



**JUBILANT WINNER OF THE RECENT MISS ESSENCE OF TENNESSEE PAGEANT, MAUDE MOBLEY, left center, is surrounded by guest celebrities, Isaac Hayes, left, Richard Roundtree, right center, and Rev. Jesse Jackson, right, after being presented with prizes**

**including: \$1,000 scholarship from Burlington Hostery, vacation in Acapulco via American Airlines, wardrobe by noted New York designer, Chuck Sandford, and other gifts of merchandise, cosmetics and jewelry.**



**The MISS ESSENCE OF TENNESSEE pageant, a first for the Memphis area, was held several weeks ago at that city's Music Hall Auditorium, co-sponsored by United Sisters & As-**

**sociates (a local non-profit organization) and New York based, Essence magazine, the "Magazine for today's Black woman". credit photo: Mark Stansbury**

## Cox Story Proves Era Of Small Entrepreneur Still Exists

PITTSBURGH—George Cox, president of Cox Steel Rule Die Company, is a black businessman who is proving that the era of the small entrepreneur still exists. His hard work and business acumen have carved the base for a growing and successful company.

Cox is a small manufacturer of dies and die-cut paper, plastic and metal products. In business only three years, he began his die making career in 1953 as apprentice sample maker with a box manufacturer. Two years later, he became foreman of the die department, and in 1965 was named assistant superintendent of the plant.

Deciding to be his "own man," he made an interim arrangement in 1969 with a company near Pittsburgh to use its equipment during off hours. He spent his days getting orders and his nights filling them. He also managed to obtain used equipment from a die customer's plant.

"I do not favor massive assistance from the government, and have managed to build up my business base with only two relatively small loans," he said. My main objective is to capitalize on filling the existing gap in western Pennsylvania's manufacturing mix—namely the manufacturing of steel rule dies."

Cox recognizes the support he has received from several organizations and companies in Pittsburgh.

"They have advised me, encouraged me and helped to open some doors," he said.

For example, the Chamber of Commerce of Greater Pittsburgh, through its Human Resources Development Council,

has been helping him for several years.

The best barometer of any business success is the growth of the customer list. Customers of Cox Steel Rule Die attest to the fact that he can turn out the die and finished stamped product in a shorter time span than some large die companies. He attributes this acceptance to quality of work, availability and fast service.

PPG Industries is an example of a large corporation which lists George Cox as a supplier. He supplies the company's Glass Division with end caps—die-cut cardboard cushions that protect the ends of newly fabricated windshields from scratching each other during packing and shipping. PPG ascertained that Cox had the capability to produce the caps in the volume and quality needed. Thomas B. Montgomery, assistant director of purchasing for the Glass division, said Cox now has earned orders to supply end

caps used by PPG's Greensburg, Pa., glass fabricating plant for the balance of 1972.

To service PPG and other volume stamping contracts, Cox foresees the need for expansion of his work force. Through associations with vocational rehabilitation organizations, he said he will be creating job opportunities for an underutilized labor market.

Working with his son, Ronnie, and a small staff, Cox said he is expanding his business by continuing to turn out quality products at competitive market prices.

"With the understanding of the business and industrial communities behind me and the ability to provide more jobs in the area, I sincerely feel that I can make an important contribution to the regional economy," he said.

The original Scuppernon grape vine was discovered growing wild in northeastern North Carolina, probably in Tyrrell County. Credit for naming the Scuppernon variety is given to Dr. Calvin Jones, a noted naturalist. This was in 1810.

## Monthly Meeting Of Durham Ushers Union Held June 4th

The Advisory Committee of Durham Ushers Union held its monthly meeting Sunday, June 4, 1972, at the home of Mr. Lonnie Frazier, 2512 Dallas Street. The meeting was opened with Vice Chairman, Mr. James Goss in charge of devotion. Scripture, 23rd Psalm, read by Mrs. B. O. Mitchel. Prayer was offered by Mr. Thomas Strudwick. After a short devotional period, the meeting was turned over to our Chairman, Mr. W. M. Grandy, for business. The first in-order-of-business was reading of the minutes from previous meeting which was adopted as read. Reports of various committees, the Chairman of Education Committee, Mrs.

Mattie M. Bailey is asking that junior ushers participate in the annual oratorical contest to be held in July. The topic will be, "America is Calling Its Youth to Purposeful Living." Students 9th grade to 1st year of college and a member of Durham Ushers Union. The Advisory Committee will have our annual picnic Saturday, June 10, at 4:00 p.m. at Butner Park. Prayer for sick and shut-in was offered by Mr. Frazier. We were happy to have with us again Mrs. Belle Thomas after a long illness. We were served a delicious repast by the hostess, Mr. & Mrs. L. G. Frazier, which was thanked by Mrs. Thomas.

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## Johnson And Sullivan Named Top Albany State Students

ALBANY, Ga.—Miss Mary Lenore Johnson and Mr. Dennis Sullivan have been named the top ranking academic students from the 1972 graduating class at Albany State College.

Miss Johnson will be accorded the honor of Summa Cum Laude, as the highest ranking academic student and Sullivan will be given Magna Cum Laude as the second highest ranking student in the class.

Miss Johnson is a native of Dawson, Georgia and the daughter of Mr. and Mrs. Cornell Johnson of that city. She is a 1968 honor graduate of the Terrell County High School, Dawson, Georgia. In the Fall of 1968, she entered Albany State as a Freshman.

At Albany State, Miss Johnson majored in Sociology with a minor in Psychology. During her tenure at the college, she received many special honors and awards; was named to the Dean's List nine consecutive quarters, the "highest" ranking student in the Freshman Class, 1969 Sophomore Class, Junior Class and the "highest" ranking student in the Department of Sociology. She is a member of the Alpha Kappa Mu Honor Society and listed in Who's Who Among Students in American Colleges and Universities.

Miss Johnson also participated in many extracurricular activities; was a student leader, student reporter, Sociology Club, and Task Force #150 Member.

Her hobbies and recreational interests are reading, listening to music and sewing. Upon graduation, her plans are to attend graduate school and pursue the Masters' Degree in Sociology.

Sullivan is a native of New York and the son of Mr. & Mrs. Jerry Sullivan of 93 Fairfield Street, Staten Island. He attended the St. Clare Elementary School and is a 1967 graduate of the Regis High School, Manhattan, New York. As a high school senior, he was awarded a National Merit Letter of Commendation and a New York State Regents Scholarship.

Having attended the Staten Island Community College, 1968-70, he earned an Alumni Award for outstanding service and scholarship; and was also cited with a departmental citation for excellence in Language

and Arts. Sullivan was awarded the Associate Arts Degree in 1970 and elected to Who's Who Among Students in American Junior Colleges.

Sullivan enrolled at Albany State College in the summer of 1970 as a teacher intern in the Teacher Corps Program. While at ASC, his honors include being on the Dean's List every quarter and awarded a certificate as the "highest" ranking Junior in the Department of Elementary Education. He will receive the Bachelor of Science Degree in Early Childhood Education.

After graduation, his plans are to attend Rutgers University, New Brunswick, New Jersey, under a Graduate Fellowship Award in Early Childhood Education.

Sullivan spends his past-time reading, playing chess, and listening to music.

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# These cool ideas can help you save electricity.

Sizzling summer heat causes you to use more electricity for air conditioning. But don't waste it; use it efficiently by following these simple hints.

**Don't cool it too much**  
Set your thermostat to the highest comfortable temperature. For most people, it's about 76° to 78°. Each degree lower will add about 8% to your air conditioning cost.

**Keep filters clean**  
Clean or replace air conditioner filters once a month.

**Keep your cool indoors**  
Your unit will run more efficiently, and the cooled air will circulate better.

**Give your range a rest**  
Avoid using your oven and surface units any more than you have to. Cooking hot meals adds heat and moisture inside your home.

**Control the heat-producers**  
Turn off heat-producing lights, irons, TV sets and other appliances when not really needed.

**Turn off the sun**  
Close blinds, shades and drapes on the sunny side of your home, to keep out the sun's hot rays.

These simple suggestions will help you use your air conditioning wisely... and reduce your use of electricity.

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