

Brown Named Anheuser-Busch Vice President

Henry H. Brown has been promoted to vice president-market development of Anheuser-Busch, Inc., it was announced today by Dennis P. Long, president and chief operating officer.

Mr. Brown has been director-market development for Anheuser-Busch since 1975. A native of Houston, Texas, Mr. Brown attended Xavier University in New Orleans, and was awarded a bachelor's degree in business administration from Texas Southern University in 1956.

Mr. Brown's first association with Anheuser-Busch was in 1958 when he was named a sales representative for a Texas distributor of Anheuser-Busch products. In 1961 a company-owned branch operation in Texas appointed Mr. Brown as area supervisor. In 1963 that branch was sold to Southwest Distributing Company, the current Houston area wholesaler, and Mr. Brown was named area supervisor, a position he held with Southwest until 1970. He was then named regional representative of Anheuser-Busch in Texas. He was appointed director of market development for the company in 1975 and assigned to corporate headquarters in St. Louis.



Henry H. Brown

Mr. Brown holds numerous civic and professional positions and honors, including board membership with the National Association of Market Development (NAMD), the St. Louis

Urban League, where he also serves as treasurer, the St. Louis NAACP, and the National Prince Hall Shriners. He is a life member of Alpha Phi Alpha fraternity. Among awards he has received are the Anheuser-Busch "Adolphus" award in 1974, for excellence in marketing, the NAACP "Corporate Man of the Year," the NAMD "Marketer of the Year," and the Alpha Phi Alpha "Corporate Excellence Award."

1000 Government Contacts For Small Business

The publisher of "How To Get Started In Government Business," the invaluable marketing tool for Small and Minority Businessmen, has compiled and published the most up-to-date, complete and accurate directory obtainable anywhere of Small Business Specialists in U.S. Government Purchasing Offices. Specialists are the focal contact point for Small and Minority Businessmen in their sale of products and services to Uncle Sam.

Titled "1981 Small Business Director of Government Contacts," this nationwide, 72-page Director lists 1,000 Small Business Specialists inside the Purchasing Offices of the Department and Defense and major civilian agencies.

It also lists Subcontract Specialists throughout the U.S., to-echelon officials involved with Small and Disadvantaged Business in Washington, D.C. and state executives for Small Business in the 50 states. More and more state governments are following Uncle Sam's lead in earmarking specific percentages of the state procurement dollar for Small and Minority Business.

It is the overriding function of the Small Business Specialist to help the Small Business firm do business with his agency. For newcomers to the Government market, the SB Specialist is the first point of contact in their quest for government contracts or subcontracts. They work to have special "buys" set aside exclusively for Small Business and to explain government procurement procedures and policies.

For companies already doing business with the Government, the SB Specialist is an invaluable source for direction

and aid—often ignored, but extraordinarily helpful.

Names of the Specialists, Purchasing Offices in which they work, addresses and phone numbers as well as listings of a growing number of minority small business specialists are included. The overall list is accurate, verified by questionnaire, mail, phone and research.

According to the publisher, Eli Chappel, a respected consultant and specialist in aiding small businessmen secure government contracts and subcontracts, "A Washington Information Consultant has said that it takes 7 phone calls, on the average, to link up with the desired person. With the *Contacts Director* it takes just one. Best of all, the *Contacts Director*, a convenient 9 x 4 booklet, costs less than half a list rental for one time use and which may not be as up-to-date." The "Small Business Directory of Government Contacts" is available for \$15 per copy plus 75 cents for postage and handling. The companion manual, "How To Get Started In Government Business" 120 pages, 8-1/2" x 11" costs \$25 per copy plus \$1 for postage and handling.

Copies can be ordered directly from Danbury Press, P.O. Box 613, Suffern, N.Y., 10901. Payment should accompany order.

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