

**Doing Business in Black Africa
Necessary Numbers in Nigeria**

Colonists went to African countries for one reason only — to make money. More money than they could honestly have at home. Nigerians, like black Americans, need not apologize for their abused past. Profit making put in its proper perspective can lead to viable and equitable economic growth or evil exploitation of the masses.

However, it is not every day that a nation has the opportunity of opting for either action. As of October 1, 1979, Nigeria with its new civilian government, with an emphasis on free enterprise, has come face to face with these two choices. The 1980s look good considering the eighty million people market, multiplied by 2.2 million barrels of petroleum per day at almost \$30 a barrel, ergo a pot of gold to the astute businessman or investor in Nigeria.

Onyeme Ugochuku, editor of *The Business Times*, Nigeria's only national business newspaper, says "profits are very attractive in Nigeria, a lot of money is to be made" even for a small investor. Mr. Ugochuku, a young wealthy individual, quotes after tax profits margins from sixty to 200 per cent a year from many investments.

Mr. Ugochuku, should know since he is intimately

Business In The Black

By Charles E. Belle

knowledgeable about Ugochuku and Sons, one of the largest publicly owned companies in the country and the only one listed in Nigeria by *Business Week*, its "International corporate scoreboard: 1978" July 23, 1979 edition.

Mr. Ugochuku, who thinks the rapid growth of the Nigerian economy of 1973-74 "would have been a miracle if (Nigeria) could have sustained it," is still optimistic about the future. Industrial incentives, tax credits and preferential loan treatment by the Nigerian Central Bank are expected to combine to ignite economic prosperity through profitable business ventures.

Mr. Ugochuku believes the "present government has been very anxious to get Americans down there (to Nigeria)." There are three areas which beckon businessmen to invest in and help develop that country.

Breweries, where the "returns are running very close to 100 per cent, bottling of soft drinks, even with price control make-up to sixty per cent return" and cement companies, where even the "largest company had a return of around forty per cent last year."

Mr. Ugochuku says "the whole country is wide open so long as he (the investor) is going to manufacture, operate a brewery bottling plant, food processing, shoes, clothes, such as ready to wear garments or produce paper products.

Profitable business ventures do abound in Nigeria. But a few practical rules for all business people who might visit the country. Number one a Nigerian partner who is operating in the business being sought is a necessity for easy credit and good credibility in the country. Number two, don't, repeat, do not pay "dash." "Dash" is the cancer from the colonialist

which unfortunately only begins to deal with the higher officials in government and business.

It is the dream of all concerned that "dash" will be done away with by the newly elected government officials. "Dash" as discussed in the streets is a payment for "intended" services. Tips and bribery are at least for services rendered. Doing a "dash" trip not only runs up costs which are not expensable on the books, but also does not guarantee a contract for business anyway!

Rule number three is have patience. Repeat, patience! Take your time, after all the colonialists still haven't left Africa, ask any one who has been to South Africa! Rule number four, find the government official in charge of the area investment.

Mr. Ugochuku points out that the "government is the major engine of work in the (Nigerian) economy." Each of the nineteen states, like the U.S. has its own ministries for making investment decisions. The main man to make friends with is the chief industrial officer, usually found in the ministry of trade and investments.

This individual is charged with approving all government participations in investments in the respective states. Standing around a hotel lobby in Lagos hoping for a telephone call for a contract is like standing around Wass Street hoping for a handout. Hopeless.

Getting Smart

By Walter L. Smart

The deterioration of America's cities is one of this country's major problems. Terrible environmental conditions are the fate of hundreds of thousands of America's poor who live within our larger cities. For more than three decades families have been moving out of cities in search of better housing, better schools and a suitable environment in which to rear their children. Landlords in inner cities are abandoning tenement buildings. The redlining policies of some banks and insurance companies make it impossible to secure loans for repair and maintenance. The paradox is that such conditions are really unnecessary in America where the resources, manpower and technology are so abundant.

In order to change conditions in our cities, we have to first start at the neighborhood level. The United Neighborhood Centers of America has always advocated the rebuilding of neighborhoods. Now, more than ever, we are advocating a greater effort and financial assistance for neighborhoods to help themselves.

It is our view that problems of our cities such as economic insecurity, stress, tension, violence and indeed crime can be reduced substantially, if sufficient numbers of people who are currently unemployed and who view the future with dismay and despair can be effectively involved in rebuilding their neighborhoods.

Settlements and neighborhood centers have, in many instances, made the difference between success or failure in neighborhood improvement programs through their help in organizing neighborhood groups and through the provision of technical and other supportive assistance. Settlements and neighborhood centers can

play a crucial role in helping neighborhood residents to become effective partners.

A case in point is the effort of the Greater Philadelphia Federation of Settlements, a member of United Neighborhood Centers of America.

The GPFS has made remarkable efforts to bring housing rehabilitation to the community at a personalized level rarely achieved. Unemployed youth have been trained and utilized to rehabilitate housing. By teaching unemployed, disadvantaged youth marketable skills in home reconstruction, the GPFS is not only strengthening neighborhoods, but is also removing possible offenders from the streets and providing an example for others to follow.

In Philadelphia, the buildings being rehabilitated were built in the 1800's in some cases. They were typical of other buildings in inner city areas in that they were occupied by low income people, and that even such vital functions as garbage collection has been neglected. If these buildings were allowed to exist in their rundown

condition, then at a certain point, entire buildings and neighborhoods would have to be destroyed. When something like that is done, the social fabric of the community is disrupted — with major repercussions on the lives of individuals and families. In Philadelphia, the GPFS is working in housing rehabilitation in collaboration with the Philadelphia Area Manpower Planning Council and the Philadelphia Office of Housing and Community Development.

The GPFS rehabilitation programs include the Home Improvement Program, People Employed Rehabilitating Communities, and Ventures in Community Improvement. Funding came from sources such as CETA, Title IV, and funds from the Office of Youth Programs, the U.S. Department of Labor, and the Philadelphia Area Manpower Planning Council. The programs addressed concerns such as these:

- The need for rehabilitation of homes occupied by low income people.
- The need for training and employment of youths in

home repair and rehabilitation skills.

•The lack of adequate knowledge and skills as the part of many homeowners in home maintenance and repair.

•The unemployment and lack of employment and training opportunities for semi-skilled and unskilled workers in the construction trades.

•The widespread unemployment of skilled union workers in construction trades.

The problems of our cities are very complex indeed. No community with such high levels of unemployed residents can achieve the quality of life it deserves and desires unless neighborhood residents themselves do the difficult job of utilizing their resources for constructive purposes. People have to be made aware of the fact that results from one's efforts can be extremely rewarding in countless ways. If unemployed youths are trained to reconstruct dilapidated buildings, then they develop many new qualities. These persons develop skills which are saleable in the future. In rebuilding their homes or apartments not only are useful skills developed, but meaningful and satisfying experiences are provided. Most of all, children who live in the neighborhood would perceive such adults and youths as leaders and doers as models they would want to emulate.

The problem of our great cities is primarily one of resources, poor communication and unemployed persons being unable to find meaningful employment. If there is a local neighborhood center or settlement in your city seek it out. No agency can effectively help in solving neighborhood problems without the active participation of the members of its community.

Is Black Support of PLO A Ploy?

The talk among blacks here in Washington is that when the President fired Andy Young for conferring with the PLO, the Southern Christian Leadership Conference (SCLC), then in convention, though of ways to get back at Carter and the Jews who allegedly blew the whistle.

Some swear that the SCLC dug down deep into Martin Luther King's bag of nonviolent techniques and came up with creative tension. Congressman Fauntroy, they decided to try it out. This meant rushing to New York for an open conference with Shedi Labib Terri, U.N. Observer for the PLO. That ought to shake Carter up as well as anger the Jews, they postulated.

And to further increase the tension say insiders, the SCLC hit upon the idea of sending a delegation to Lebanon to chat with Chairman Yasser Arafat and invite him to America. This should embarrass Carter and put Prime Minister Begin in sweat, as well as gain needed publicity to restore the old SCLC spark of King's heydays, they concluded.

The Black Side of Washington

By Sherman Brisco

The Rev. Jesse Jackson, not to be outwitted by the SCLC, which suspended him for not properly dividing up the Black Expo funds some years ago, decided, say Washingtonians, that he, too, would cash in on this publicity gimmick.

But unlike Fauntroy and Lowery, he tried to cover his backside by going with the secret blessings of the President and by landing in Israel first with the hope of having its endorsement as well.

But observers here in the capital say neither the SCLC nor Jackson really achieved anything of importance, or expected to. After all as ministers, they know how long this struggle has been going on in the Middle East. It's been 3,500 years since Joshua marched around the walls

of Jericho to gain the land in the first place; and even since the boy David killed Goliath, the Philistine giant, 3,000 years have passed.

Africans' Sad View of America

Among the ten Nigerian journalists who have spent three weeks in America working for black newspapers across the country is the leader of the group, youthful Richard Ikibe, a feature writer on the *Daily Times* group of Lagos.

Publisher John L. Procope of the *New York Amsterdam News*, to which Mr. Ikibe was assigned, asked him to write an article for the *Amsterdam News*, giving his impressions of America.

Here in part is what the Nigerian journalist had to

say: "What does anyone expect to see in a 200-year-old 'no-man's-land' built on the sweat of the black man, the shrewdness of the Jews, and the suppression (annihilation would be a better word) of the Indians."

Continuing, Mr. Ikibe said, "I expected more. I have seen less. Sure I didn't expect a paradise, but I thought that America was rich enough to provide food and shelter for all her sons and daughters.

"I thought it was rich enough to care for her aged."

"But I have seen Harlem."

Then he added: "I have seen aged beggars on the main streets of Washington begging for a dime to buy a cup of coffee (a dime would only make a down payment on a 35 cents cup of coffee).

"Sure," he continues, "there are poor people in Nigeria, but they can still carry their heads high with a sense of human dignity and acceptance."

Had Mr. Ikibe had time to take a closer look at America, he would have seen more of the shameful low-rent housing projects and denigrating food stamps. But he must have sensed these by merely looking into the eyes of beggars in the nation's capital and by opening his nostrils to smell the poverty in Harlem.

Which Is The Better Way, Durham?

By Asa T. Spaulding, Sr.

These are times when such emphasis is being put on leadership on the local, state, and national level without much specificity on the kind of leadership sought.

There are many genera of would be leaders: some good and some bad; some with limited vision; some with blurred vision; some with clear vision; and some with no vision of where it wants to go and how to get there.

What kind of leadership does Durham want and need? Is it "one cause" or broad gauged leadership? Agreement on this could be essential to the best choice of our electorate; and especially where it can be found.

Because I love Durham and my roots have gone down deeper and deeper in its soil for more than sixty years, I, too, am jealous of its image and reputation, and concerned about its future leadership.

Durham is now at the fork of its road to the future. Will it choose to follow the high road of balanced growth and development in an environment of harmony, or take detours through hostility and divisiveness?

The product of divisiveness is retardation if not failure. Too much of either can lead to stagnation; and too much stagnation can pollute the community with dire consequences.

Following detours may lead to dead-end mazes of disappointment and frustrations with the boomerangs being injurious to the total community.

Is it wise in an emotion of outrage, no matter how well intentioned, to "strike at the wind"? Or to sow seeds of dissention in the winds to return at harvest time in whirlwinds of retaliation? There will be times when all citizens of Durham will need each other again.

Can we move Durham forward faster and further by pulling apart rather than pulling together? I believe not. If not, why not try better communication and cooperation? An Old Testament Prophet has reminded us that "it is not by might nor by power, but by my Spirit, said the Lord." Might and power may prevail for "a season", but a nobler spirit has more cohesive and enduring qualities.

I have lived long enough, traveled far enough, probed deep enough, observed widely enough, and lifted by vision high enough to be convinced that there are both universal and eternal truths which must be reckoned with; and that "truth crushed to earth will rise again."

On what foundation will Durham build and rest its future? I hope she will think soberly; plan carefully; and choose wisely so that she might truly move forward together, and for more than "a season"!

The spades of the archeologists and geologists have

revealed over and over again the rise and fall of nations, empires, and civilizations built upon might and power, but which are no more.

In my welcoming remarks at the dedication of the new home office building of the North Carolina Mutual Life Insurance Company on April 2, 1966, I began by saying:

Mr. Vice President, Governor Moore, members of the Diplomatic Corps, and other distinguished ladies and gentlemen—

This is an outstanding demonstration of *togetherness* on all levels...We have been witnessing here for these two days a testimonial to the new day which has dawned in America...and to which so many have contributed so much.

This building stands here as an eloquent witness to the indomitable determination of the American Negro to take full advantage of his opportunities in our democracy, and under the free enterprise system, to win his way in American life with dignity and honor.

This message and the news of the event were heralded around the world by the USIA and other networks and the printed page; thereby focusing national and international attention on Durham, North Carolina. Not only while traveling in Africa and other parts of the world subsequently, but even now I continue to encounter beneficent image results for Durham in my travels. This is an example of what working together can accomplish for all.

Which way Durham? Which way North Carolina? Which way America? Which way world?

Punishment

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its way so deeply into the educational system that even some black teachers oppress black and white working class students.

The time has come to end the oppression of students in the public schools of Durham, whether they be black or white working class. The time has come when educators, black and white, must learn to regard students black and white as the inheritors and carriers of potential greatness, as the creators of a human tomorrow. The destructive and barbarous practice of corporal punishment in the Durham public schools must end.

Candidates

[Continued from Front]

the East-West Expressway. However, Mrs. Keller states that her opposition to the expressway is unique in that she feels that the expressway extension will become I-40 once it is completed.

The transportation problem in Durham was another much discussed issue. Both Ms. Burton and Bland expressed a need for better transportation. Ms. Burton said that school pupils, handicapped persons or the elderly cannot rely on Durham's poor transportation system to get to their destinations.

Holt and Barney West, candidate for Ward 4, believe that there should be negotiation with Duke Power to improve transportation. Ms. Burton expressed a need for a mass transit system.

When someone in the audience inquired of Rodenhizer as to whether or not he had paid taxes on his property, he appeared

to become angry. In a strained voice, Rodenhizer gave a lengthy statement of how his taxes had been misconstrued. Another question to Rodenhizer inquired as to why blacks considered him to be a racist since he had served on the Durham Human Relations Commission. Rodenhizer answered

that he "had trouble with some of Durham's black leaders." He did not clarify whether or not by "trouble" he meant that he doubts about this leadership or that he had conflict with black leadership.

In a subsequent interview with Rodenhizer, he said that he didn't say he

had "trouble" but "a difference of opinion" with black leaders.

The general election will be held Tuesday, November 6, when voters will choose a new mayor for Durham and councilmen for three at-large seats and three ward seats on the Durham City Council.

PSYCHOLOGY



The counselling programs, shelter and guidance toward a better life offered to all by The Salvation Army can help many troubled people find answers to their problems, good feelings about themselves and peace of mind.

William Douglas served on the Supreme Court for 36 years—longer than any other justice in history.

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