

black business

Business of the Week

Miller Believes In High Quality

By Beverly McCarthy
Staff Writer

Although "Miller the Printer" likes to relax in his black leather chair, when in his office, and enjoy a long cigar, James Robert Miller III often works around the clock to achieve a finished printed product. "Dedication and determination get the job done," he said.

Miller is owner and manager of Miller Printing Company.

Displayed on the wall of Miller's office are some of his many certificates and awards which mark his business expertise. The Master Printers Section of the Printing Industry of America Inc., the Printing Industry of Illinois, the William L. Dawson School of Business Management and the Operation Small Business Enterprise of the Babcock School of Management all document Miller's professional printing capabilities.

While his professional degrees cover all aspects of the printing business, Miller

also holds membership in various civic organizations: the Greater Winston-Salem Chamber of Commerce, the Patterson Avenue Y.M.C.A. Century Club, Ionic Lodge No. 72, Prince Hall Affiliate, The Free and Accepted Masons and the Nobels of the Sethos Temple No. 170 A.E.A.O.M.S. Inc.

Miller opened his business in Winston in February of 1973. With 35 years of printing experience under his belt, he believes that he knows just about all there is to know about printing. And even though he may be mature in age, his mind appears to be a constant growth of new and young ideas.

"Youth is not a time of life, it is a state of mind, a temper of the will, a quality of the imagination, a vigor of the emotions, a freshness of the deep strings of life," he said. Miller added that nobody grows old merely by living a number of years, but that people grow old by deserting their ideals. "Years wrinkle the skin,



James Robert Miller, III

but to give up enthusiasm wrinkles the soul," Miller said.

It is this theory that has made Miller printing successful and kept it going throughout the years.

"I come in at six o'clock in the morning, and I am here until very late some days," he said. "That's what has kept us opened, and that's what I'm determined to do."

Miller sees the lack of support from the black community as an obstacle that

he must conquer. He says that the reason blacks don't support minority businesses as they should stems from a lack of understanding between the businesses and the community.

And while he admits that there are some minority businesses (just as there are some white businesses) that don't offer good service, this, he believes, should not stop blacks from patronizing other black businesses.

"There are some who don't know what they're

doing, but for those of us who do, we should be given a chance to show that we do," he said.

"Miller the Printer" is confident that no matter what happens, his doors will stay open because he knows his trade.

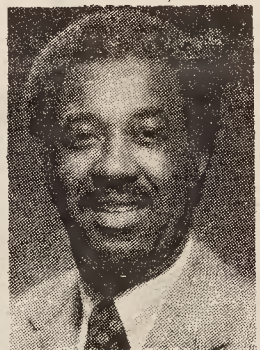
"Like I said, dedication and determination gets the job done, but in business you've got to know what you're doing," he said.

Chiles Elected At Greensboro Banks

The Board of Directors of Greensboro National Bank announced today that Robert S. Chiles, Sr. was elected president and Chief Executive Officer at its Nov. 19 meeting effective Dec. 1. Chiles will replace Henry E. Frye, who has served as the bank's president since its inception Nov. 2, 1971.

Chiles, a native of Charlotte, joined Greensboro National Bank Aug. 1, 1978 as Executive Vice President, Chief Executive Officer and Cashier. A graduate of North Carolina Central University, he received his Masters Degree in Business Administration at Wake Forest

University. A Director of Greensboro National Bank, Chiles



Robert S. Chiles Sr.

serves the Greensboro Community as a member of numerous boards including the Greensboro Minority

Business League, A & T University Foundation Inc., United Way of Greater Greensboro, A & T State University Business and Industry Cluster, Better Business Bureau of Central North Carolina and The National Alliance of Business.

Chiles is also a Life Member of the NCCU Alumni Association Inc. where he serves as Chairman of the Finance Committee and Vice President of Region III. A member of the Babcock School, Wake Forest University Alumni Association, Chiles serves on the Board of Trustees of North Carolina State University, a

Director of the Bankers Educational Society Inc; and a member of the North Carolina Bankers Association and American Bankers Association.

As Secretary for the Finance Committee of the Western North Carolina

Region, United Methodist Church, Chiles serves as an official of St. Matthews United Methodist Church.

Chiles is married to the former Bernice Dunnington Staunton, Virginia and they have two sons and a grandson.

Wilson Joins Integon

Gordon Wilson Jr. has joined Integon Life Insurance Corp. as an agent. He will serve area residents in association with the Integon-Johnnie Hinton Agency.

The agency offers a broad range of insurance and related products, including life, health, accident and business insurance, estate planning and group and

pension plans. Wilson graduated from Winston-Salem State University. He and his wife, Vanessa, have two children and live in Winston-Salem.



Gordon Wilson, Jr.

Essence Appoints Managers

NEW YORK--Clarence O. Smith, president of Essence magazine, announced today the appointments of Joy Barnes as eastern beauty/fashion advertising manager and Ernest Stair as eastern contemporary living advertising manager.

Lingerie Sale

Just in time for Christmas Gifting!

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NEW

A side-to-side sweep of infra-red quartz heat—can help save energy, warms people directly!

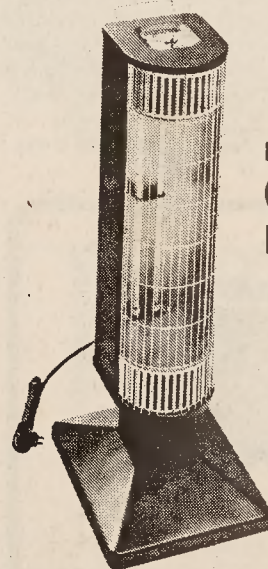


- Automatically turns from side-to-side to warm everyone with a wide "sweep of heat."
- Special "Oscillate" switch lets you stop the heater's rotation and direct all the heat into any desired area.
- Twin quartz tubes generate heat you can feel almost instantly with over 1500 watts of power. Tubes snap out for easy, at-home replacement.
- Dual power switch selects one tube operation for 750 watts of power or, for more heat, both tubes for 1500 watts.

STOCK NO. 07874. 1500 watts/5120 BTU/12v AC. One element operation: 750 watts. Size: 14 1/2" x 14 1/2" x 30 1/2". Shpg. Wt. 11 lbs., 4 oz.

69⁸⁸

Original Twin-Tube Model... A tower of heating power!



Twin quartz tubes generate heat you can feel almost instantly with over 1500 watts of power (over 5100 BTUs).

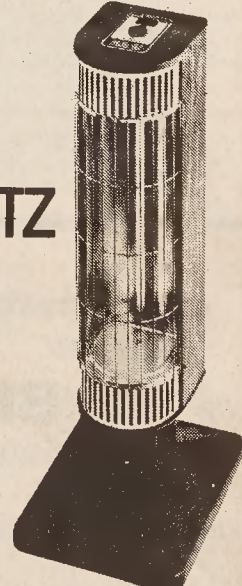
- Beams heat in a wide arc, both vertically and horizontally.
- "Energy Control" with infinite settings, regulates heat output by automatically turning quartz elements "on" and "off".
- Top-mounted control is easy to see, easy to adjust. Automatic switch turns heater off in case of accidental tip-over.

STOCK NO. 07870. 1500 watts/5120 BTU/120v AC. Size: 12 1/4" x 8" x 30 1/2". Shpg. Wt. 11 lbs.

reg. 54.99 38⁸⁸

NEW

Twin-Tube Model with Dual Power Switch



Dual Power Switch: 750 watt setting energizes one tube. For more heat, switch to both tubes for a total of 1500 watts of heating power.

- "Energy Control" with infinite settings, regulates heat automatically by continuously turning quartz elements "on" and "off".
- Quartz heating tubes snap out for quick, easy, at-home replacement.
- Top-mounted controls are easy to see, easy to adjust. Automatic switch turns unit off in case of accidental tip-over.

STOCK NO. 07871. 1500 watts/5120 BTU/120v AC. One element operation: 750 watts. Size: 6 1/2" x 8" x 30 1/2". Shpg. Wt. 11 lbs.

reg. 59.99 42⁸⁸



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