

Joé Lanier

SON of A

In my sign business. I also make engraved nameplates, badges, door signs and so on. My best and only salesperson is Donna. Sometimes she goes a little overboard in her selling. A fellow in Warsaw came by one day wanting a nameplate for his desk. Donna did her best to sell him. She told him of her talented husband. . . Ahem. . . of the quality of the work and due to the fact we work out of our home, the overhead is lower and most of the time the Lanier price is lower than others. The fellow did not buy, but said he would probably come back or call. Last week we happened by this fellow's office and there on his desk was a nameplate. . . Donna said, "Well. I see you got you a nameplate. . . We try and learn from our mistakes, and if you don't mind telling me, where did I go wrong in my sales talk. Maybe next time I will make the sale." "Well, it was not your fault," said the fellow. Donna continued, "Well, the style is exactly like mine; the quality and work is good. You got a good product and didn't get gyped on workmanship. . .Perhaps the price? But I know my prices are less and that I offered you a goods deal." The fellow said, "Well, Donna, to tell you the truth it was the price." . . "I can't believe someone undersold me." said Donna. . . "Well, they did." said the fellow. "If you had told me. I could have made you a better price." replied Donna. . "I don't think you could have matched this one," said the man. . "Yes I could have," said Donna. The fellow said, "Well, a friend gave me the nameplate. It didn't cost me a cent!". . "Ha," said

I have, over the past couple of weeks, tried out this beard thing. . . It is not for me. It was itchy and made me look like a drunken hobo who didn't care enough about his looks to shave. I must admit it sure did cut down on my time in the bathroom. . .I liked the time-saving of not having to shave, but what really changed my mind about the ugly thing was what Donna said. She said, after backing away from a kiss, "Maybe I can get used to it." If there is one thing I don't want her to do is get used to me. . I want her to want me. It kinda reminded me of the diet drinks. Folks bought soft drinks because they liked their taste from the very getinning. Then along came the diet soft drinks, and they say they are good once you get used to them. . . That sounds dumb to me. . . Drink them because you like them. . . But when you don't like them, you have to get used to them. It seems a little dumb to drink them. . . Seems all you really want to do is spend the money for them. . . And you are going to spend the money even if you have to drink something that is not good to you.

Donna, "I knew it. I could have beat that price. I was

thinking of giving you \$2 to take mine."

Tomorrow when you sit down to your Thanksgiving meal. I hope you will make a point of talking and remembering only the good things that have happened to you during the past year. . . Forget the uncertainty, the unpleasant, and those things that did not make you happy.

There is plenty of time left in this year for that. .Thanksgiving is the day for giving thanks for the good things, and no matter who you are or how bad you may think your situation is now, there are things to be thankful for. . . Remember them and rely on them. . . Son-of-a-Gun.

Work Will End Soon On Cable TV In Warsaw

Cable television line installation will be complete this week and home service installation should be completed by the end of the month, a company official told the Warsaw Board of Commissioners last week.

Installation has been completed for 60 homes, said Brian Beasley of Beasley Cable Television Co. last Monday. Beasley said his workers are installing service to about 10 residences a day. With most line and home service cable being buried,

more time than usual is Street. required for installation, he told the board.

channels for additional fees.

people signing up for service city to reach King's Courts, before Nov. 30, Beasley said. opposes the annexation. After that, installation will cost \$15.

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anything except domestic waste in the town/sewer system.

Gasoline has seeped into the system on Best Street from time to time for three years, and efforts to locate the source have been unsuccessful. The gasoline kills some of the bacteria which break down the raw sewage at the treatment plant.

Gasoline fumes also can be a hazard to workers. A manhole cover was blown off about three years ago when

fumes exploded under Best

The board delayed annexation of the King's Courts The system provides a area east of Warsaw because basic service of 21 channels of opposition of a land owner for \$8.50 per month. It also between the town and the offers Home Box Office and developed area. Met Ausley, Show Time entertainment who owns a strip of undeveloped land that would Installation will be free to have to be taken in by the

Residents of King's Courts have petitioned the town for The board approved an annexation because of a ordinance barring dumping water problem in their area.

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Wallace Board Authorizes Water Contract

Engineering design work on the proposed Wallace waste water treatment plant should be completed in about six months, an engineering firm's representative said

The Town Board authorized a design contract total-ing \$65,147. The town has enough money to complete this work and pay for the local share of the estimated \$1,136,758 cost of the proposed plant, said Bill Burnett of Henry von Oesen and Associates, consulting engineers on the project.

Burnett said the 12.5 percent local share of the cost would be less than \$200,000. The federal Environmental Protection Agency usually finances 75 percent of such projects, but because Wallace plans an innovative technology package, the federal share of the cost will increase to 85 percent, he

The state provides 12.5 percent and the local government, 12.5 percent, in most cases, he said.

The Town Board agreed Thursday night to apply for a \$34,774 advance from the state Environmental Management Office, which administers the "201 facilities" program for EPA in the

Town administrator Steve Routh said Wallace has \$290,000 set aside for the project.

The state can match federal grants for treatment plants but not for collection systems, said Bobby Blowe of the construction grants division of the state's Environmental Management Division.

Burnett said the project might receive federal funding in the 1983 fiscal year. 'If construction can begin as soon as the plans have been finished, the plant could be in operation in 18 or 20 months," he said.

But Blowe said the 1982-83 priority list is still being developed. "I don't know where Wallace will stand on it." he added. The state is planning to advance Wallace design money, he said.

Blowe said Wallace ranks 40th on the state's 1982 priority list.

'We don't know how much money the state will receive from the federal government for these projects next year," he said. "We received \$42 million for the 1982 year."

The Wallace project was begun in 1973 when the state Office of Water and Air Resources informed the town of the availability of grants for 201 facilities plans. Wallace received an EPA grant of \$37,500 for preparation of a Wallace-Rose Hill sewage treatment facility in December 1974.

The completed plan was submitted to the state Division of Environmental Management and EPA on of Environmental June 1, 1976. On Oct. 19, 1977, additions to the plan were submitted to the state and federal agencies by the engineering firm.

EPA approved the innovative technology package for Wallace July 12, 1982. It later cleared the project for environmental permits.

Burnett said the Wallace plan received full approval of the environmental management office on Sept. 22.

In other action Thursday night, the board agreed to a 30- day extension for completion of the town's new well because the contractor. East Coast Construction Co. of Jacksonville, was having diffuculty getting some material.

The board delayed action on increasing load capability of a sewage lift station until budget time inthe spring. It also tabled action on taking the Rockfish Plaza sewage lift station into the town system.

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RED CABBAGE ITALIANO

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Red Cabbage

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keep in the refrigerator. Makes six to eight servings.





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