

THE BETTER WE KNOW US ...

by Don L. Bailey

Determination, fortitude, and good fortune have made many a man successful, and Nathaniel Oates, Jr., a marketing representative for IBM will serve as proof of that statement. Nathaniel's story to date would not receive a commendation from President Ford, nor from Governor Holshouser. But Nathaniel should be better known by all because he has combined the three variables for success mentioned above to the point that success is surely forthcoming, if not already arrived.

In working as a marketing representative for IBM around the High Point area, Nathaniel encounters daily the great reminder to a Black man's success, prejudice, and were it not for his determination and fortitude teamed with

good fortune, he certainly would have been tallied as another failure for the Black race. To consistently face doors being closed in your face, being rushed out of offices, and having white managers and business owners buy your product from a white salesman with your company in another district to avoid dealing with a Black man, is more than many Blacks, whether in the same field or another, whether man or woman, could actually survive, much less survive and succeed!

Hailing from Iron Station, N.C., a small community just north of Charlotte, Nathaniel received his B.S. degree in Business Education in 1967 from Livingstone College in Salisbury, N.C. He then entered the teaching field as a

business instructor at Dallas High School in Dallas, N.C. from 1967-1971.

In 1971, Nathaniel put aside the teaching occupation to head north to Lindenwold, N.J. He entered employment there with the Dow Chemical Company as a manager trainee, but ended up as an automotive salesman for Dow Chemical. This went on for seven months, after which he began selling packaging materials for Dow Chemical. For six months, Nathaniel covered southern New Jersey, Delaware, eastern Pennsylvania, Maryland, Washington, D.C., and northern Virginia selling packaging materials. This job meant a great amount of travelling and overnight trips, and after six months Nathaniel left Dow to join IBM for more money, less

travel and no overnight trips.

In his first year with IBM in 1973 as a sales representative, Nathaniel sold 100% of his assigned quota. He accomplished this in eight months, and did it right here in North Carolina. His assigned quota in that first year was \$300,000 worth of sales, and he had to protect (prevent account cancellation) \$1.5 million worth of established accounts. Because of his hard work, Nathaniel was then made a marketing representative for IBM, the position he currently holds. His assigned yearly quota is now \$500,000-\$600,000 with his protection obligation remaining the same. The amazing thing is, that despite his problems with prejudice and the

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A VIABLE, VALID REQUIREMENT
RESPONDING TO
BLACK NORTH CAROLINA

Notes & Reminders

Greensboro-North Carolina Mutual Insurance Company has many training programs. One of its most outstanding programs will be held in Atlanta, Georgia this year. It is called the "Zone A and Zone B Planning Committee". This planning session is designed for developing and training Managers and Staff Managers in the States of Georgia, Alabama, Tennessee, South Carolina and North Carolina.

Persons attending this meeting will be Staff Managers, Matthew Patterson, Richard Brothers, Roosevelt Sims all of our District Office, John Madkins, of our Reidsville Office, Vander Purcell of our Burlington Office and Ivery C. Brandon, Manager of the Territory. The Planning Committee is designed for improving service and sales.

HIGH POINT--Fourth Street Y.W.C.A.: Monday thru Friday - Adult Day Care beginning at 8 a.m....After School Care beginning at 3 p.m.
Wednesday (Dec. 3): Open Recreation, 7 p.m.
Thursday (Dec. 4): Golden Agers, 11 a.m....Piano Lessons, 4:30 p.m.
Friday (Dec. 5): Open Recreation, 7 p.m.

GREENSBORO--Zeta Omega Chapter of Tau Gamma Delta Sorority will meet at 4:30 p.m., Sunday, December 7, at the home of Miss Donna Lee, 1016 Dewey St., Greensboro. Sorors from Lambda Chapter, Durham, will be present.

"IF YOU FIND MISTAKES IN THIS PUBLICATION, PLEASE CONSIDER THAT THEY ARE THERE FOR A PURPOSE. WE PUBLISH SOMETHING FOR EVERYONE, AND SOME PEOPLE ARE ALWAYS LOOKING FOR MISTAKES!"

Greensboro-Hayes-Taylor YMCA is looking for

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A&T Graduate Named N.C. Teacher OF The Year

RALEIGH - A graduate of A&T State University, Mrs. Ruby Swinson Murchison, has been named "Teacher of the Year" in North Carolina. She currently lives in Fayetteville, N.C.

Mrs. Murchison, 42, a veteran of 22 years in the classroom, is a seventh-grade teacher at Washington Drive Junior High School in Fayetteville. She has taught language arts and social studies there for the past 14 years.

She said that in her early years she used the ruler a few times to discipline pupils, but found that counseling with the individual and the parents was much better.

In accepting the award, she said, "This is more than an individual honor. It is a tribute to the teaching profession."

Craig Phillips, state superintendent of public instruction, described Mrs. Murchison as "a creative, warm, capable and competent teacher."

Mrs. Murchison previously taught at elementary and secondary schools in Bath, Lillington, Linden, Fayetteville and at Western Carolina University Summer Demonstration School in Cullowhee.

She received her bachelor's and master's degrees from A&T State University in Greensboro. The teacher of the year award program

is sponsored jointly by the state Department of Public Instruction and the Association of Classroom Teachers.

A&T Awarded \$73,349

GREENSBORO - A team of transportation researchers from A&T State University have been selected to help evaluate a new federal pilot program designed to improve transportation systems in the nation's rural areas.

The A&T involvement will be directed by Mrs. Joyce Johnson, who has already accomplished

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NUMBER ONE IN N.C.--Mrs. Ruby Murchison (2nd from left), recently chosen as North Carolina's "Teacher of the Year", is all smiles recently as she receives congratulations from black Fayetteville, N.C. officials and citizenry. A Junior High School language and arts instructor, Mrs. Murchison is greeted by (L-R) W.T. Brown, Assistant Superintendent, Fayetteville City Schools; Dr. C.R. Edwards, Chairman, Board of Education, Fayetteville City Schools; and Joseph Pillow, President, local NAACP Chapter.

Navy Reviews Equal Opportunity Program

The Navy begins a major review today of its equal opportunity program. The Chief of Naval Operations, Admiral James L. Holloway III, ordered the establishment of a Navy Affirmative Action Planning Task Force "to conduct an in-depth review of the present status of equal opportunity in the Navy and to determine those changes necessary to achieve full equal opportunity for all personnel."

The task force will make a comprehensive review of established programs and policies, identify areas for improvement and develop a Navy Affirmative Action Program which establishes the goals and outlines the actions required to increase the effectiveness of equal opportunity programs Navy-wide.

In establishing the task force, Admiral Holloway stressed that he wants to

get the Navy as an institution involved in equal opportunity to the point where it will become self-sustaining within the chain of command. "To make this work," he said, "each individual in the chain of command is accountable for insuring that the Navy progresses toward the goal of equal opportunity. Success depends upon vigorous support at all levels of

command and by each person in the Navy."

Rear Admiral Paul C. Gibbons, Jr., Commander Training Command Atlantic, in Norfolk, Virginia, will serve as Director of the task force.

Admiral Gibbons has served as commanding officer of the Human Resource Management Center in San Diego and has extensive background

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Minority-Owned Banks Increase

The number of banks designated by the U.S. Treasury Department as minority-owned increased from 57 in June of 1974 to 71 in June of 1975. Total bank deposits also increased by about \$133 million during that period.

Alex Armendaris, direc-

tor of the U.S. Commerce Department's Office of Minority Business Enterprise (OMBE), said that compares with 31 minority-owned banks in 1969, with total deposits at that time of \$396.5 million. Deposits today have reached \$1.3 billion.

In terms of deposits, the three largest banks are Republic National Bank of Miami, with deposits of \$123 million; Banco de Ponce in New York City, with deposits of \$120 million; and The Bank of Miami, with deposits of billion.

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THREE UNIQUE STUDENTS--There are several unique things about these three lovely Fayetteville State University [N.C.] coeds [left to right] Sharon Moore



Campbell, Colette Moore, and Sandra Sherrill. First, they all were recently selected to Who's Who Among American Colleges and Universities; secondly, all



are honor roll and Dean's List students; thirdly, they all belong to the Alpha Kappa Alpha Sorority; and fourthly, all of them finished South Iredell [County]

High School. However, there is one difference, only Sharon and Colette are sisters but all of them are good friends. [FSU Photo by John Henderson]

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