

City-Wide Revival to be held

The Lumberton Ministerial Alliance will conduct its Annual City-Wide Revival, August 12 - 16, 1996.

The revival will be held at Crandlemire and Marion Roads. St. Mary's Holiness Church will be the host-church and Bishop James C. Bryant, Pastor. Choirs from the churches of the week and the evangelistic will be Dr. Varnie N. Fullwood, Pastor of the Mount Pleasant Missionary Baptist Church, Clinton, North Carolina. The City-Wide Revival Chairperson, Rev. Willie Spencer says the pre-revival service will be held August 9th at 7:00 PM at the Mount Sinai Holy Church, Page Street. Rev. Wesley Rogers, Host-

Pastor

On Thursday at 5:00 PM, all pastors and ministers will be treated to a revival dinner sponsored by the host church.

Monday Night will be All Missionaries Night.

Tuesday Night will be Deacons, Trustees and Men Night.

Wednesday Night will be Ushers and Nurses Aid Night.

Thursday Night will be Ministers and Pastors Night, and Friday Night will be Choir Members Night.

Dr. E. B. Turner, President of the Lumberton Ministers urges all churches to attend and support the City-Wide Revival, and encourage the un-churched and the un-saved to attend.

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Jim Lowry of Lowry Buick/Oldsmobile/Pontiac/Chevrolet-Geo is one of the few Native American automobile dealers in business today. Though trained as an engineer, Lowry changed careers and proved as competent a dealer as he was an engineer. Today, he is the President of a highly successful GM dealership in North Carolina. Reaching this position in his life was not accomplished without significant sacrifice and challenge.

Lowry started his life in a predominantly Native American community in rural North Carolina, where his minister father and grandparents were key early influences in his life. He was educated in the Native American school system through his first year of college. He then transferred to North Carolina State, where he earned a degree in aeronautical engineering. Lowry describes his departure from the sheltered Native American school system into the larger community as "complete culture shock." Lowry still graduated with honors and worked as an aeronautical engineer for Lockheed for three years. He left Lockheed and worked for General Electric for eight years, eventually settling into regional management in the computer division. He began to see that his future was in running his own business.

The career change into sales was another dramatic transition for Lowry. As an engineer, he knew the technical side of the business. Selling computers for General Electric taught him skills in handling people and budgets. Though Lowry once again proved more than up for the task, his business education was not painless. "I wouldn't want to start out like that today."

Reprinted from the National Association of Minority Automobile Dealers

Meeting New Challenges Jim Lowry

Lowry Buick/Oldsmobile/Pontiac/Chevrolet-Geo - Thomasville, North Carolina

he laughs.

In 1977, Lowry met a Chevrolet Zone Manager, who put him in touch with George Lyles, a successful North Carolina GM dealer and one-time president of the National Automobile Dealers' Association (NADA). Lyles became Lowry's mentor, and the two men began a long and successful business relationship. Lyles taught Lowry all phases of automobile dealership management. Lowry and Lyles eventually purchased a Tryon, NC Chevrolet dealership together. Over three years, Lowry bought out his mentor's investment, and successfully operated the business for a total of ten years. While operating Lowry Chevrolet, Lowry also served a year-long stint as State Purchasing Officer for North Carolina at the request of Governor James B. Hunt, Jr. In 1987, Lowry rejoined his mentor in High Point, North Carolina to serve as Vice-President and General Manager of Lyles' automotive industry holdings. He still holds this position today. In 1989, Lowry purchased his current franchises from Lyles; this business is now known as Lowry Buick/Oldsmobile/Pontiac/Chevrolet-Geo.

Lowry sees his college-age transition from the Native American community into the larger world as a change that affects him still. "As a Native American, I suffered from an inferiority complex. I found, however, that the more I tried, the more I could do." Later, when Lowry moved from the corporate world to sales operations, he found his determination and ability to adapt served him well. The engineer-turned-entrepreneur also believes that his state government experience helped broaden his outlook on business and regulations, which assisted him when he moved from his relatively small Chevrolet dealership to the head of Lyles' holdings.

The dynamic automobile dealer has a simple, classic customer service philosophy:

the customer is always right. "Even if they're wrong. Unless we can prove the customer is wrong, to his satisfaction, he's right," says Lowry. He believes that his staff is the key to meeting his customers' high expectations. "I believe in developing my people, and in making sure that everyone is in an appropriate role for their talents and abilities." Lowry also believes in leading by example, and routinely works longer hours than any of his staff.

Jim Lowry has been recognized many times by government and corporate entities, and is involved in numerous religious and civic activities. Mr. Lowry's honors include being recognized by General Electric as a Division Nominee for the Gerald Phillippe Award and being elected by his fellow dealers to the General Motors Minority Dealer Advisory Council for a two-year term as Native American representative. Additionally, he has served on the North Carolina State Commission of Indian Affairs for the last eighteen years, eight years of which he served as Chairman. The dealer has been awarded the Order of the Long Leaf Pine Award by Governor Hunt. Lowry has been married for 31 years. He and wife Phyllis, have two children, a daughter, age 26, and a son, age 24.



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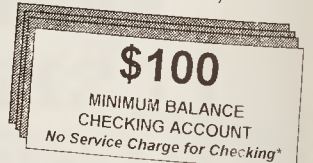
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