Texas.

On November 4 of this year, Texans will have the chance to vote on Proposition 8, which would give all homeowners the right to borrow against the equity in their homes for a variety of important purposes. Proposition 8 will give Texans the opportunity to do what virtually every other American citizen can already do, namely, use the value of their home as a fiscal resource for family emergencies, to finance a college education or to provide dollars for other necessities. There has been, and continues to be, vigorous debate about this issue in the Texas legislature and across the state. Ultimately, it will be you, the voters of Texas, who will decide if this legislation is good for our state.

By way of background, let us first define what we mean by home equity. Simply put, equity is the difference between what your house is worth and what you currently owe on your house (including any existing liens). The use of the term "house" here is intentional because, despite the jewel it may represent in our eyes, it is the actual value of the property in current terms that sets the level of equity. For example, let's say you purchased your home in 1984 for \$50,000 and have a current balance owed to your mortgage company of \$27,000. To determine the current value of your home you obtain a real estate appraisal which indicates that your property is presently worth \$67,000. Assuming that there are no liens against the property for taxes or home repair and remodeling services, the current equity available in your home would be \$40,000. With a couple of very small exceptions the present laws in Texas would not allow you to access this \$40,000 financial resource unless you were to sell your home. Proposition 8 will change this by allowing a financial institution to lend you money up to \$40,000 using your home as guarantee.

As you might suspect, there are both proponents and opponents of the pending legislation. In support of it are most financial institutions who see the chance to provide home equity loans as being a multi-billion dollar boon to their business. As well, there are a number of citizens who believe that they should have the right to access this pool of money, at their discretion, through borrowing. On the other side of the issue are those who believe that the Texas homestead laws were created for a very sound purpose. These laws, by and large, protect us from losing our homes through pledging them as collateral on loans that we may not be able to pay. The major exceptions are in the case of delinquent tax liens and for the court-mandated settlement of the division of property in the case of divorce. Opponents can provide numerous cases of individuals who, by borrowing, overextend themselves financially and end up losing their homes. They can also point to a number of instances where some less-than-scrupulous lenders have intentionally targeted low, moderate or fixed-income households. Unfortunately, many of the folks who fall into these categories are also African Americans and senior citizens. On both sides of the issue, one can see the pros and cons. Our challenge, as Texans, will be to decide which path is the "best" for us.

To help in providing the information you need to make an informed choice, the Texas Publishers Association (TPA) will sponsor this series of editorials which highlight the concerns and opportunities of home equity lending. Between now and November 1, TPA will carry articles which will discuss the implications of the legislation on small business development, senior citizens, financial institutions and the African American community as a whole. As we do so, we welcome your thoughts and opinions. Feel free to contact your local TPA member publication to share your thoughts. In the meantime, we look forward to bringing you this much-needed coverage and will work to support the "best" choice for our communities and state.



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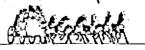
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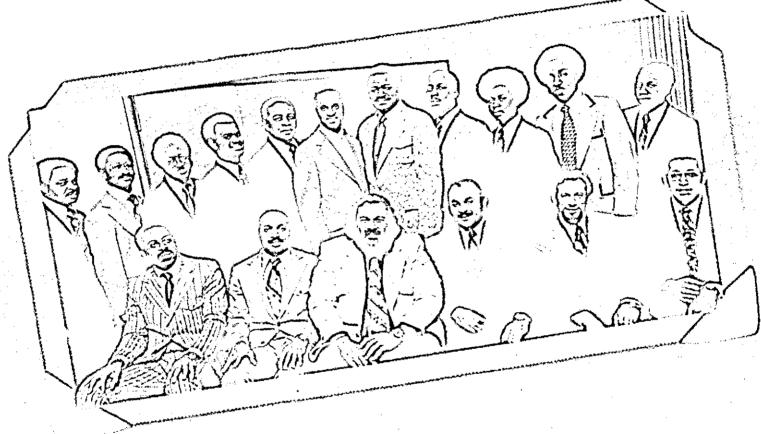
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In 1972, the first convention of the National Black McDonald's Operators Association barely filled a hotel room.



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McDonald's salutes the NBMOA on their 25th anniversary.



Black Indians

Again, American history books are remiss in accurately depicting many Native Americans Part 1

By Russell D. Shockley, B.S.Ed.

Black Indians? The very words make most people shake their heads in disbelief, or smile at what appears to be an oxymoron. No one remembers any such person in a school text, history book, or western novel. None ever appeared.

Yet they lived and roamed all over the Americas. Their story began with the first landings of Europeans in the New World, reaching from New England to Brazil. And it continues today. The number of African Americans with Indian ancestors was once estimated at about one third of their total population.

Three great races — red, white, and black — built the Americas together. Their contributions and their interrelationships have filled libraries with scholarly studies, history texts, and novels. The relationship between Europeans and Native Americans, and between Europeans and Africans, have been extensively studied.

Black Indians, like other African Americans, have been ignored by the writers of history as though they were invisible. Their contributions were denied, or attributed to others.

It is not that American chroniclers of the past had failed to see a black Indian heritage through nonwhites' eyes; that would be understandable, for almost all the chroniclers were white. What is unforgivable is that some have insisted on seeing past events through the eyes of slave holders and Indian killers who have been dead for a century or more.

But omission, not distortion, is the far more serious culprit in hiding the story of the black Indians of the Americas. Observers, not expecting to find Africans among Indians, did not report their presence. For example, artist George Catlin painted a magnificent portrait of Chief Osceola when he and other Seminoles were held captive at Fort Multrie in 1837. Catlin paintings didn't show, nor did he ever mention, that Osceola's personal bodyguard of 55 warriors included 52 black Seminoles. Had his artistry captured their presence, he would have contributed greatly to our understanding of anthropology and history.

Research into early American history exposes one to some inaccurate, though traditional, misconceptions about the use of the very term "Indian." How many people know the origin of the term — that Christopher Columbus, the so-called "discoverer" of America, believing he

had landed in the East Indies, called the first inhabitants he saw in the western world "Indians." His error has become so much a part of our language that today, even many Native Americans accept it.

Just who are the black Indians? Black



Langston Hughes, photographed In 1938, liked to trace back his Afro-American and Native American ancestors.

Indians can be defined as a people who have a dual ancestry, or black people who have lived for some time with Native Americans. When black slaves escaped to the woods and joined, or began, remote communities, they were referred to by the Spanish term "maroons."

Today, most black Indians do not live in the forest or on the broad plains of the U.S.; nor do they inhabit government reservations set aside for Native Americans.

They have made a long march from farms, woods, and ranches to skyscrapers, subways, and ghettoes. Most have arrived with only a faint recollection of their adventurous rural heritage and gallant ancestors. The people they meet in school, at work or at play cannot appreciate their background because they know nothing about it.

"If you know I have a history, you will respect me," a black Indian student told a conference of New York teachers two decades ago. Her words still ring true. Those who assume that a people have no history worth mentioning are likely to believe they have no humanity

worth defending. A historical legacy strengthens a country and its people. Denying a people's heritage questions their legitimacy.

Citizens celebrate this country's daring break from colonial rule and rejoice in the plucky Minutemen, who challenged the British at Lexington and Concord over 200 years ago. But a month before those historic skirmishes on the path to freedom took place, other Americans were pursuing the same goal. Slaves in Ulster County, New York, planned a massive armed rising; perhaps they had heard the exciting patriotic talk about liberty and independence. Their liberation plot involved slaves in Kingston, Hurley, Marbletown, and upwards of 500 Native Americans, Unlike the Minutemen, their shot was not heard around the world; their conspiracy never found its way into our history books.

These dark people in Ulster County, like thousands of others, made their contribution to freedom and to their immediate relatives and friends. But other black Indians made a contribution to this entire nation that deserves recognition.

On the snowy night of March 5, 1770, Crispus Attucks, a black Natick Indian, stepped dramatically into U.S. history as the first casualty of the American Revolution when he was shot and killed during the Boston Massacre.

Paul Cuffee, a Dartmouth Indian of

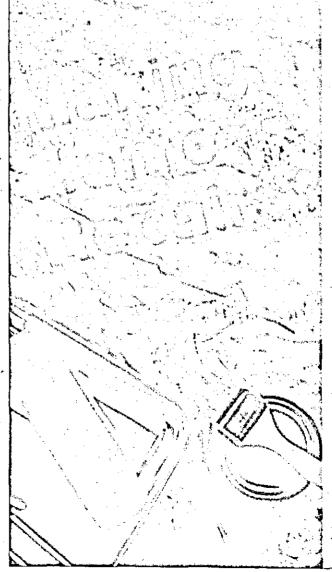
African parentage, became a wealthy merchant and ship owner in early Massachusetts. He married Alice Pequit of his mother's Wampanoag nation. But his great interest was in protecting fellow African Americans from discrimination in the U.S., and he became the first black man to sponsor a migration of U.S. blacks to Africa. In 1815, he personally paid for and led 38 settlers aboard his ship, "Traveler," to the African nation of Sierra Leone. Cuffee became the father of black "back-to-Africa" movements in this country.

Frederick Douglass, a runaway slave with African, Indian, and Caucasian ancestry, became the leading voice of black America during the Civil War era and the decades that followed. His creed, "If there is no struggle, there is no progress," has inspired reform and revolutionary movements ever since. Douglass's name and accomplishments now adorn most history texts.

Langston Hughes, poet laureate of African Americans, liked to trace his family tree back to Pocahontas. In that tree also was a man who joined John Brown's famous raid on Harper's Ferry, and another who became a Virginia congressman.

MON

Russell D. Shockley is the director of Ethnic Notes. For lecture or presentation information, call or write Ethnic Notes, c/o MON.



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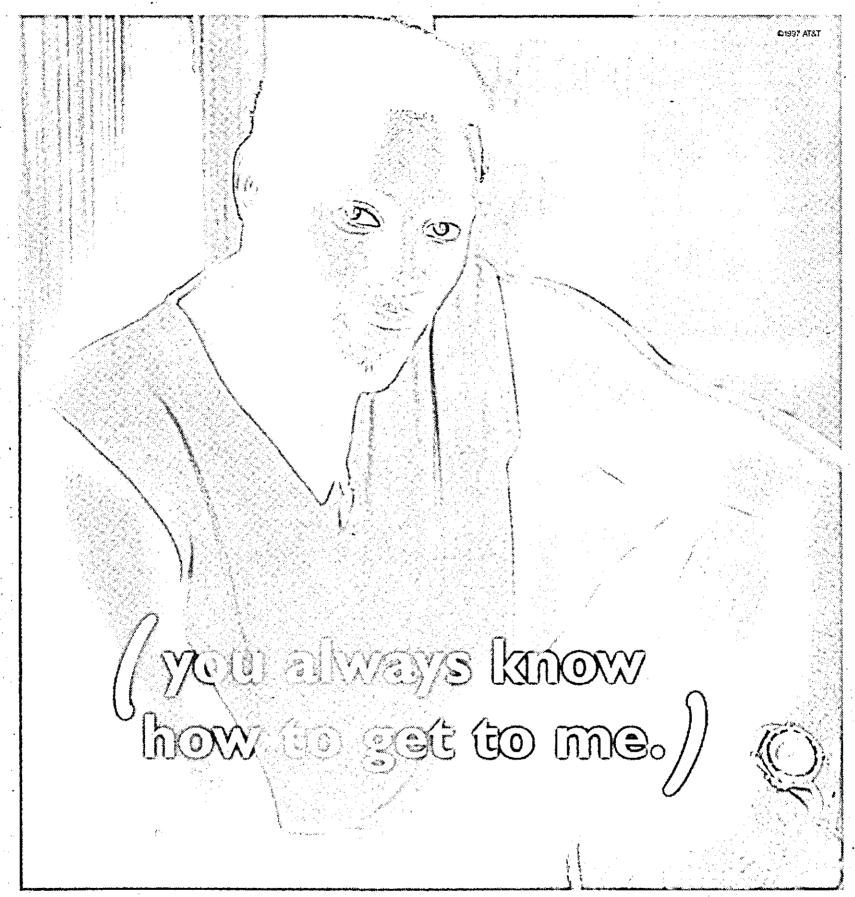
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Those who CAN!...do

By Kathleen Goolsby

The old saying, "Those who can, do; those who can't, teach," is proven wrong every day at the Dallas CAN! Academy. Over 5,000 of Dallas' inner-city youth, who are at risk or have already dropped out of school are fortunate enough to have had their lives rebuilt there by caring teachers. What began as founder Grant East's ministry to help juvenile defendants in 1984 has evolved into an alternative school program and charter school, currently working with 820 students each year. At the CAN! Academy, where the motto displayed on a wall banner is "If you can conceive it and believe it, you can achieve it," the teachers focus on the needs of a student as a whole, rather than just academic needs.

In addition to classes assisting them to obtain a high school diploma or a G.E.D. and to pass the TAAS test, the students are taught coping skills in solving life's problems and becoming independent and self reliant. They are given career guidance and are prepared for employment with proper work disciplines and responsibility and attitudes; job placement is also available. Certified counselors work in intervention and prevention of substance abuse. Teenage parents and pregnant girls are taught parenting skills. Counselors assist students with clothing, housing and other needs so as to enable them to more fully focus on their studies. As the CAN! Academy students are from low-income or poverty backgrounds, the Academy's extracurricular activities (such as picnics, proms, field trips to business and cultural resources) expose them to new experiences and an education that is not taught in books. What is learned in school often depends less on what is taught than on what one experiences while there.

The CAN! Academy has an outstanding record; over 90 percent of its students achieve success, compared to less than 50 percent for other area programs. Students say that the caring teachers, counselors and tutors make the difference in helping them to meet the challenges they face. Students graduate from the CAN! Academy with new values accompanying their degrees. In 1996, the Academy was selected one of the top eight non-profit organizations in the country by Inc. Magazine/MCI Positive Performer Awards. Positive stokes, hugs and fun are part of the motivational atmosphere at the Academy. Students look forward to Fridays, where they are formally recognized for their accomplishments during the week at the Winners' Circle ceremony. Awards are given for perfect attendance, academic advancement, positive attitude, and citizenship; a brief motivational speech by a community leader concludes the pro-

The tuition-free studies are self paced with one-on-one help from the teachers and tutors; two hours are spent daily with textbooks, two with a computer-assisted learning program. Students are eligible to attend the Academy at ages 16 to 21 on a first-come, first-serve basis; the Academy also provides an



Channel 8 sportscaster Dale Hansen and a couple of Dallas CAN! Academy high achievers.

adult G.E.D. program for those who are 22 or older. The Families For Learning program (one of only ten in the nation) provides free child care and early childhood education at the same time and place as the mother is studying for a degree and also taking parenting classes.

YOU CAN MAKE A DIFFERENCE

Caring people can make all the difference in the world for a young person who faces constant failure and lacks hope for the future. If you would like to help break that cycle of failure, the Dallas CAN! Academy offers many avenues of getting involved, on all levels. The greatest need at this time is for volunteer tutors to help the students as they study at the school and to be positive role models. For more information, call 214-824-4226. You need no teaching degree or experience. You could also donate your time and services at special fundraising events or work in the Children's Store at NorthPark Mall (contact Nancy Weichsel at the above number). You may prefer to donate money, monthly or annually (only 46 percent of funding comes from government grants), or contribute to the Coins For Kids at various retail locations. The school's library has several empty bookshelves and could really use some magazine subscriptions. You could donate (or purchase) a car, boat or motorcycle (running or not) to be sold at the Academy's Car auction twice a month. To donate a vehicle, you need the title and the lien must be released; you will receive an income tax deduction form and a receipt.

Special fundraising events provide 42 percent of the money needed to operate the school. Channel 8's Dale Hansen's annual golf tournament is a highlight for all contestants; it includes prizes and the opportunity to play golf with sports and media celebrities (past players include Troy Aikman and Pat Summerall.) This year's tournament will take place October 7 at The Golf Club at Fossil Creek. Contact Karen Lukin at 214-824-4226 (X336) for details. At the Dallas Mother of the Year Luncheon, three prominent women are honored each year. In 1997 1,400 people attended and the proceeds raised \$1,500, benefitting the programs for young mothers at the school. 1998's honorees will be Liz Minyard (of Minyard Food Stores), Lilly Whaley (an executive at Exxon), and Rena Pederson (a writer for the Dallas Morning News). Contact Nancy Weichsel for more information about the luncheon to be held

At the Dallas CAN! Academy, some of those who CAN! teach; some counsel; and some lend financial support. Most importantly, many young lives are forever endowed with skills and values for a brighter future and the knowledge that they can achieve whatever they truly want. Those who CAN!...do change the

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By Cheryl L. Williams



A Piece Of The ACCIOM

Some African American manufacturers struggle to break into markets they created

In 1987 Charles Johnson introduced what he thought would be the consummate cross-over product: a quality skin lotion designed to treat the ashiest and driest skin of both black and non-black consumers. "Ashaway" skin lotion contained the same emollients found in higher-priced products like Nutraderm lotion, plus a special ingredient that Johnson claimed made it superior to most other products. To the benefit of consumers, Johnson priced Ashaway competitively, 50 percent or more lower than products comparable in quality.

At that time, the national buying power of blacks had reached nearly \$250 billion annually. Black-owned companies like Dallas-based Pro-Line and Chicago-based Johnson Products, early market leaders in black hair-care and (later) skin care products, were showing strong profits, and African Americans were

exercising their choice to trade with black-owned businesses.

But 10 years and hundreds of thousands of dollars later, Johnson, 42, is still struggling to get the product recognition that has continually eluded Ashaway and its companion product, Asholine. He attributes racist and separatist policies at many retail outlets and sheer indifference on the part of retailers to recognize who their consumers are.

According to a new study released by the University of Georgia at Atlanta, the purchasing power of black consumers in the United States is expected to reach \$469 billion this year. The Selig Center for Economic Growth at UGA estimates that black buying power totaled \$446 billion nationwide in 1996. Texas is ranked third in the nation, behind New York and California, as a black consumer market, with a total of \$31.4 billion spent in 1997 ... Still, Johnson fights an uphill battle to get his product satisfactorily distributed to retail outlets

"My problems were due largely to [African Americans'] inability to influence distribution," says Johnson. "We can create the greatest product in the world and we know there is a need for it in the marketplace. But unless we con-

trol the channel of distribution, we've got nothing."

It took Johnson from 1987 to 1993 to get distribution on a national scale. Even then his distribution was limited because he refused to do business with "ethnic" distributors. "The ethnic distributors by and large aren't ethnic," says Johnson. "They are people who have persuaded the retail chains that they know our buying habits better than anybody. These ethnic/non-ethnic distributors pick and choose whose products are going to go on the shelves because the retailers have pretty much acquiesced the ethnic section to them."

In business, timing and marketing is everything. In 1970 Comer Cottrell started Pro-Line Corporation with \$600 and a borrowed typewriter. Black militant philosophy reigned then, and African Americans showed their support by donning dashikis and sporting the natural hairstyle, also known as an Afro, in all shapes and sizes. As a Post Exchange manager in the Air Force, Cottrell

knew there was a need for hair care products for black servicemen and jumped on the opportunity. His success in selling to the military made his subsequent transition to retail easier than he could have ever hoped.

"That was an easy process because in a few short years, we had the number one product for the Afro in the country," says Cottrell. "Military guys were buying it on the bases, taking it home, and sending it home. Then people in the community would go into the stores and ask if they could get it. When our salespeople called, [retailers] knew it was in demand, so it was an easy sell. In other cases, retailers would contact us. There was no brilliance on our part, it was supply and demand. The brilliance probably was in the creation of that demand by finding that particular market."

Consequently, distribution of product never posed a significant barrier for Cottrell, who at 66, is still chairman and CEO of Pro-Line Corporation. Although he prefers to bypass the middle man and trade directly with retailers because of lower costs, the savvy Cottrell had the capitalization to overcome high-priced hurdles such as paying distributor fees and "slotting allowances."

"In our business it is essential that we use a distributor," says Cottrell. "But in every step of the chain of distribution, every function has a cost. The price goes up because you have to pay for transportation, you have to pay for their sales people."

Cottrell stresses that without distributors, it is impossible to access the thousands of independent grocers and retailers that contribute to a manufacturer's success. Prohibitive expenses usually prevent manufacturers from personally calling on the many smaller businesses. Cottrell strongly believes distributors, no matter who they are, give access where there was previously none.

However, along with distributor fees that squeeze the profits from new products such as Ashaway, "slotting allowances" make it almost impossible for small manufacturers to compete.

Because of unproven sales potential, most retailers require manufacturers to pay a fee to reserve shelf space for a new product. And even after a product is on the shelf, if it doesn't quickly prove demand, it is removed. Then the manufacturer is faced with paying additional fees to other retailers with no guarantee that the product will indefinitely remain on the shelf.

"Shelf space is not infinite," Cottrell says. "It is very limited as a matter of fact, so consequently, they can't put all new

products in. [Retailers] want you to pay a percentage of what they buy from you as a slotting allowance. If you want your product off-shelf on display, there's a display allowance. You also have cooperative ad allowances. It almost takes the profit out of this business, but to be competitive you have to do that. If you do pay, then they will put your product in, but if it doesn't move, they'll ship it back."

While Johnson objects to the mandatory use of distributors, he says an even

See on page 20

Continued from previous page

bigger problem is that eventually larger, more powerful corporations look at the products created by African Americans and discover a lucrative market for themselves. If the corporation already controls a channel of distribution, they create a "knock-off" product. This is what has happened in the ethnic hair care market, a market that blacks created and remain as the largest end-user.

According to Johnson, four percent of black women buy 34 percent of all hair care products, but there is a large divide between the entities that create the product and the end user of the product. "Along the way," says Johnson, "a great amount of money exchanges hands and so very little of that money comes to us.

"The retail owners have now gone from not wanting to acknowledge the degree to which black consumers buy ethnic products to agreeing that they buy a lot of ethnic products. But they don't necessarily want to research our buying habits. It is much easier for them to turn this ethnic section over to someone who has presented themselves as an expert. They say 'Let us release this section to [ethnic distributors] and let them do the buying of these ethnic products and let them bring these products into our stores. As long as we get what we deem to be a



Charles Johnson has battled to get adequate distribution of his personal care products for ten years.

fair percentage of profits from the sale of the products, we leave it up to them," Johnson continues.

Johnson notes that white-owned companies such as Alberto Culver, Helene Curtis, and Revlon want to maintain control, not just with their existing shelf space, but over the bulk of the personal care marketplace on a retail level. Not only can these companies have distribution of general market products on a direct basis, he says, but they can create a line of ethnic products that are priced 40-60 percent higher than necessary.

For example, Alberto Culver's hair

CONT on next page

Slotting fees keep entrepreneurs off the shelves

To cope with an avalanche of new products that are expensive to handle and stock, retailers impose fees called slotting allowances. Initially, they simply wanted to recoup some of their cost and discourage frivolous new product and bogus product line extensions. But because of the eagerness with which many large companies anted up the fees, retailers learned a lesson: Their shelf space is valuable and generate revenue.

Manufacturers now say that stores increasingly are attempting to profit, not just by selling products to consumers, but also by making manufacturers pay a premium for limited shelf space. According to a study by retail-industry consultants, almost all major supermarket chains currently demand that manufacturers pay slotting allowances along with a variety of other charges.

Sales and Marketing Management magazine (March 1996) says fees can run manufacturers anywhere from \$5,000 to \$25,000 per item per store based on the product

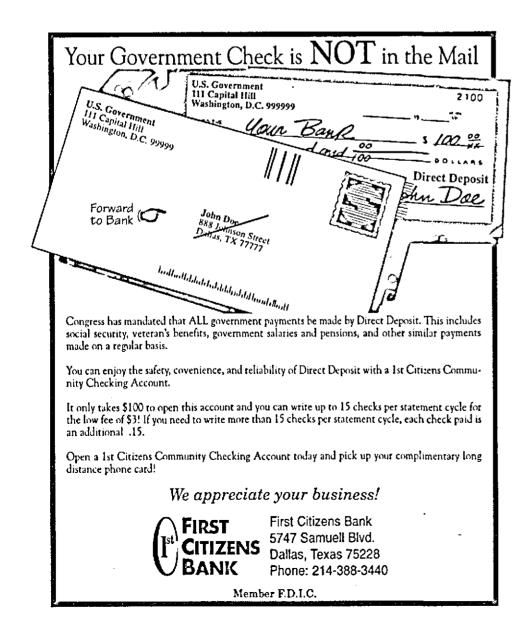
category. Multiply that by the dozens of chains it might take to get national distribution and the cost can escalate into the millions.

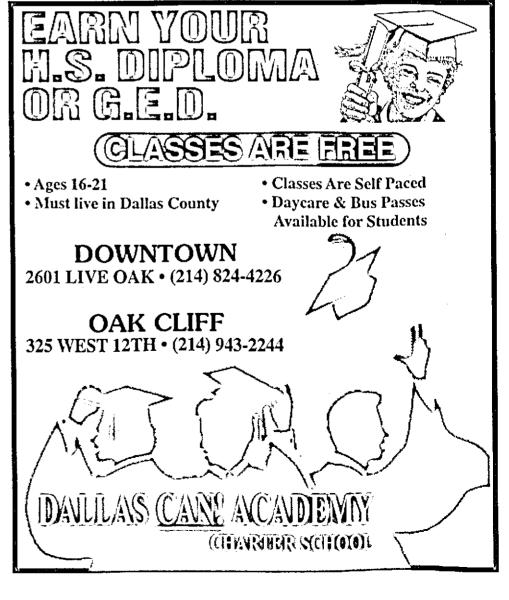
Paul Kelley, president of Silvermine Consulting in Westport, Conn., says the practice is almost industrywide. "Originally there were good intentions, which was making companies put up money to ensure that the product was worthwhile," Kelley says. "But the costs inhibit entrepreneurs and hurt innovation."

Because it is more difficult for new and under-funded products to reach the shelves, those hardest hit by the fees are small to mid-sized businesses. But retailers insist that they are not abusing the process. Supermarkets have incurred lower profits and greater pressure for quick cash flow. They say that most new items aren't very original. They are either copycat products or an extension of a manufacturer's existing line. Consequently, they reduce sales of other brands, virtually eliminating extra revenue for the grocer.

The solution, manufacturers say, is for retailers and suppliers to work out new deals to eliminate fees and increase profit sharing with retailers.

—C.L.W.





Continued from previous page

creme, VO5, is made for a general market. TCB hair product (also made by Alberto Culver) is made for ethnic clientele. Although VO5 and TCB ingredients are virtually the same, VO5 is bought by the retailer on a direct basis and is priced 40-60 percent less than TCB. TCB goes from Alberto Culver's plant, to a distributor, Jack's Services Supply in Oklahoma City, which is one of the biggest ethnic distributors in the Southwest. From Jack Services Supply, the product is placed into Eckerd, Drug Emporium, Kroger, etc.

As a result of competition from industry giants, having no control of the distribution of their products, and not keeping up with hair care trends, blackowned hair and personal care manufacturers have been disappearing in droves. And when distributors go out of business or fail to pay a retailer, black-owned manufacturers often are left vulnerable to bankruptcy and takeovers. Although not apparent to consumers, maverick companies like M&M Products (makers of StaSoftFro) and Johnson Products (makers of Afro Sheen and Ultra Sheen) were acquired by Ivax Pharmaceuticals. Since the product labeling does not reflect this change, black consumers who make a conscious effort to buy black inadver-



Comer Cottrell, chairman and CEO of Pro-Line Corp., has successfully navigated the difficult waters of national distribution of his hair care products.

tently support companies that are not black-owned.

Not surprisingly, the acquisition and downfall of these and other black-owned manufacturers have led black manufacturers to create innovative products to keep their competitors at bay. Cottrell says Pro-Line may partner with Upjohn Pharmaceutical to create a hair care line that contains Rogaine, a scalp treatment ingredient that is gaining popularity as a panacea for hair regrowth. Pro-Line is

also among several companies considering the purchase of Johnson Products, which its owner, Ivax, now has on the selling block. Cottrell says that Ivax is divesting Johnson Products because the ethnic hair care market is not essential to its core business.

Although their methods differ, Cottrell and Johnson ultimately desire control for African American manufacturers. Control that would ultimately benefit African American consumers. Johnson says his early efforts to involve civil rights organizations like the NAACP, the Urban League, and PUSH in the fight for freer distribution were in vain.

"I initially went to all these organizations hoping that they were going to take up my fight, because I thought my fight was bigger than Ashaway," he says. "The real core question that our politicians and our ministers and our leaders never ask is, 'If we are spending \$400 billion plus in this economy, how do we tap into our marketplace to become wealthy?'

"It is very easy for us to continue to buy into this notion that somehow we are poor, we are victims. That kind of mentality empowers [retailers] and it doesn't force us to look at ourselves and say, okay, if we're spending \$400 billion plus, where are we spending the money? Well, we're spending \$20 billion on clothing, \$6 billion on athletic shoes, \$30 billion on automobiles, \$5 billion on personal care products. Let's attack our problem by becoming suppliers to ourselves. If we can become suppliers to ourselves, we can employ ourselves."

Johnson, who now distributes directly to Walgreens stores and sells his products in military exchanges, recently learned that the Rev. Jessie Jackson, through PUSH (People United to Save Humanity) has organized a Wall Street office. Jackson wants to address economic inequity for blacks from inside the corporate structure. He believes that as shareholders of publicly traded corporations, blacks will have access to marketing strategy, employment practices, and other information beneficial to making strategic business decisions.

Holding firm to his objection of the power wielded by ethnic distributors, Johnson remains optimistic of PUSH's effort to help blacks gain economic independence. "I'm more excited now than ever before. With more people focusing on economic development and more people trying to get products out, the more success stories we will have."

(1) Selig Center for Economic Growth, Terry College of Business, University of Georgia.

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The Railroad Commission of Texas, headed by three statewide elected officials, announces the following leadership openings:

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FORFEITED LAND SALE

The Texas Veterans Land Board will conduct a sealed bid sale on 205 forfeited tracts of state land at 1 p.m. on Tuesday, October 28, 1997.

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October 1

Clean South Dallas/Fair Park Inc. needs volunteers for its annual fall cleanup, November 8 and November 15, to pick up litter and help senior citizens with minor home repairs This is an excellent opportunity for individuals or groups to help a community in need. For more information or to volunteer call Clean South Dallas at 214-421-1662. Please respond by October 17.

New Image Business Associates, Inc. cordially invites you to its Small Business Luncheon every Wednesday from noon-1:00 p.m. at the Bill I. Priest Institute of Economic Development, 1402 Corinth, Room 202 A&B, Dallas Lunch is \$5.00. For more information call 214-

The Africa Program sponsored by the University of Texas at Arlington is featuring programs to acquaint the public with cultural and economic aspects of Africa's 53 countries. Dr. Alex Mwakikoti will speak about Tanzania, October 1 at the Wesley Foundation, 311 W. Border in Arlington, TX. For more information call 817-272-5302.

Bible Discussion Groups, Inc. is sponsoring a Bible study of the book of Psalms, 9:30 a.m., each Wednesday at Oak Cliff Bible Fellowship Church, 1808 W. Camp Wisdom, Dallas. The non-denominational study is open to women of any church affiliation. Child care is provided. For more information call Rita Smith at 972-228-1451.

October 2

Wanted! Male and female, amateur and professional hip hop/jazz dancers for "Notes," a Dallas cable television entertainment showcase. For future rehearsal dates and a TV screening call 214-439-2771.

The Center for Nonprofit Management, 2900 Live Oak St., Dallas, presents the Management Institute Seminar, "To Be Or Not To Be A 501(c)(3)," 9:00 a.m.-noon. The class will walk you through the myriad of IRS forms, board questions and legal issues that must be con-

Around Town

mation call 214-826-3470.

October 4

James Hardy, author of B-Boy Blues and 2nd Time Around returns with his third novel, If Only For One Night from 6:00 p.m.-8:00 p.m. at Black Images Book Bazaar, 230 Wynnewood Village, Dallas. For more information call 214-943-0142 or 800-272-5027.

October 5

Area journalists including Michele Redmond and Brenda Teele will join host Cheryl Smith on Reporter's Roundtable for a discussion about Dallas Independent School District and the issues that dominate the headlines. Reporter's Roundtable airs 8:00 a.m. Sundays on KKDA radio 730 AM.

October 7

C.C. Young retirement community and the Greater Lakewood Shepherd's Center will offer practical advice for the adult children of aging family members in a free four-part series of informational meetings October 7, 14, 21 and 28 from 11:30 a.m.-12:45 p.m. at First United Methodist Church of Dallas, 1928 Ross Avenue. For more information call

The Dallas Ft. Worth Association of Black Communicators (DFW/ABC) is holding its monthly meeting today at the Dallas Morning News, downtown Dallas. For more information call 214-376-9525.

The Million Man March Dallas Local Organizing Committee meets 7:00 p.m., every Tuesday at 2429 Martin Luther King, Jr. Blvd, Dallas. For more information call 214-421-

October 8

Virginia DeBerry and Donna Grant will read from their newly released paperback edition sidered in setting up a 501(c)(3) organization. of Tryin' to Sleep in the Bed You Made from 6:00

230 Wynnewood Village, Dallas. For more information call 214-943-0142 or 800-272-

October 9

Dallas area nonprofit organizations are actively seeking qualified board members who possess special skills and interests and represent a diverse segment of our commu-nity. The Center for Nonprofit Management will host the third annual "Get On Board!" Fair at 2900 Live Oak Street, Dallas from 4:30 p.m.-to 7:30 p.m. The fair will feature over 75 booths staffed by nonprofit organizations eager to talk with potential board members. For more information call Kelli Bardner at 214-826-3470, ext. 232.

Gladys Knight, four-time Grammy winner and celebrated singer, will autograph her book, Between Each Line of Pain and Glory: My Life Story, from 5:00 p.m.-7:00 p.m. at Black Images Book Bazaar, 230 Wynnewood Vil-Dallas. For more information call 214-943-0142 or 800-272-5027.

October 10

Mothers (Fathers) for the Advancement of Social Systems, Inc. (MASS) and the Black United Fund of Texas, Inc. in conjunction with the Black Academy of Arts and Letters presents the 2nd Annual UMOJA M.A.S.S. ustice Award Lecture, 7:00 p.m. at the Black Academy of Arts and Letters, 650 S. Griffin, Dallas. Featured guests include actress and comedian, Phyllis Yvonne Stickney with musical entertainment by the Bar-Kays and Kurupt. For ticket information call 214-376-6255 or 214-651-6671.

Black Kids Music Productions celebrate its 10th anniversary with a Music Workshop, Talent Showcase and the UMOJA M.A.S.S. 1997 Justice Award lecture and reception. The Music Workshop and Talent Showcase will be hosted by musical artist Kurupt and will be held from 10:30 a.m.-3:45 p.m. at the Black Academy of Arts and Letters, 650 S. Griffin, Dallas. For more information call Eva Miles at 972-414-8340 or 817-425-8263.

TX, will feature the production of The Colored Museum, a satire by George C. Wolfe that visits eleven exhibits in the museum of African American life. The play previews October 10-12 and runs October 17-November 16. Tickets are only \$5.00 during the preview week. For regular ticket prices, show times and more information call 817-338-4411.

The Black Academy of Arts and Letters, Inc., 650 South Griffin Street, Dallas, presents the films Ganja & Hess by Bill Gunn and Hairpiece: A Film For Nappyheaded People by Ayoka Chenzria at 8:00 p.m. Admission is \$5.00. Call 214-743-2440 for more information.

The Renaissance Cultural Center presents "R&B Jam" Benefit Concert with the Bar-Kays for two shows, 8:00 p.m. and 10:30 p.m. at the Caravan of Dreams located in downtown Fort Worth. Tickets are \$26.50 per person. Proceeds benefit the Renaissance Cultural Center. For tickets or reserved seats call 817-

Benilda Little reads and autographs the Blackboard bestseller Good Hair from 6:00 p.m.-8:00 p.m. at Black Images Book Bazaar, 230 Wynnewood Village, Dallas. For more information call 214-943-0142 or 800-272-

October 14

The South Dallas Cultural Center, 3400 South Fitzhugh, Dallas offers a variety of classes for youth and adults including African Dance, Photography, Capoeira, Creative Writing and Bookmaking. The center also sponsors a children's chorus and offers after-school activities. Classes begin October 14. For more information call 214-939-ARTS.

The Southern Dallas Development Corporation (SDDC) presents a free loan application workshop from 8:15 a.m.-10:30 a.m. at its office, 1402 Corinth Street, Suite 1150, Dallas. For more information call 214-428-SDDC.

The Greater Dallas Asian American Chamber of Commerce will host the Dallas Together Forum's Covenant Award Luncheon, 11:30

Around Town cont'd

town Dallas. Please RSVP to 11171 Harry Hines Blvd, #115, Dallas, TX 75229.

October 15

Dallas Area Rapid Transit's Neighborhood Job Opportunity Program (NJOP) will hold a Job Fair at the Lancaster Keist Library, 3039 S. Lancaster, Dallas, October 15 from 9:00 a.m.-4:00 p.m. and October 17 from 10:00 a.m.-2:00 p.m. Employment applications can be picked up at the library before the date of the job fair. Call 214-969-1833 for more information.

Join Lalovce Brookshire, author of the book. Soul Food, and her host, the Dallas Fort Worth Association of Black Communicators for a Soul Food book signing and tasting. Tickets to the event, held from 6:00 p.m.-9:00 p.m. at the Black Academy of Arts and Letters, 650 S. Griffin St., downtown Dallas, are \$10 in advance and \$15 at the door. Call Starlene Stringer at 214-697-3699 by October 2 if you would like your restaurant to participate. Call Yvonne Gilliam at 817-424-2679 to schedule interviews with Ms. Brookshire.

Would you like to purchase a home of your own? Learn how at the Texas Federation of Home Counselors first-time homebuyer seminars held October 15 and October 18. Registration includes a confidential review of the potential homebuyer's credit file with a certified counselor. To register or for more information call Ed Harris at 214-421-8342.

Soul Rep Theater presents Slim, a play about the effect the AIDS epidemic in Africa and America has on black people and black cul-ture. Performances will be held at the J. Erik Jonsson Central Library, 1515 Young St., Dallas, October 15, 16, 22 and 23 at 7:00 p.m. and October 17 and 18 at 2:00 p.m. For more information call 214-670-1400.

Dr. Joseph Osei will speak about the Empire of Ghana, 6:30 p.m. today at the Dallas Black Chamber of Commerce, 2838 Martin Luther King Blvd., Dallas. The lecture is part of a series sponsored by the Africa Program at the University of Texas at Arlington. For more information call 817-272-5302.

October 16

The Million Man March Dallas Local Organizing Committee is proud to host the 2nd anniversary of the Million Man March. This year's theme is "Young, Gifted and Atoning." Organizers are advocating no school, no work, no spending and no play on this day. Activities include a 4:00 p.m. rally and a 7:00 p.m. program at the Black Academy of Arts and Letters, 650 S. Griffin St., Dallas. For additional activities and more information

October 17

Let's pray for the players! The Love Clinic, an outreach ministry of Jubilee United Methodist Church, will tackle the issue of the "player" lifestyle of both men and women, 7:00 p.m.-9:00 p.m. at the church located at 301 Frank Keasler Blvd, Duncanville, TX. The Love Clinic is free and open to the public. For more information call Dr. Sheron C. Patterson at 972-283-2264.

Hear how a group of funders decide who will be selected for support. Come to the "Funder's Forum," from 9:00 a.m.-noon at the Center for Nonprofit Management, 2900 Live Oak St., Dallas. The seminar features representatives from private foundations and corporations. The cost is \$45. To register or for more information call 214-826-3470.

October 18

The African American Museum, Fair Park, Dallas, presents the 20th Annual A. Maceo Smith Brunch. For more information call 214-565-9026, ext. 304.

Concerned about the effects of rap music on youth? Then you are invited to attend the lecture/seminar "Is Rap Music Detrimental to America's Youth" from 8:00 a.m.-1:00 p.m. at the Ramada Plaza Hotel Inn, downtown Dallas. Guest speaker is Dr. Cornel Thomas of Texas Christian University. Registration is required. Call Reginald at 214-391-1451 for more information.

C.C. Young, a multi-purpose retirement community, will host a Country Bazaar, from 9:00 a.m.-4:00 p.m. in the B Building located at 4829 West Lawther Drive, Dallas. For more information call 214-827-8080.

Join Chicago artist Sasha Dalton as she captures the legacy of Dinah Washington, "the Queen of the Blues," at the Black Academy of Arts and Letters, Inc., 650 South Griffin Street, Dallas for two shows, 8:00 p.m. and 10:30

p.m. Tickets are \$10.00. For more information call 214-743-2440.

The Mobil Football Classic presents Tuskegee University vs. Savannah State University, 3:00 p.m. at Texas Stadium. The game will also feature great half-time entertainment. Vender space is available. Purchase tickets at TicketMaster or call 214-631-2882 for more

Come to a free Neighborhood Fair presented by the Dallas Plan and representatives of nmunity and neighborhood groups from 9:00 a.m.-3:00 p.m. at the Center for Community Cooperation, 2900 Live Oak St., Dallas. Get valuable information; share resources and ideas with your neighbors and community leaders and meet service providers. Call 670-1200 for more information.

The Susan G. Komen Breast Cancer Foundation-Dallas County Chapter presents the 15th Anniversary Race for the Cure. Entry fee is \$15 if postmarked by October 8, \$18 if registering October 15-17 at Northpark Center and \$20 on Race Day. Entry forms are available at JC Penney stores. For more information call

October 19

Dr. Sheron C. Patterson, senior pastor of Jubilee United Methodist Church in Duncanville, TX, will once again serve as host of the long-running religious television talk show, Faith Focus. The show airs Sunday morning at 6:30 a.m. on KXAS Channel 5. beginning October 19. For more information call the Greater Dallas Community of Churches at 214-824-8680.

October 22

The Black Academy of Arts and Letters, Inc., 650 South Griffin Street, Dallas presents the play Why Good Girls Like Bad Boyz, October 22-26. Performances are scheduled at 8:00 p.m. Mondays-Fridays, 3:00 p.m. & 8:00 p.m. Saturdays and 3:00 p.m. & 7:30 p.m. Sundays. For more information call 214-743-2440.

Michael Menoff will speak about South Africa: A Diamond in the Rough, 6:30 p.m. today. The lecture is part of a series sponsored by the Africa Program at the University of Texas at Arlington. For the location and more information call 817-272-5302.

October 24

Fort Worth-Tarrant County NAACP invites you to its 20th Annual Dr. George D. Flemmings Freedom Fund Banquet, 7:00 p.m., at the Will Rogers Memorial Center, 1 Amon Carter Square, Ft. Worth. The guest speaker will be Rev. Jamal Bryant, director of the National NAACP Youth and College Division. For more information call 817-332-8919.

October 25

Help make Rochester Park a beautiful place for all to enjoy. Volunteers are needed to help clean up and restore Rochester Park in South Dallas. There is something for everyone to do. Call the Volunteer Center at 214-826-6767 for more information.

Women in Christ presents its first "Christ On" brunch, 11:00 a.m.-2:00 p.m. at the Harvey Hotel Brookhollow, 7050 Stemmons Freeway Dallas, Tickets are \$25.00. Proceeds benefit the "Women in Christ" statewide newspaper. For more information call Patricia Lewis at 214-595-5231

Come to the sixth annual "Boo at the Zoo" sponsored by the Dallas Zoo, October 25-26 from 2:00 p.m.-5:00 p.m. This safe Halloween alternative for children ages 3-10 features trick or treating, a haunted house, games and prizes. For more information call 214-670-

November 1

The Third Eye presents the 13th Annual African Awakening Conference, "Maafa: Slavery and the Destruction of African Civilization," November 1-2 from noon-7:00 p.m. at the Black Academy of Arts and Letters, Inc., 650 South Griffin Street, Dallas. Call 214-743-2440 for more information.

ATTENTION:

If you're interested in placing your event in our events cale send it to us by mail or fax no later than the 21st of the month preceding publication to:

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Book Review Angela Washington-Blair

The Devil's Hatband

By Robert O. Greer Warner Books/\$21.95

If you're looking for a fresh voice in the world of African-American literature and you love a good mystery, then this month's selection will surely fit the bill. Robert O. Greer, a Denver-based surgical pathologist and professor, has penned two mysteries featuring an African American protagonist. If you enjoyed Blanche on the Lam and Blanche Among the Talented Tenth (Neely), Walter Mosely's Easy Rawlins novels, or the Tamara Hayle mysteries, then the suspenseful books penned by Greer will keep you reading far into the night.

In The Devil's Hatband, we are introduced to C.J. Floyd, a black bail bondsman and bounty hunter who offices right across the street from the Denver County Jail. Floyd is a character who is at once strong and independent while recognizing his own mid-life crisis and need for companionship. He is forty-ish and continually concerned about his growing girth, though you wouldn't know it, given his penchant for devouring his

favorite dessert — sweet potato pie. He also smokes cheroots and drives a classic '57 Chevy Bel Air.

Our story has Floyd being hired by two well-dressed men to find the daughter of a prominent African American judge. The missing woman had been actively involved in an extremist ecological group called \ the Grand River Tribe, who are anti-beef, anticattle, and anti-ranching. At the time of her disappearance, the Grand Tribe was waging a vicious, ecological war against the

ranchers. Floyd is commis-

sioned to find this woman

and, in addition, a very impor-

A major wrinkle is thrown into Floyd's search when the woman turns up violently murdered. With a cast of the usual suspects, from crazed cohorts in the environmentalist group, to spurned boyfriends to vengeful ranchers, this novel takes the reader from Denver's Five Points community, with its lively occupants and soul food establishments and gangs, to the snow-capped moun-

tains of Colorado and Wyoming. In the midst of all of this, an important scientific discovery - a deadly microbe becomes the weapon of a killer. Danger

lurks everywhere, from the criminals in Floyd's own community to the wacko paramilitary extremist

This original whodunit is cleverly written. The characters are fully developed and fascinating. Greer brings his wealth of medical knowledge and a keen ear for dialogue to the story. This adult novel is, of course, filled with the usual obscenities and profanities, as some of the low-life characters interact with each other. (I suppose that's because

accepts the assignment and begins his search in the O authors are admonished in writing classes to show, not tell.) In spite of that, Greer's book is witty and will provide readers with recreational, escapist fare. (Isn't that what fiction is all about?)

Just what is the Devil's hatband, you ask? It's a slang term for barbed wire.

If you really enjoy this new voice in mystery/suspense fiction, then you'll want to pick up Dr. Robert O. Greer's next book featuring the character C.J. Floyd, The Devil's Nickel.

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performance poet, will present her first collection of wizdumnine (wisdom rhyme) in LEMONDADE: sweet & sour black thought power. Von has delivered her get your attention poetry at poetry venues both in Dallas and performance poet, will present her first collection of

(\$20.00 Wizdumnne) -0-

SATURDAY, OCTOBER 4, 1997 • 3-5 pm **CHARLES HALEY**

CHARLES HALEY
five-time Super Bowl Champion, lets loose in his a
autobiography ALL THE RAGE: The Life of An NFL of Renegade (\$22.95 Andrews McMeel Publishing). The
book is coauthored with Joe Layden. Outspoken and just retired Dallas Cowboy defensive end, Charles Haley, will share his experience as a former NFL star and give readers an inside look at sports culture: teammates, coaches, media, sex, racism in and out of sports, and a variety of topics related to this industry. topics related to this industry.
(\$22.95 Andrews McMeel Publishing)



SATURDAY, OCTOBER 4, 1997 • 6-8 pm JAMES EARL HARDY

returns with the third book in the 8-Boy Blues series in IF ONLY FOR ONE NIGHT. Previous works in this series include B-Boy Blues and 2nd Time Around. include B-Boy Blues and 2nd Time Around. (\$17.95 Alyson Books)

WEDNESDAY, OCTOBER 8, 1997 • 6-8 pm VIRGINIA DeBERRY and DONNA GRANT VIRGINIA DeBERRY and DONNA GRANT
will read from their newly released paperback edition of
TRYIN' TO SLEEP IN THE BED YOU MADE. DeBerry
and Grant have been best friends for twenty years, and
they have written a novel about best friends. The Sistahs
Sippin' Tea Club will serve as host for their reading.
(\$6.50 and \$24.95, hardback, St. Martin's Press)



THURSDAY, OCTOBER 9, 1997 • 5-7 pm **GLADYS KNIGHT**

a four-time Grammy winner and celebrated singer, will autograph BETWEEN EACH LINE OF PAIN & GLORY My Life Story. Paul Quinn College Student Governmen Association will host her signing.

(\$24.95 Hyperion) -0-

FRIDAY, OCTOBER 10, 1997 • 6-8 pm BENILDE LITTLE

reads and autographs the Blackboard Bestseller GOOD HAIR. The Learning Tree Club will host Ms. Little's visit. (\$12.00 Simon & Schuster)

ATTENTION BOOK CLUBS AND ORGANIZATIONS: If your book club or group would like to host an author niesse call Black Images at 214-943-0142 or 800-272-5027.



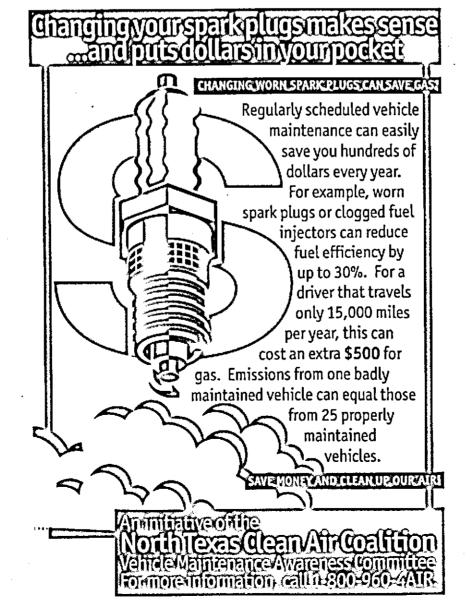
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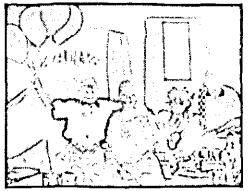


Family Life

Fairy Street Mama

What's your prayer for the world?

As the holiday season approaches, we seemingly see more love displayed towards each other than at any other time of the year. People have smiles on their faces and sincere joy in their hearts for their fellow man. But how sad it is that



Tol (left) and Shaffah Smith

we usually don't feel this type of love until the holidays. In talking to kids around the area, I asked Shaffah Smith and his sister Toi what special holiday wish they would make for the world. This is what they had to say:

SHAFFAH SMITH, 6 yrs old: "I would like to wish that everyone was rich.....but I know that's not possible.... I also wish that the people that do not have food can get food and not be hungry..... I would also like for them to be able to have a house and have a place to live and not be on the street...... I also wish that people would start following rules Sometimes people can be real mean and I don't like

TOI SMITH, 7 yrs. old: "I wish that people would be nice and not call other people names.....I want people to enjoy themselves and have fun and be nice to each other I think people should help old people 'cause they are always mean to old people... I think that everybody should love everybody...."

I wish each of you and your families a joyous Thanksgiving holiday and I hope that we continue to thank God for his blessings. At this time, let us send a special prayer out for those who are less fortunate and do not have the support of family and close friends during this time. Let us all say a prayer for ourselves and for others.

Fairy Street Mama can be seen on cable Channel 23b on Tuesday at 4 p.m., Thursday at 5 p.m. and Saturday at 10 p.m. Also, viewers can see her live or call every 4th Wednesday from 8-9 p.m. For more information, call (214) 561-2002.

Pack gives back

Mavericks new point guard brings foundation to Dallas to help low-income kids

By Whitney Larkins

As a child, Dallas Mayericks point guard Robert Pack watched his NBA heroes on television become champions. Now, the 28-year-old wants to make children champions in the classroom. His Robert Pack Foundation seeks out lowerincome children who average a "C" or below in school and endeavors to give them the motivation needed to succeed.

The Fisher Projects and the Lower

Ninth Ward in New Orleans were where the Pack family called home for several years. For Robert, growing up in the roughest neighborhoods town taught him a few things in life. "I had a good time...It made me who I am, it built character." Pack recalls.

Fish frys and homemade praline sales were events that the Pack family and friends organized to buy Robert athletic equipment that he New Mavericks needed for school. Robert Pack Financial struggles

and hard times didn't deter the Pack family from supporting each other. "We didn't have everything we wanted, but we definitely had our needs. I grew up with the kids that didn't have, and saw them fall by the wayside." he said.

After getting his degree in sociology from the University of Southern California, another six years and five NBA teams would pass by before point guard Robert Pack would land a spot on the Dallas Mavericks roster. Last February, as part of a historic NBA trade, Pack and eight other players were shuffled between the Mavericks and the New Jersey Nets. During that same time, the Pack family also experienced "history making" of their own. The Robert Pack Foundation, already with a branch operating in New Orleans, would now open a second location in Dallas.

Forty children are selected throughout the Dallas area by school administrators for the foundation. School supplies, clothing, and grooming assistance are a few initial incentives the Robert Pack Foundation offers during the school year. "We provide things (for the children) to alleviate the pressure of getting things done. These are things we are trying to

provide for them so they can go into the classroom and concentrate on their education," Pack says.

As the school year continues, Pack writes personal letters of encouragement to the students. "Kids have to be able to feel good about themselves and know that their [self-image] is what they are going to be judged upon. We want to help build that, and it will carry into the classroom," he says.

Students who have maintained good

grades and attendance at the end of the year are invited to become members of the "Pack Posse." Pack has personally purchased twenty sets of season tickets to distribute to low-income students. He also adds that this is an important activity in his life. "I want people to know that this is coming from my heart, I really care about these kids."

In the years to come, Pack expects the point guard foundation to expand into all of the NBA teams he has played

for (Denver, Washington D.C., Portland, and New Jersey). Pack also wants the foundation to "blow up" and help even more children. "I'd like to see the foundation help as many kids as we can...they can excel, they can do what they put their minds to. They just need extra attention. If you put the spotlight on those kids, they will shine," he says.

Tracy Pack-White, Robert's sister, is

also one of the founders and executive directors of the Robert Pack Foundation. She remembers days when she wasn't succeeding in the classroom. Her classroom struggles motivated her to begin the foundation with her brother. "As soon as I found that teacher who paid attention to me, my grades improved tremendously," she recalls.

Pack's mother, Wilma Jean Pack, also serves as an executive director. As she raised her children throughout the years, she taught them to help people who are in need, even if they are not family members. She feels blessed that her children are giving back to the community. "It makes me feel very rewarded. We believe in sharing as a family and looking out for one another."

A smile comes from Pack whenever

he mentions his ten-year-old son, Robert III. Pack makes endless efforts to make his son proud. "He's the reason why I continue to do things right, because he's looking at me as a role model. I want him to grow up and feel that he's a positive person in the world."

Success in the NBA hasn't changed Pack's outlook on life. He realizes sacrifice and hard work from family members and friends helped him reach his dream of becoming an NBA player. "I [remember] many times when my mom would leave (the house) and we wouldn't have anything. She would come back with two bags of groceries. God has definitely blessed my family and mehe says. " I still keep an old food stamp in my wallet. It just reminds me of where I've come from. I knew the struggle."

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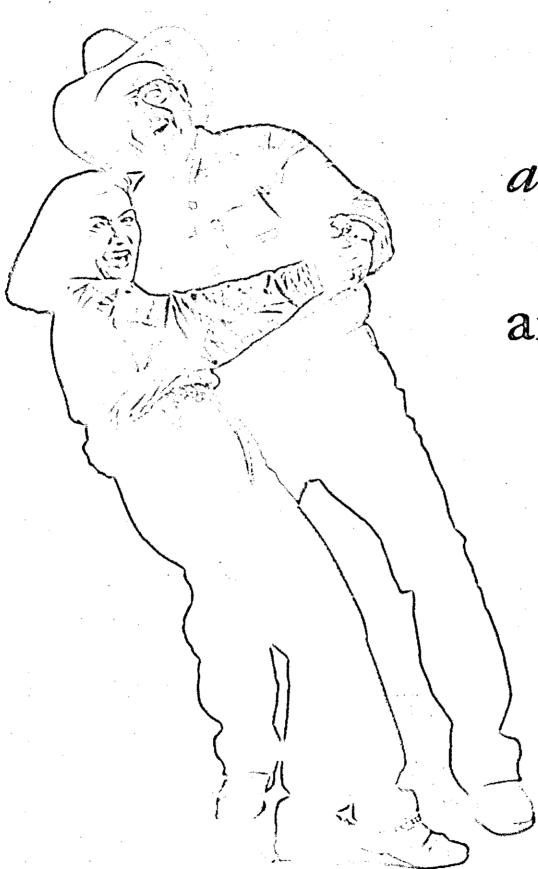
"I picked the first and last number, the age of my sons, how long we've been married and the number of grandkids."

First Purchase:
"I bought a tiller."

What She Did With

Her Ticket:
"I signed it immediately
and took it home
and put it in a sealed
plastic bag."

*Paid over 20 years.



"I saw that

all six numbers

matched,

and I just went

to dancing."

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L.A. Confidential

Endless sunshine, alluring glamour, easy money and an industry known as Hollywood—the entire country is transfixed by these seductive images. But beneath the gleaming surface of 1950s Los Angeles lies a corrupt soul. As the energy and growth of post-war America fuels the combustible mix of fantasy and reality, something is bound to explode.

In L.A. Confidential, a diverse gallery of characters brings the parallel realities of Los Angeles to life: the smooth, glamorous beauties and charming, ambitious men of one world cross abruptly into the



I-r: James Cromwell, Guy Pearce, Russell Crowe and Kevin Spacey

twisted, dissolute and lawless terrain of the other. The fantasy is pierced, the shimmering facade shattered.

Jack Vincennes (Kevin Spacey) is a celebrity cop. He serves as technical advisor to the weekly TV drama that created the image of the L.A.P.D. as the finest police force in the world. Vincennes wears his celebrity for all the city to see, in the way he dresses, the people with whom he associates and the way he carries himself.

Vincennes also participates in vice busts of show-business personalities with Sid Hudgens (Danny DeVito). Hudgens is the editor of the celebrity tell-all magazine *Hush-Hush*; he's a visionary sleazemonger and the originator of the tabloid journalism industry.

Jack Vincennes becomes involved in a murder investigation which will link him inextricably to fellow detectives Ed Exley (Guy Pearce) and Bud White (Russell Crowe) and lead all three into a dangerously tightening spiral of murder, corruption and intrigue.

Ed Exley is a highly ambitious police officer on the rise. The golden boy of the "new" L.A.P.D, he is a man despised by his fellow cops. In direct contrast to Exley is Bud White, who's dogged in his pursuit of justice.

Exley and White, for all their differences, have one thing in common: a mysterious and beautiful woman named Lynn Bracken (Kim Basinger). White questions Lynn as a possible key to a murder, but finds himself falling in love

with her.

Exley, on the other hand, is rigidly repressed, but Lynn triggers his deepest desires. When he learns that Bud, a man he despises, is having an affair with Lynn, it becomes the catalyst of Exley's hatred for the other man.

But both detectives soon find they're trying to solve the same case, under the watchful eye of their boss, the infinitely wise and pragmatic Capt. Dudley Smith (James Cromwell). Also observing their progress are Pierce Patchett (David Strathairn), a wealthy and enigmatic social figure; the venal District Attorney, Ellis Lowe (Ron Rifkin); and the entire police department.

As Exley and White each begin to connect everything that's happening, they become increasingly isolated from those they thought they could trust, until finally they discover a most unlikely bond, one that culminates in truly life-ordeath fashion.

Set in the Los Angeles of the 1950s, L.A. Confidential looks into the lives of three police officers whose characters and deepest emotions are revealed in the wake of a bewildering mass murder. The murder investigation and the cast of people who become involved in it are shown as facets of a city driven by ambition, money and desire.

Directed by Curtis Hanson, Warner Bros. and New Regency's sweeping Crime Drama, L.A. Confidential opened September 19 at theaters throughout the Dallas/Fort Worth metroplex.

Fire Down Below

Action superstar Steven Seagal produced and stars in the new Warner Bros. eco-thriller, Fire Down Below.

The long rows of rolling, green hills that compose the countryside of Southeastern Kentucky seem to stretch forever. This tranquil splendor is a true piece of rural America's heritage. But now, this rustic landscape faces certain destruction from a deadly secret that has been buried far beneath its surface for years.

Federal Environmental Protection Agency (E.P.A.) Marshal Jack Taggart (Steven Seagal) has set out on assignment to avenge the ruthless killing of a trusted colleague. Following the murdered agent's trail, Taggart travels through the tiny hamlets that dot the hills of Appalachia to expose the people responsible for dumping hazardous wastelethal chemical time bombs such as dTCE, cyanide and benzene-into abandoned mine shafts that most residents would rather forget. But some of the townspeople are getting sick, and whoever is behind the illegal dumping is protected by the silence of a town living in

fear. The citizens close their eyes and shut their mouths while the quietly sanctioned industrial poisoning turns the lands surrounding their homes into a val-



Marg Helgenberger, Steven Seagal

ley of death.

Working undercover as a carpenter through a local relief mission, Taggart slowly intermingles with these backwoods communities. Fixing stairs and roofs for the poor, distrustful townsfolk, he eventually becomes personally committed to the locals whose lives are endangered by the tainted terrain. While secretly searching for the shuttered coal mines, Taggart centers his investigation around mercenary mining tycoon Orin Hanner (Kris Kristofferson), a local success story tied to the mines being used as illegal dump sites deep in the bluegrass hills.

During his inquiry, Taggart also meets and romances Sarah Kellogg (Marg Helgenberger), a local outcast with a checkered past whose murdered father once worked as a miner for Hanner. Sarah shares her lonely existence with her brother, Earl (Stephan Lang), and the Kellogg family secrets that are as potent and deadly as the toxic burning that has been quietly raging for years.

Now, Jack Taggart struggles to avenge his colleague's death and to prevent an irrevocable ecological catastrophe that will turn this idyllic land into an uninhabitable wasteland for generations to come.

Fire Down Below also stars Harry Dean Stanton as the town's handyman Cotton, and actor-musician Levon Helm as the local preacher, Reverend Goodall. Joining the film's supporting cast are Brad Hunt as Orin Hannner, and figures from the world of country and western music: Ed Bruce as the town's sheriff; Alex Harvey as the local bully Sims; country rocker Mark Collie makes his feature-film debut as Sims' sidekick, Hatch; Randy Travis, Travis Tritt, Marty Stuart and Patsy and Peggy Lynn, identical twin daughters of the legendary Loretta Lynn, also appear in featured roles.

Directed by Felix Enriquez Alcala', the film opens soon at theaters everywhere.

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Heart and Hats

finally located only

one

Local hat retailer also in business of helping and encouraging kids

By Marie Sassaman

When he saw a particularly funky hat worn by Michael Jordan in a Nike TV. commercial, Michael Shands just had to have one like it. In an extensive search throughout the DFW/Metroplex, he

that carried the Kangol

hats. Recognizing a niche for a new business, he jumped on

the Internet, downloaded hat catalogs, and began selling hats as a homebased business while he checked into the details of leasing retail space. Now the only complete Kangol products dealer in the Metroplex, Shands owns Heather's Headwear located in Irving Mall and plans to open several new locations.

An entrepreneur from his childhood days when he was known for selling items such as Christmas cards or seeds to his neighbors, Shands owned a business at age 21. He has sold copy machines and satellite TV antennas; he also once owned a collection agency and was editor of a monthly newsletter about credit. "But," he says, "I wanted to help people, so I needed a business where I could have a hands-on approach to them." He also enjoys working with kids and encouraging them to be the best they can be and to pursue their dreams.

Shands, a single dad, named the store after his daughter, Heather, a high school freshman who is an honor student and band member. She works there part time now, and his plan is to give her an established business when she graduates. Photos of his customers sporting their new hats are part of the decor, and Heather's offers a discount for repeat customers. His method of operation involves "a lot of tenacity. I'm basically analytical; I look at every situation as one that can be dealt with. You just have to

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break it down and figure out how to do it ... and then just do it. I also treat my employees differently than my bosses often treated me."

Shands is concerned that many African American youth are not being encouraged to learn computers and softwear and will be out of step in a high-tech world. He believes a college education "is important because it can open doors, but it doesn't guarantee anything; it's just as SIECIRIE important to learn about your

community and its people." He chats with kids who shop in the store about their

futures, and he plans activities to be pro-

moted at Heather's to encourage youth to work harder in school. "We're not just a hat store," he says. "We're a Kangol store, in the community and for the community."

MON



HEATHER HEADWEAF

For all of your Kangol needs there's only one place to shop! Heather's at Irving Mall, which is located at 183 and Beltline Road in Irving.

Heather's carries a full line of Kangol hats, caps, T-shirts, wallets, backpacks, ties, belts, jackets.

972-252-3054

Name: Michael Shands Birthplace: Laurens, S.C.

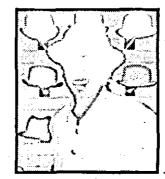
Favorite Food: My mom's BBQ chicken and macaroni & cheese

Last Book Read: "The One-Minute Manager"

My friends don't know that: "I'm basically a shy person; they think I'm an extrovert.

Advice to would-be entrepreneurs:

"If you feel it, and you really want to do it, find a way and go for it. Don't let hurdles discourage you when opportunity comes.



Heather's Headwear 3888 Irving Mall Irving, TX 75062 972-252-3054



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Overton Bank shows commitment to community

Overton Bank and Trust celebrated the grand opening of its Dallas motorbank, located at 2950 N. Harwood, September 9. "We built it to make a statement - that we are permanent in Dallas," Jim Johnston told the onlookers at the ribboncutting ceremony. "It re-emphasizes, with visible evidence, that we have made a commitment to the community." With \$770 million in assets and 14 DFW locations, Overton, which opened in 1978, is the largest locally-owned and independently-operated commercial bank in the Metroplex.

"But we still act friendly and relaxed, like a small community bank," stated Johnston. Overton claims to know its customers and its neighbors... and the motorbank has a very close neighbor.

Perhaps motorbank was constructseven months

preceding its opening. The bank tried, unsuccessfully, for over a year to purchase a parcel of land owned by 90-year-49 years. Steve Sims, President of the

bank's Grapevine location, assured Mr. Rodriguez at the grand opening that he had every right to keep his land and house. It is another way Overton shows that it values relationships with individuals in the community. The bank and Rodriguez, who says he likes being close to so much money, are now very good friends as well as neighbors. Rodriguez, who was guest of honor at the ceremony, was selected to cut the ribbon. Rodriguez says that, other than a small doctor's office in the old days, Overton is the only

business to ever occupy the area he shares in the shadow of the downtown Dallas skyscrapers. Overton

believes Dallas is the right market for its "community" philosophy; the bank provides services needed by any size company, and it boasts an attention to detail and customer service that it claims is out-of-state banks. The bank

also claims its mortgage department is aggressive and active. In addition to its Dallas Banking Center located in the Centex Building International Center II, and the new motorbank, Overton plans to continue to build on its commitment to Dallas by constructing several new facilities over the next two to three years.

Opportunities for minority contractors at Dell Computers

By Cynthia Nevels-Nelson

At last, at last — a corporation unaffected by the climate of change that is engulfing our bureaucratic nation. Dell Computers continues to expand its stranglehold on the "build it your way" computing industry and they're calling on the meek and small to help them.

According to a recent press release, Dell Computers, based in Round Rock, Texas, has seized the No. 1 market position in the U.S. corporate desktop PC sales, beating strong competitor Houston-based Compaq. Dell Computer Corporation (Nasdaq: DELL), the world's leading direct marketer of personal computers, became the No. 1 supplier of desktop PCs to corporate America during the second quarter of 1997, a respected IT market research firm reported this

Dell Computer Corporation actively supports and is seeking the following types of businesses as vendors, suppliers, and/or subcontractors:

SB — Small Businesses as defined by the U.S. Small Business Administra-

SDB — Small Disadvantaged Businesses as defined by the U.S. Small **Business Administration**

WOSB - Women Owned Small Businesses as defined by the U.S. Small **Business Administration**

8(a) Businesses as defined by the U.S. Small Business Administration

WBE — Women Business Enterprises as defined by state and local governMBE — Minority Business Enterprises as defined by state and local governments

HUB — Historically Underutilized Businesses as defined by state and local governments

HBCU/MI — Historically Black Colleges and Universities/Minority Institutions

BSD — Qualified Nonprofit agencies for the Blind and Other Severely Disabled

DV — Disabled Veterans as defined by the Federal and state/local governments

To learn about current vendor/supplier/subcontracting opportunities at Dell Computer Corporation, contact their Small Business Liaison Officer at:

Dell Computer Corporation One Dell Way Round Rock, TX 78682 Attention: Small Business Liaison www.dell.com/dell/sbo.htm Internet: SBLO@dell.com

Please include a statement of qualifications, a certification as to your firm's business size status, a listing of which SIC codes apply (contact your local U.S. Small Business Administration Office if you need assistance in this area), and any other information you may wish to pro-

Cynthia Nevels-Nelson is president of Career Advantage, an online employment research and resource consulting firm. She can be reached at 972-417-5864.

Ramon Rodriguez cuts ribbon at grand open-Ing ceremonies as Overton Bank and Trust officers (I-r) Nathan Robinett, president; David ed in the midst Tapp, CEO; Jim Johnston, president-Dallas not usually proof so much branch; and Sharlon Scott, sr. vice president- vided by large, publicity for Dallas look on.

old Ramon Rodriguez. When Rodriguez and the bank were unable to reach an agreement, Overton decided to build its motorbank in a U-shape around the house Rodriguez has lived in for the past

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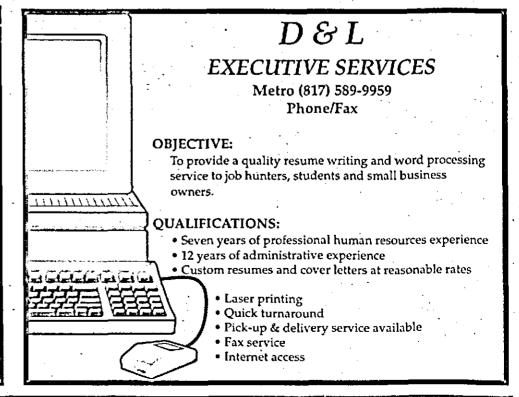
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PC Banking: It's that simple!

By Detrick DeBurr

There are long lines in the drive-thru, long lines in the lobby. The teller helping you just happens to be in training. For some strange reason, though, the lobby is full of people and only one teller window is open. Does this describe your last visit to your friendly neighborhood bank? The days of personal, down-home service at your bank are over, it has turned into a fast food restaurant-style operation. You regularly make deposits but the service seems to become less and less acceptable.

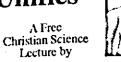
Many people have resigned themselves to the fact that the days of old, customer-service-oriented banking are gone; they are choosing the high-tech alternative, PC banking. That's right, handling basic banking needs with their personal computer. More financial institutions are starting to offer PC banking services to their customers or risk losing them to banks that do.

PC banking, as it is usually called, simply means performing bank transactions from your home or office via computer. The only requirement is a personal computer (with the minimum specs to run the necessary software, which is provided by the bank) and a modem. (A modem is a device that allows your computer to "talk" with another computer via phone lines.) Your personal computer can then talk with the bank's computers to perform your transactions.

Time is very valuable, and standing in line to be served at the bank simply irritates most folk, not to mention the public's unquenched thirst for faster and faster service. (Witness the continued prolific growth of fast-food restaurants.) PC banking brings the same speed — and convenience — to the banking industry.

And it is quite convenient to simply go to your PC and get up-to-date account information. Another advantage of PC banking is that most services include some kind of money management software. This allows you to do budgets and produce financial reports all in one place.

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Most of the services also offer bill payment services for a small fee. This is quicker, oftentimes cheaper, than making out checks and sticking them in the mail.

All of this sounds good, but if you are new to computers, it could be a bit intimidating. There will probably be some initial frustration and, remember, a PC with a modem is required, otherwise, you are out of luck.

Banks, just like any other business, are

doing all that they can to cut their expenses (or increase their profits, depending on how you look at it). One way to do this is cut the cost of directly servicing customers. PC banking allows customers to service themselves with minimal cost to the bank. It's just that simple!

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Detrick DeBurr is a local computer consultant. E-mail him at Techtalk@mymail.net.

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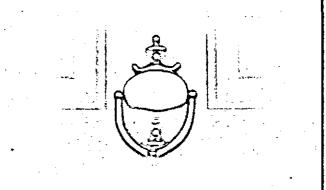
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Curtis Yates

Who's covering the buyer?

Generally, most potential buyers look to real estate brokers for advice and information on purchasing real estate. However, buyers should remember that most agents are bound by law to look after the interest of sellers. In the traditional real estate system, the listing broker and the cooperating brokers (called seller subagents) all represent the seller. This leaves the buyer without a real estate agent to represent him or her.

Consumer advocates point out that this seller-biased system no longer makes sense because real estate transactions. have become very complicated, and buyers need protection as much as sellers. As buyers become more savvy, they too are questioning the logic of taking advice from a seller's agent.

Fortunately, the marketplace is responding to this need. In recent years, buyer brokerage firms have been expanding in every state.

There are two general categories of real estate services: information and protection. Information services include such things as property data, zoning/assessing information, community statistics, and sources of financing. Protective services include negotiating assistance, property value studies and analysis, advice, advocacy, and confidentiality. Buyers have, in the past, obtained information from sellers' agents, but have not been entitled to protective services. Sellers' agents owe those protective services to their clients, the sellers.

Who protects buyers? The best way for buyers to protect themselves is to hire a buyer's agent and an attorney. The buyer's agent provides real estate advice, advocacy and information from the buver's viewpoint; the attorney provides legal advice.

Confidentiality is a major protective service most buyers need. In the traditional real estate system, sellers' agents are legally responsible for telling the seller anything about the buyer which might affect the sellers' decision-making. For example, when the offer is presented, most sellers want to know how high the buyer will go and how badly the buyer wants the property. Sellers' agents must disclose everything they know at this

In contrast, buyers' agents maintain the buyer's confidentiality and will dis-

close only those facts authorized by the buyer. It would be illegal for a buyer's agent to violate the confidentiality of the

Below are some general questions that buyers can ask, especially if they are confused about whom the agent repre-

- 1. If you show me a property I like, will you help me determine what it is worth?
- 2. When I make an offer, will you negotiate in my favor? If not, why not?
- 3. If your firm represents the seller, what specific services you can provide to me as a buyer?
- 4. If your firm represents me and the seller on the same transaction, who would negotiate on my behalf?

As a buyer, decide what type of services you need from an agent. If you want the agent's full range of protective services, you can obtain them only from an agent who represents buyers. In most states, you must make a specific agreement with an agent if you want representation services. Also, keep in mind that you will have to pay fees up front for services rendered by the agent/office, and these fees may vary.

Curtis Yates is the owner/operator of REAL ESTATE STATUS QUO; 8111 LBJ Frwy, Ste. 787bb, Dallas, TX 75251-1333; Ph. 972-702-0151; Fax 972-934-2706; E-mail statusqu@flash.net; Promotion Web Site: http://www.flash.net/-statusqu/.

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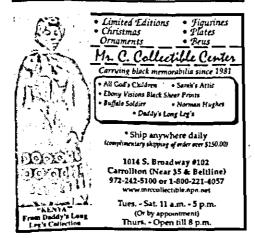
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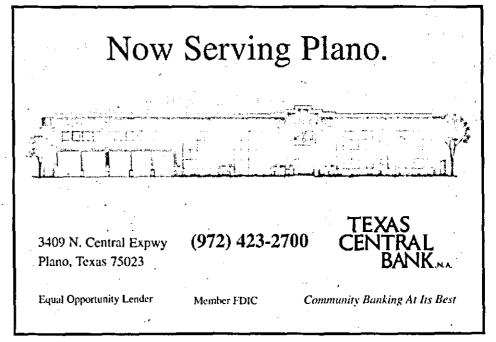
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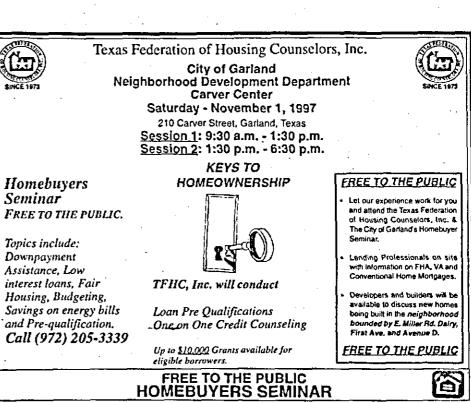
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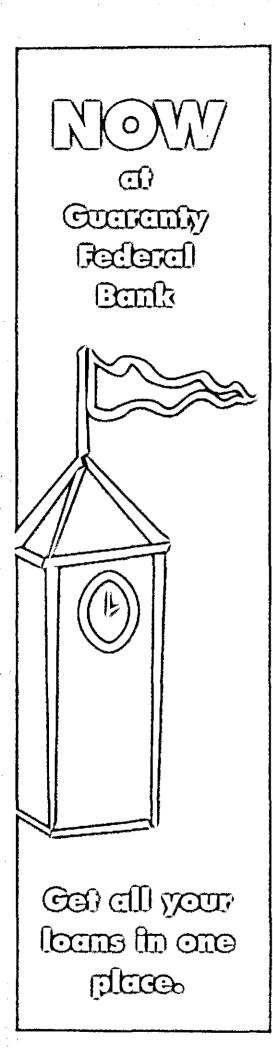
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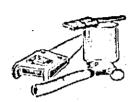
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You and God

Ron Shaw

The power of love

Romans 8:28

I've been studying the power of love for the last two months. It's funny to discover how little you know about a subject when you start studying it. God has been saying to me, "Ron, the key to never failing and always winning is to concentrate on the one power that everyone seems to take for granted." Of course that's the power of love. So little is taught about it or preached about it that nowadays most Christians don't even know what it is. Like the world, they think it is a feeling.

As I talk with men and women about relationships, I hear them constantly refer to the act of "falling in love." That tells me they have no revelation about the power of the love of God. The love of God is so powerful that the Bible says if a person walks in it, they will never fail (I Corinthians 13). It is so powerful that nothing can pry it loose from a person, or a person loose from it (Rom. 8). It is so potent that it moved God to allow His only son to be nailed to a cross, and suffer the agony of hell for three days for people who didn't deserve or desire His love: yet He did it anyway.

The power of love, according to the Bible, supersedes knowledge. How can we know its depth or width or breadth? As much as we hear about faith, and how to operate in it, it cannot function unless love gives it permission. Faith is what God used to frame the worlds. Faith is what Jesus said would move mountains. Yet this force called faith will not work unless love allows it.

Now that I've given you a little background in what I'm talking about, let me share something with you that will help you get through whatever you're facing. no matter how difficult it may seem. I believe in divine providence, the will of God. I don't believe there are accidents in the Kingdom of God. IDO believe, however, that things happen to us that are not orchestrated by God, things that are not by His design. So how do we handle things that seem grossly incongruent with God's will? Was that car accident God's will? Was that divorce? How about the death of a child, or some other loved one?

The Bible says it's not God's will that anyone should perish, and yet we know that people do. Some of you have called about issues in your life that you are struggling with; they seem almost unbearable. The question is often asked, "Why did this happen to me?" Like you, many things have happened that cause me to wonder the same thing.

However, in allowing God to talk to me concerning the power of love, I discovered Romans 8:28. Although I had read it many times before, I saw it in the light of His love. One translation says that God is able to make all things fit into His will for us if we walk in the power of His love. Perhaps the greatest illustration of that is the story of Joseph. Remember how he suffered many troubles at the hands of family and friends? None of those things were exactly what God authored. Joseph even admits that God didn't do them, but God was able to make them fit into His will for Joseph's life.

It's great to live in the power of the love of God because (1) whatever happens in our lives, He can make it fit within the scope of His will for us, and (2) Jude 21 says to stay within the boundaries where God's love can reach and bless you. When we live in the power of the love of God, He can always reach us and bless us no matter what is happening to us. Think of it! No matter what is happening to you right now, if you walk in the power of the love of God, He can reach you and bless you. On the other hand, if you walk in fear and strife and unforgiveness, you are not within the boundaries where He can reach or bless

A few days ago, a young lady came to me to discuss her marriage situation. Her husband was seeing another woman and she had mixed emotions about whether or not she wanted to fight for her marriage. I shared with her that no matter what she decided to do, she had to walk in the love of God. If she didn't, no matter how wrong her husband was, God couldn't bless her. You see, no matter how much we feel we've been wronged, God expects us to live in the power of love. In so doing, He can make whatever happens fit so that His goodness and mercy will follow us all the days of our lives.

Wherever you are right now may seem hard, unfair, uncomfortable, painful, and inconvenient, but stay in the power of love and you will not fail. Never forget how the power of love stuck Jesus on a cross for every wicked, wayward, and weary soul. Though He went through hell, He rose, and had more friends and family and glory than anyone could ever imagine. If the power of love could produce that for Jesus, certainly it can produce that in your life.

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Ron Shaw is the pastor of LightChurch and can be reached at (214) 320-5744.





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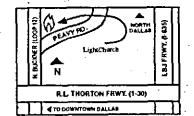
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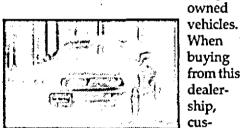
Don Herring Mitsubishi aims to please

By Mirshish Massey

Daring to be different can be difficult, but Don Herring Mitsubishi's billing as the only Mitsubishi dealership in Dallas is not a problem. In fact, it is a privilege. Since 1988, Don Herring Mitsubishi has catered to customers who

crave cars that are in a class of their own. Royal customer service and affordable automobiles has kept this dealership thriving in the community year after year.

Pleasing its customers is the primary concern of Don Herring Mitsubishi. They provide an excellent selection of new Mitsubishis as well as an assortment of pre-



tomers are earmarked for a deal. Special financing is available to individuals with a less-than-perfect credit rating. College graduates and first-time buyers

are encouraged to consider Don Herring Mitsubishi when thinking of purchasing a new car.

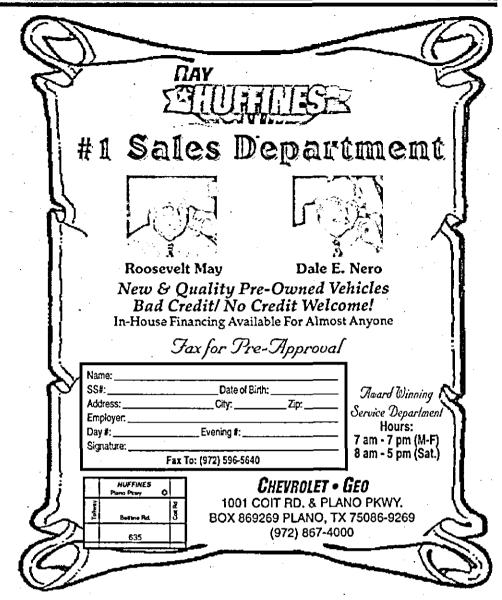
Although Don Herring has established a reputation for selling automobiles of immaculate quality, its secret to success is a staff that is second to none. Professional, personable salesmen are readily available to assist

"Our goal is to satisfy the customer's needs, wants, and desires," says leasing specialist Kevin Foster. According to Foster, honesty is the best technique when selling a car.

customers.

If you are looking for a vehicle with excellent resale value and a stylish body, visit Don Herring Mitsubishi at 3520 S. Marvin D. Love Fwy. from 9 a.m. to 9 p.m. Monday-Friday and 8 a.m. to 6 p.m. Saturday.

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BERRY WATTLEY 5'9' 179 lbs.

Crime: The Leader of a group of car salesmen suspected of selling more new and pre-owned cars than any other salesman in the city of Dallas.

Last Seen at:

Jim McNatt Honda

at 35 South and Parkerville Rd. in DeSoto. TX

For any information on this man contact his twin Berry G. Hattley III at (972) 230-0003 or Page (214) 847-8652

Credit Corner

We have become a society of instant everything. Microwaves. ATM's. Computers. Faxes. There is an abundance of things to buy, places to go and things to do. Easy credit makes it difficult to resist ... "buy this," "buy that," "you owe it to yourself." You are bombarded every day. with an estimated 1,700 messages that are designed to separate you from your money; unfortunately, spending does not usually stop when we run out of money. It is easy to misuse credit. Every week, American families fill their yards and garages with items for sale, trying to recoup pennies on the dollars that they misspent.

Consumer Credit Counseling Service's first goal is to prevent debt problems through education programs and invite consumers to take advantage of its Money Control Workshop and learn how to manage money. In addition, CCCS's Education Department suggests the following guidelines for wise credit card

 Do not put purchases on a credit card unless the amount is within your monthly spending limit for that category on your budget.

2. Limit yourself to a maximum of three cards: one universal card (such as VISA or MasterCard), one gasoline card, and one department store card (such as Sears, Wards, Dillards, Penney's).

3. Pay off the card each month to avoid interest. If you cannot do that, at least make more than the minimum payment on your card, or you will be paying excessive interest.

4. If you plan a large purchase, plan to pay off the amount in three monthly installments on your accounts.

5. Do not consider a credit card as your emergency fund.

6. Save money for a trip; use the credit card on the trip for convenience and safety and then pay off the credit card amount the next month.

7. Do pay for existing purchases before going into debt to buy new items, thereby avoiding the Debt Pit.

Have you been rejected for a loan? Do you know what the three major credit bureaus have on file regarding your credit history? CCCS suggests you follow these steps to obtain a copy of your credit reports. (Note: the request must be signed by you and by your spouse).

Send a written "Authorization for File Disclosure/Request for Copy of My Credit Report." Include the following information (printed or typed): first/last/middle name; other names used when applied for credit (maiden name, etc.); spouse's full name; Social Security number for you and spouse; date of birth for you and spouse; present street address, city, state, zip; previous five-year address history (city, state, zip); date of request (next to your signature).

To request a report from Experian Information Services (formerly TRW), send the request (outlined above) with a photocopy of your driver's license, billing statement, or other document that lists your name and address, and \$8 per person to: Experian, Attention: NCAC, P.O. Box 949, Allen, TX 75013. If you have been denied credit, insurance, or employment because of an Experian report, you can receive a free copy of your report if you request it within 60 days of denial. Call 1-800-682-7654 or send a signed request and a copy of the Letter of Denial to: Experian, Attention: NCAC, P.O. Box 2104, Allen, TX 75013. To check on any recent changes made to correct your report, call 1-800-682-7654.

To request a copy of your report from Trans Union, send the signed request, a copy of your driver's license or current

utility bill and \$8.00 per person to: Trans Union Corporation, P.O. Box 390, Springfield, PA 19064, or call Consumer Relations at 1-714-738-4956. If you have been denied credit because of a Trans Union report, you may receive a free report by calling the recording at 316-636-6100 within 60 days of the denial. If you dispute any of the information in your report, please write to: Trans Union Corporation, 1561 E. Orangethorpe, Fullerton, CA 92631-5207.

For a copy of your report from CSC Credit Services (if you have not been denied credit), send your signed request, a copy of your driver's license or current utility bill and \$8.00 per person to: CSC Credit Services, 652 N. Sam Houston Parkway East, Suite 133, Box 674405, Houston, TX 77267-4405. If you have been denied credit, housing, emergency loan, insurance, employment, or utility

'89 CHEVROLET CAVALIER '90 HYUNDAI SONATA 40K MI ... services due to a CSC report, you may obtain a free copy by calling 1-800-759-5979. To double check on any recent changes or corrections made to your report, call 1-800-759-5979.

For more information on credit card debt problems, contact the Consumer Credit Counseling Service toll-free hotline at 1-800-388-2227 for the location nearest you.

MON

Chronology:

October 1997 - MON II, Bankruptcy Advice

November 1997 - How to Save for the Future

Part-10me Briting Money

Monthly community newspaper is looking for retired person for deliveries once a month.

Excellent Pay!

Must have transportation and be dependable Call 972-606-3891 and leave message

BUYER'S CHOICE

CERTIFIED USED VEHICLES CARS

95 PONTIAC GRAND AM ... 96 DODGE NEON

	.,		
'92 CHEVROLET CAVALIER\$:	3,550 '96	PLYMOUTH BREEZE	\$10,950`
'92 CHEVROLET LUMINA\$:		FORD S/COUPE THUNDERBIRD	
93 MITSUBISHI MIRAGE\$		CHEVROLET CAVALIER	
'92 TOYOTA COROLLA\$4		MAZDA 626 4-DOOR	
'92 DODGE SHADOW\$	4,950 '96	FORD TAURUS	\$11,950
93 CHEVROLET CAVALIER\$	4,988 '95	CHRYSLER NEW YORKER	\$12,988
93 FORD MUSTANG \$	5,450 '96	DODGE INTREPID	
'93 DODGE DYNASTY\$		DODGE STRATUS	
'92 CHRYSLER NEW YORKER\$	6,450 °96	FORD MUSTANG	\$13,950
194 CHEVY CORSICA V-6\$	6,495 '95	FORD MUSTANG CONVERTIBLE	
95 GEO METRO\$	6,950 '95	EAGLE TALON TURBO	
'95 DODGE NEON\$	7,488 '95	DODGE AVENGER ES	\$13,980
'94 FORD PROBE\$	8,950 '96	DODGE AVENGER	\$14,288
'95 DODGE NEON	8,950 ' 96	CHRYSLER LXI SEBRING 12K MI	
94 FORD TAURUS\$	8,988 🔻 '95	CHRYSLER LHS	\$16,988
96 CHEVROLET CORSICA\$	9,950 '95	CADILLAC SEDAN DEVILLE	\$19,588
TRU	CKS &	VANS	
'87 DODGE DAKOTA\$	1,950 ''95	DODGE DAKOTA CLUB CAB	\$14,250
90 CHEVROLET PICKUP\$	3,988 _ '95	GMC PICKUP	
92 PLYMOUTH VOYAGER\$	3,988 '96	DODGE RAM 1500 PICKUP	\$16,950
'90 DODGE CARAVAN\$		DODGE CARAVAN	
'91 DODGE CARAVAN\$		DODGE DAKOTA CLUB CAB	
*92 DODGE CARAVAN\$		PLYMOUTH GRAND VOYAGER	
'91 DODGE CARAVAN\$		JEEP 4X4 GR CHEROKEE	
*94 ISUZU PICKUP\$		DODGE 1500 CLUB CAB	
'91 PLYMOUTH VOYAGER\$		CHEV. CHEYENNE X-CAB PICKUP.	
'92 DODGE DAKOTA PICKUP\$	6,450 96	DODGE RAM CLUB CAB	
96 CHEVROLET S-10 PICKUP\$		GMC X-CAB PICKUP	
'93 DODGE DAKOTA CLUB CAB\$	9,988 '96	DODGE RAM CLUB CAB	\$19,688
'92 DODGE CUSTOM VAN\$1	0,888 '97	DODGE GRAND CARAVAN DUAL A	C\$19,950
'94 DODGE SLT RAM PICKUP\$1	1,450 '97	DODGE RAM CLUB CAB	
'95 DODGE RAM PICKUP\$1	1,488 '97	15 PASSENGER WAGON DUAL A/C	
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Career **Opportunity** Kathleen Goolsby

Survival for Dinosaurs

The fact that drastic changes would occur was something I did not foresee. My secretarial skills were those of a champion . . . accurate shorthand and typing, both at 125 words per minute. When my lawyer boss dictated page after page of very detailed Last Wills and Testaments, he was confident that I would correctly transcribe the squiggley characters, turning them into typewritten text. But it was 1973. Using a manual typewriter, with seven sheets of carbon paper behind the original sheet, accuracy was even more important than speed; a "typo" (invariably occurring on the last line of the page) meant having to start typing the page all over again, for wills could not contain erasures or strikeovers. My skills were in such high demand that I knew I'd always have job security and would be able to demand a high salary.

Then came computers. The early ones were not user friendly, and I watched older women quit their secretarial careers, rather than have to do battle with new concepts and technology. But I was young. I learned quickly. I enjoyed being challenged. I wasn't worried.

With the great strides of progress made during the 80s in the computer industry, the 90s found me working for young lawyers who had grown up using computers; they knew how to type (and speed and accuracy are not primary concerns with computers). My skills were no longer in demand, but I really didn't understand how adversely I would be affected. These days, warehouses of older model computers join me in the category of "dinosaurs"; now there are even voiceactivated computers, making typing skills virtually unnecessary. I had become a relic of the past. They didn't need me anymore and, since I had not adapted and learned new skills, I was not marketable for a different career.

With computer technology advancing so rapidly, skills learned and used today will be obsolete in three years, or sooner. Change can produce opportunity, or it can bypass you. What habits and characteristics do you need in order to survive the restructuring of skill demands in the workplace, to be ready for the opportunities of change and not become lost in the future shuffle?

Learn to be an innovative thinker. Recognize possibilities and future needs, then direct your attention and energy toward meeting them. Unexpected events occur around you all the time; examine them for fresh ideas you can make adjustments to or develop further. Try to change your routine ways of completing tasks; routine and creative thinking don't work together. Analytical skills and creative problem solving are in high demand these days, but routine suffocates them. Learn to adjust to new circumstances quickly. Be willing to make

ketability at all times. Study the growth and changes taking place in your geographic area and in your industry; do they indicate particular trends that, if continued, will leave you out? What is the education level of those who are

See Dinosaurs page 40

the best of any situation. Analyze, and improve, your mar-

0 20



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Aft entries must be received by November 14, 1997

Ben E. Keith Co. names new community liaison

Dallas branch manager promotes Raynard W. Caldwell to post

The Dallas general manager of Ben E.Keith Beers recently announced the promotion of Raynard W. (Buster) Caldwell to Community Liaison. Buster, a 1994 graduate of Paul Quinn College with a degree in business, has been employed with Ben E.Keith since graduation. Buster completed the management trainee program and has worked in various positions with the company which has provided him an extensive working knowledge and understanding of the business.

As Community Liaison he will be responsible for interacting with and representing the company in the community. "Ben E.Keith has a longstanding commitment to community involvement and participation," stated Kevin Bartholomew, general manager of Ben E.



Keith's Dallas office. "We view Buster's job and responsibilities as extremely important to this process."

Buster is single, with one daughter, Carmen. He is a member of Morning Chapel CME Church of Fort Worth, as well as being active with Lodge 433 of the Masons. Buster has been active in various mentoring and tutoring programs in the community.

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Dinosaurs from page 39

advancing in your field; are you knowledge competitive? Acquiring knowledge is no longer as important as knowing how to find what you need to know among the vast sources of information available. Learn to be resourceful. Examine your strengths. Are you using them on the job? Could you use them more?

People usually excel only when they build on their strengths. Study your weaknesses, and make yourself more effective. Do some networking; it can provide you with important contacts who may support your ideas or concerns (and you can gain information from them on current trends). Train yourself to make improvements and to problems, prevent rather than just fixing them later.

Be sure you don't have a dinosaur attitude. Be optimistic and excited, rather than worried, about the pos-

Cool Is Coming In October!
Be A Part Of It!

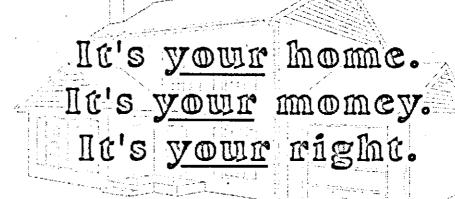
sibilities and opportunities that change brings. Get rid of "yes, but "..."it can't be done"... and "it's not in the budget" attitudes and preconceived ideas. Maintain a high level of self confidence, realizing there are no failures—just learning experiences. Learn to evaluate risks. Finally, never assume that you have job security and won't be replaced.

Learning to be an innovative thinker,

analyzing and improving your marketability, and making sure you have the right attitude will not only help you survive, but will also help you to excel in a changing workplace.

MON

Kathleen Goolsby is an account executive for our Career Opportunity section. For information about Career Opportunity advertising, call her at 214-905-3260.



November 4, Texans will vote on Proposition 8, which would give homeowners the right to access the equity in their home to finance a college education, pay for medical emergencies or fund other important expenses.

With passage of Proposition 8, Texans will be able to:

- · use their home equity when they really need to,
- take advantage of the least expensive form of consumer credit... equity loans,
- deduct equity loan interest on their federal income tax
- and still enjoy the most far-reaching homestead protections in the nation!

It's your home... shouldn't it be your choice?

November 4, vote YES on Proposition 8.

Political advertising paid for by Texas Conference for Homeowners' Rights S-PAC.

Minority Opportunity News page 40 October 1997





POLICE OFFICERS

Starting salary \$2,368/month plus Comprehensive Benefits Package

The City of Lewisville is seeking applicants for the position of Police Officer. Minimum requirements include: 21 years old, high school graduate or GED, no class A or B misdemeanor convictions, driving record in compliance with City policy, ability to successfully pass reading comprehension and writing skills exam, validated physical agility test, video assessment, background investigation, polygraph, physical, psychological, drug test, vision correctable to 20/20 binocular, ability to distinguish between red, green and yellow.

Applications accepted until all positions are filled

City of Lewisville

Human Resources Department 1197 W. Main/ P.O. Box 299002 Lewisville, TX 75029-9002 EOE Job Line (972) 219-3454 (972) 219-3450



CHIMSECRETARY

Position reports to the Dallas City Council, responsible for records and archives management, elections management, administering oaths, and attesting contracts and other legal instruments when executed by the authorized officers of the city; supervise a staff of 16, with an operating budget of \$1.5 million.

Qualifications include a Bachelor's degree in Public/Business Administration, Political Science, Public Affairs, or a related discipline and seven years experience as a corporate secretariat with the above listed responsibilities; must have knowledge of basic software programs, including database management and spreadsheets. A Municipal Clerk Certification must be obtained within two (2) years of appointment.

Salary DOQ + benefits.

Interested individuals must submit an application and the names and addresses of three (3) professional references by November 10, 1997:

City of Dallas
Human Resources Department
Staffing Section
1500 Marilla St., Suite 6AN
Dallas, Texas 75201

EOE/MFD



JOBLINE

(972) 230-9698

TO BE INCLUDED ON VENDOR BID LIST CALL JOHNNY SUTTON AT (972) 230-9685



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Please forward your resume indicating position to:

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For information call our Jobline (800) 753-5330

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Sherman, Texas



Director of Alumni and Parent Relations

Austin College seeks an individual with uncommon energy and creativity to direct its alumni and parent relations programs, including organization of Homecoming and class reunions, Parents Weekend, Commencement, Volunteer Leadership Assembly, regional club activities, and staffing the Alumni Association Board of Directors and Parent and Family Council. The director is a key administrative leader, reporting to the Vice President for Institutional Advancement while working closely with the President and other key campus leaders.

This individual should have five to seven years experience in institutional advancement, association management, public relations, or related work. Experience in higher education and alumni relations administration is highly desirable, Successful candidates will also have experience directing staff and volunteers; strong oral and written communication skills, and demonstrated ability to both conceptualize and organize a wide range of constituent relations programs. He or she should appreciate the mission of a selective, church-related liberal arts college. Undergraduate degree required, graduate degree desirable.

Austin College is a nationally selective liberal arts college related by covenant to the Presbyterian Church (USA) which provides a rigorous academic program including excellent pre-professional preparation. The College is located in Sherman, Texas, a one-hour drive from the Dallas-Fort Worth metroplex.

Candidates should submit a resume and letter of application to the Director of Alumni and Parent Relations Search Committee, 900 N. Grand Ave., Suite 6I, Austin College, Sherman, TX 75090-4440. The position is available immediately, and the search will remain open until the position is filled.

Austin College is an equal opportunity employer.



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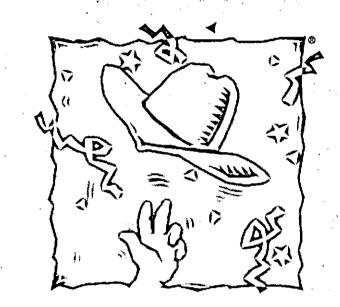
Accepting applications: 2121 Cross Timbers Rd. Flower Mound, TX (972) 539-7378 ext. 212 EOE

Guaranty Federal Bank 8333 Douglas Avenue Dallas, TX 75225 (214) 360-4894 (fax)

Call our job line for career opportunities (214) 360-2750



City of Plano, Texas For information on Job Opportunities, Call Career Line (972) 461-7116



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A Texas Lottery vendor is currently searching for Historically Underutilized Businesses (HUBs) certified with the State of Texas and experienced in the following areas:

PALLETS/SKIDS

· Suppliers needed to provide pallets and skids for use in storing and moving. Must be able to provide skids that are 30" x 40" with three 30" runners and a center brace. Typical order quantity equals 80-250. Prices must be competitive. Deliver F.O.B. Oakwood, GA.

COMPUTER SUPPLIES

Computer supply businesses needed to provide IBM and Mac preformatted diskettes, computer paper and computer laser-quality labels in multiple sizes and layouts. Need Graham Summit magnetic tape 2,400 feet lengthwise if loading box. Must be able to supply BASF#3480 tape cartridges in the large capacity size. Prices must be competitive, including freight.

Please respond in writing to: Melissa Villaseñor-Dye Minority Development Coordinator Texas Lottery-DT P.O. Box 16630 Austin, TX 78761-6630.

-TEXAS-LOTTERY

phone 97/24000-7350 Max 211449005

The Perfect Retreat

By Kathleen Goolsby

To miss seeing our 50th state is, perhaps, to miss one of the Creator's most spectacular spots on earth. Oahu, Maui, Kauai, Hawaii and Lanai, the five main islands of the 120 in the Hawaiian chain, welcome all malihinis (newcomers) to an exotic paradise. Enjoy secluded black

sand beaches or exciting night ancient life; shrines, and factory outlets colorful for Hawaiian wear. Ride a horse through remote forests. rain Bicycle through fragrant

pineapple, sugarcane or coffee fields; learn the hula, or dance romantically under the moon gentle with

ocean waves as a backdrop. Snorkel among dolphins ,or go parasailing or deep-sea fishing. See dramatic views of steep sea cliffs, volcanoes, and chiseled canyons resembling those of Arizona. Enjoy the exquisite cuisines of Hawaii's diverse cultures (Thai, Chinese, Samoan, Filipino, Portuguese, Korean); and attend a luau. Wander through colorful gardens of orchids and other rare flowers; pick up some of the 1,500 varieties of seashells; drink zombies or mai tais. And be sure to leave room in your suitcase to pack souvenirs.

American Airlines offers more than 40 weekly nonstop flights from D/FW Airport, as well as one-stop service to Maui. AA's Fly AAway Vacation Hawaiian packages offer a wide variety of hotels, resorts and condos, catering to any budget, with many of them offering the first, fifth or sixth night free. American Airlines packages also include special inter-island rates and a customer service center in the heart of Waikiki with information on things to do. The best way to decide where to stay is to choose island best suited to your interests.

Over 85% of Hawaiian residents live and work on Oahu, with the capital city, Honolulu, and the ivory sands of Waikiki beach. At Honolulu Harbor, you can tour the Hawaiian Maritime Center and the world's only full-rigged four-masted ship. Visit extinct Diamond Head volcano at Waikiki, the Waikiki aquarium, Sea Life Park, or Kawaiahao Church, built in 1841 out of coral dragged from the beach by missionaries. Queen

Emma's Summer Palace is a 15-minute drive from Waikiki. Be sure to watch the Kodak Hula Show in Kapiolani Park. and see Pearl Harbor and the National Memorial Cemetery of the Pacific.

Maui, the second largest of the islands, has two dormant volcanoes, sugarcane fields, white beaches, historic sites and whale-watching cruises. At the

Whalers' Village in Kaanapali, you'll want to see the dramatic Samoan fire dance performed at the Tahitian Show. Many vacationers choose to sail on a snorkel-

ing cruise from Maui to Molokai.

Molokai is the home to birds and plants found nowhere else on earth. You won't want to miss the 250-foot waterfalls in Halawa Valley, nor the cliffside mule ride down to a town where lepers were once banished to die.

Lanai has no night life and is largely undeveloped. Many of its

beaches are empty, and tourists can even go deer or pheasant hunting. Its Garden of the Gods is a canyon with multicolored boulders. At Kahekili's Jump, the ancient Hawaiian king tested his warriors by making them leap from the 60-foot high cliff, over a jutting boulder, into the sea. Lanai City is the world's largest pineapple plantation. The island's red volcanic ash is very fertile, and the island smells sweet from the pineapple. In the early 1920's, missionary descendant Jim Dole bought most of the island for \$1.1 million.

The "big island," Hawaii, features worldfamous coffee plantations and Hawaii Volcanoes National Park, where tourists can hike to the rim of the inactive Kilauea Volcano. The City of Refuge has ancient Hawaiian civilization objects on display.

Kauai, the oldest island in the chain, is the special island that beckoned in the movie, South Pacific; and of the jungle scene where they found the broken dinosaur eggs in the film Jurassic Park. Its scenery features ivory sands and coconut groves,

dense jungles, a rugged cliff shoreline, lush gardens, fantastic sunsets and catamaran sailing. Still considered to be a sacred island, it is home to ancient folklore and the menehunes, leprechaun-like people. Kayak excursions, helicopter tours of the rugged Na Pali Coast, and sugar plantations entertain tourists. You can go on a narrated underwater cruise in .

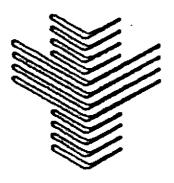
the Atlantis Submarine or explore the Liliuokalani Gardens near Hilo, with its Japanese pagodas, arched bridges and ceremonial tea house.

Whatever you want in a vacation, you can find it in Hawaii. Call your travel agent or American Airlines at 1-800-321-2121 for more details or for reservations to paradise.

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Parkland



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Human Resources Job Line

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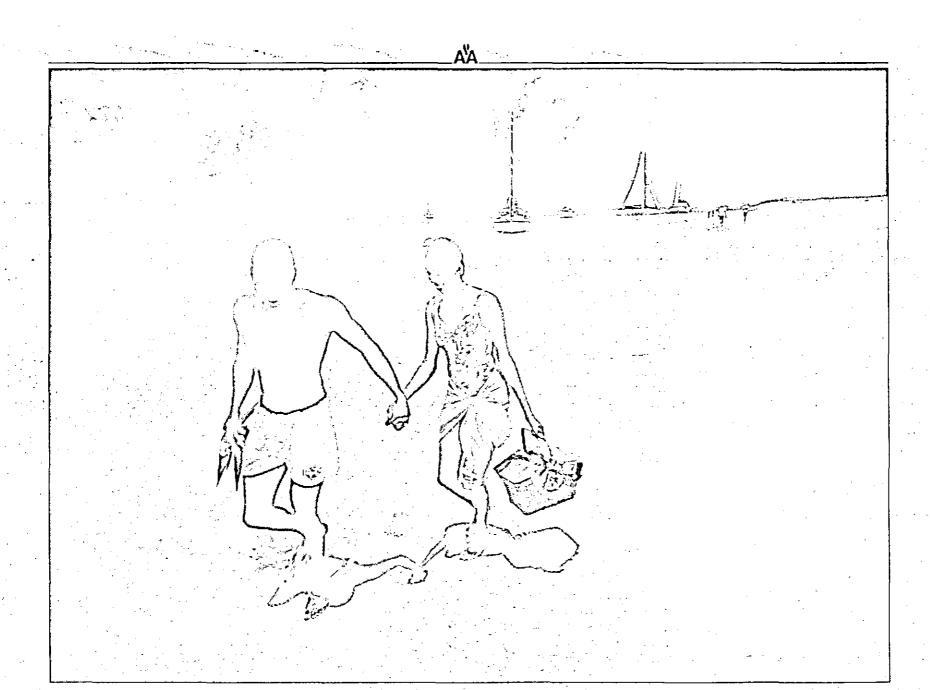
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