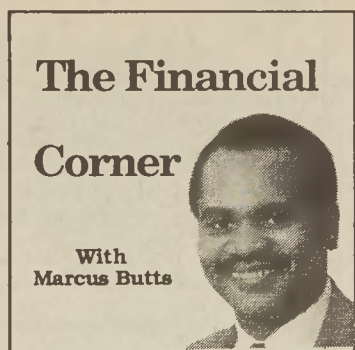


# "Who's Ginnie?" He Said

Recently I was giving a lecture on various government debt instruments and agencies. At the end of my presentation an elderly man raised his hand with an obvious look of uncertainty. "You never explained who Ginnie Mae was," he exclaimed. "Ginnie Mae sounds like the name of a Michael Jackson hit," another chuckled trying to disguise his confusion with a bit of humor.

Well for all of you U.S. securities enthusiasts who scratch your heads when "Ginnie's" name is mentioned, I thought I'd devote this week's financial corner to that government personality of dubious celebrity.

**Government National Mortgage Association (GNMA) Certificates**  
A Government National Mortgage Association (GNMA or "Ginnie Mae") certificate represents a pool of Federal Housing Administration (FHA) and Veterans Administration (VA) residential mortgages. After certain specifications are satisfied,



**The Financial Corner**  
With Marcus Butts

GNMA gives its approval to the mortgage banker, and a Ginnie Mae mortgage-backed certificate is then issued.

Ginnie Maes generate monthly principal and interest payments which are guaranteed by an agency of the U.S. Government. Yields compare favorably with government and other federal agency securities, or even with high grade corporate bonds.

Monthly cash flow can be reinvested to obtain a higher effective yield than a comparable security with the same coupon and price. Or guaranteed monthly checks can provide relatively steady cash flow for an individual needing regular income. As with any bond, the value GNMA securities increases or decreases as prevailing interest rates change.

The minimum size of a newly-issued Ginnie Mae is \$25,000, with increments of \$5,000 over that amount. There is a large and active secondary market which provides ready liquidity, as well as the opportunity to buy certificates with remaining cash balances of less than \$25,000. Ginnie Mae also may be purchased through a unit investment trust or a mutual fund with a minimum investment of approximately \$1,000.

If you have any questions about Ginnie Maes or other government securities, please direct your letter to Marcus Butts, c/o The Charlotte Post, P. O. box 30144, Charlotte, Nc 28230.

# SDB Expo '88: Exposition For Disadvantaged Businesses

REDSTONE ARSENAL, Ala. - SDB Expo 88, an exposition to show small disadvantaged businesses how to sell to the world's biggest customer -- the federal government -- will be hosted in Huntsville, Ala., on June 14 by the U.S. Army Missile Command. Under government procurement regulations, small disadvantaged businesses are those with majority ownership by blacks, Hispanics and certain other ethnic minorities who may have difficulty competing in free enterprise as a result of social and economic disadvantage.

Such businesses may be awarded government contracts outside regular competitive procurement channels; in fact, many products and services are set aside for them exclusively to bid on.

Congress has passed legislation requiring that five percent of all Defense Department contract dollars be awarded to small disadvantaged businesses.

buying. Government experts will be available to explain how to get on the bidder's list and give practical advice on business methods such as accounting systems, capital and cash flow. Several seminars will be held on different aspects of contracting and subcontracting. "You Don't Have to be Big to Bid", is a theme

of SDB Expo 88. SDB Expo 88 is free and prior registration is not required to attend. For more information, contact the Small and Disadvantaged Business Utilization Office at the U.S. Army Missile Command, Redstone Arsenal, Ala. 35898; telephone (205) 876-5318.

**MAYBE IT'S TIME YOU CONSULTED A LAWYER**

**LAWRENCE U. DAVIDSON, III**

Attorney at Law  
1120-C Beatties Ford Rd.  
Charlotte, N.C. 28216  
APPOINTMENTS REQUESTED (704) 338-9136

## Local Stocks Of Interest

Sym	Stock Name	Exch	5/17 Close	5/10 Close	Chg	52 week High	52 week Low	Volumes Close	AVG	PE	Amt\$	Yld%
BLS	Bell South	NY	39.00	39.00	0.00	42.25	35.75	7409	3361	11.59	39.00	6.05
CCBF	CCB Financial	OTC	33.75	34.00	-0.25	35.50	32.75	0	10	9.75	34.00	3.67
CAO	Carolina Freight	NY	22.00	22.50	-0.50	30.63	18.00	79	382	22.45	22.50	2.45
COKE	Coca Cola Bott'g	OTC	31.75	31.50	0.25	31.75	20.25	102	393	0	31.50	2.77
DUK	Duke Power	NY	42.88	42.75	0.13	49.00	42.25	1980	4110	9.71	42.75	6.53
FDO	Family Dollar	NY	10.63	11.50	-0.88	14.38	8.50	453	565	12.36	11.50	3.01
FLD	Fleldcrest Can	NY	17.50	18.50	-1.00	24.63	14.25	134	214	0	18.50	3.89
FUNC	First Union	OTC	21.25	21.13	0.13	22.88	19.25	1237	2540	8.43	21.13	4.14
FDLNB	First Wachovia	NY	37.25	38.00	-0.75	39.88	33.38	271	436	10.96	38.00	3.65
F	Food Lion	OTC	12.00	12.00	0.00	13.50	10.38	745	1252	41.81	12.00	0.05
IBM	IBM	NY	110.13	110.88	-0.75	124.00	104.25	13m	9670	12.47	110.88	4.00
JP	Jefferson Pilot	NY	29.25	30.63	-1.38	34.50	25.75	460	381	13.15	30.63	4.38
LNCE	Lance, Inc	OTC	17.88	17.88	0.00	20.00	17.25	302	409	15.47	17.88	3.58
NCB	NCNB	NY	20.63	21.13	-0.50	22.50	17.50	1174	917	9.52	21.13	4.46
NUE	Nucor	NY	39.63	37.75	1.88	44.25	36.75	528	534	16.63	37.75	1.01
PNY	Piedmont Gas	NY	21.50	21.63	-0.13	24.50	19.13	1926	41	8.45	21.63	0.23
RJR	RJR Nabisco	NY	44.88	47.50	-2.63	53.50	44.00	8278	5588	9.19	47.50	4.28
RSTO	Roses Stores	OTC	8.50	8.50	0.00	12.25	7.75	85	56	9.94	8.50	2.47
RDK	Ruddick Corp	AM	18.00	19.63	-1.63	19.75	15.75	10	118	10.84	19.63	1.74
S	Sears	NY	34.25	35.50	-1.25	39.88	32.25	4718	5149	8.54	35.50	5.84
SONO	Sonoco	OTC	27.50	28.25	-0.75	30.00	19.50	498	515	17.79	28.25	0.55
SMI	Springs Ind	NY	30.25	33.50	-3.25	38.75	27.50	.44	162	9.77	33.50	0.33
SNW	Stanwood	AM	6.75	6.25	0.50	9.13	6.13	0	25	0	6.25	0.00
STN	Stevens (JP)	NY	67.88	68.25	-0.38	68.88	28.00	81	458	19.87	68.25	0.00
U	US Air	NY	31.25	33.63	-2.38	39.00	28.00	1733	2006	8.02	33.63	0.38

**Interest Rate Trends**

Type Rate	Term	5/11/88	5/04/88	4/12/88	2/10/88	Financial Updates
Prime Rate		9.00	8.50	8.50	8.50	
Dean Witter CD	1 yr	7.75	7.55	7.55	7.00	
Dean Witter CD	5 yr	9.00	8.80	8.65	8.15	
T-Bills	3 mo	6.45	6.32	6.02	5.75	
T-Bills	1 yr	7.32	7.16	6.92	6.48	
T-Bonds	30 yr	9.22	9.10	8.75	8.30	
GNMA (10 yr Avg life)		9.94	10.12	9.83	9.30	

## Ask The IRS, Where Is Your Refund?

"Where is my refund?" is the most asked question received at the Internal Revenue Service's toll-free information number. The IRS has a solution to this question and it is available Monday through Friday from 6 a.m. to midnight for individuals with push-button telephones.

By dialing 1-800-554-4477 anywhere in North Carolina, taxpayers can actually check on

the status of their elusive tax refund. All that is needed is the Social Security Number, filing status and amount of the expected refund; the computer will handle the rest. Taxpayers can find out if the tax return has

been received and when to expect the refund. The IRS does ask the taxpayer to give the return a chance to be processed before calling -- usually five to six weeks.

## McDonald's Inn

Continued from page 1A.  
coffee. As much as you can eat of all this for \$5.50 for this one-time affair. Persons planning to attend are required to RSVP at 393-8823.

The Grand Opening will feature a massive balloon release when the McDonalds cut the ribbon to officially open the \$3 million lodge. Persons attending the Grand Opening will receive a guided tour of the facility, and upon completion of the visit they will qualify for a variety of door prizes to be given away during the luncheon. Guests will receive special cards listing the exercise spa, hotel lounge and bar, registration desk, two sleeping rooms and the executive suite. Their cards will be stamped as they visit each one. They are then eligible for the prizes when their filled-out cards are dropped in for the drawing.

The hotel is an affiliate of the Best Western International association, headquartered in Phoenix, Arizona. Other than the Best Western/Lawyers Inn in Washington, D.C., a public relations spokesperson for the BWI association said she was not aware of any more black-owned inns among the association's 1,900 affiliates. Each Best Western affiliate is independently owned and operated.

McDonald's Inn has been considered a major catalyst to spur other development along the predominantly black Beatties Ford Road corridor.

"I see this hotel and my restaurant as proof that this side of town can be a good investment for business," says McDonald, "and I want my people to be proud of it and support it just as everybody else supports things in their communities."

McDonald admits that Divine inspiration influenced and guided him from concept to completion.

"I always put God first and give Him the glory in all that I do, and I serve Him, too, when I serve others," says McDonald, a devout Christian. "I hope everybody comes out to break bread with us on June 2 in this joyous celebration," he concludes.

LET'S DO IT AGAIN THANKS for your support on May 3rd

**Arthur Griffin**  
for  
**School Board**  
Vote Again May 31st Pull Lever #6B

Paid for by the Committee to Elect Arthur Griffin

**ORTHOPEDICS SALES** GRAND OPENING SALE

**3 Days Only! FIRM BEDDING SETS ONLY**

**Hurry! \$37.50** TWIN SIZE EACH PIECE

FULL SIZE ..... **45.00** EA. PC.

QUEEN SIZE..... **67.50** EA. PC.

**EXTRA FIRM 312 COIL** 15 YEAR WARRANTY

**62.49** EA. PC. TWIN SIZE EACH PIECE

FULL SIZE ..... **72.49** EA. PC.

QUEEN SIZE..... **87.49** EA. PC.

KING..... **132.49** EA. PC.

**BACK COMFORT SUPREME** 20 YEAR WARRANTY

**74.98** TWIN SIZE EACH PIECE

FULL SIZE ..... **94.98** EA. PC.

QUEEN SIZE **109.98** EA. PC.

KING..... **149.98** EA. PC.

**BIG SALE! C.O.D. Welcome!**

SHOP NOW! C.O.D. WELCOME! YOUR FAMILY BEDDING STORE 532-1139

**COUPON** \$10.00 off on Extra Firm Set \$15.00 off on Back Comfort Supreme Set. Bring Coupon in!

**YOUR CHOICE** With Any Sets Sold **FREE Bed Frames** **FREE Bed Pillows** **FREE Bed Delivery** **FREE 3 DAYS ONLY** (excluding firm bedding) **THUR. Fri. & Sat. 10-8** **CHARLOTTE MATTRESS OUTLET** 4120 E. Independence Blvd. (Sims Plaza) Phone 532-1139

# "HOW TO MAKE YOUR HOME WORTH MORE"

by Mechanics and Farmers Bank

**C**ongratulations. You've realized the dream of owning your own home. With each mortgage payment you're buying a bigger piece of that dream, and building the value of your home for the future. One way you can add to that value is by making home improvements.

appeal. Whether it's a prospective buyer pulling up for the first time or your parents coming to dinner, you want the front of your house to look great. A professional landscaping job, a fresh coat of paint, some shutters or a new top on the driveway will all create a more pleasant atmosphere.

**Choosing a Contractor**  
Many home improvements can be done by the do-it-yourselfer. But others require professionals. Before you hire a contractor, talk to friends or neighbors who have made similar improvements and ask for recommendations. Make sure anyone you hire is fully licensed, and agree to a reasonable completion schedule. Your local Better Business Bureau will answer questions about contractors' reputations quickly, and for free.

**SAVE ON ENERGY**

INSULATING	EST. COST	1st YEAR SAVINGS
Ceiling (R-30)	\$ 234	\$ 149
Walls (R-12)	291	272
Floor (R-19)	229	268
Storm Windows	216	115
Infiltration	79	107
Heat Ducts	82	248
<b>TOTAL</b>	<b>\$1131</b>	<b>\$1229</b>

\* Based on doing the work yourself  
\*\* Based on an average 1350 sq. ft. home

**A Simple Matter of Addition**  
Contractors and realtors agree one of the best ways to increase the value of your home is to build an addition. So go ahead, put your family's dream plans in motion. That family room, rec room or extra bedroom and bath that you've always wanted is a sound investment. While you're giving yourself more room to live, you'll also be adding to the value of your home.

**Impress Buyers and Enjoy Yourself**  
Real estate agents tell us that the easiest homes to sell are those with modern kitchens and baths. One local professional says, "Old appliances and old tile make the whole house look old and run down." A remodeled kitchen and an extra bathroom will make life easier and more comfortable for you now and may pay for themselves when you sell your house.

**Make a Double Play on High Power Bills**  
Even if you have no immediate plans to sell, making your home more energy efficient will pay off immediately. Added insulation, storm windows and weather stripping will cut down your usage, and your bills. Also, local utilities offer special, lower rates for homes that meet their energy efficiency standards. Modern appliances and a new furnace or central air conditioning can also save you money while increasing your comfort and the market value of your home.

**BEST BETS ON HOME IMPROVEMENTS**

IMPROVEMENT	APPROX. COSTS	% RETURN ON INVESTMENT
Full Bath	1800-3000	90-100
3rd Bedroom	6000-8000	90-100
Garage	3000-5000	50-100
Fireplace	1000-3000	85-125
Central Air	1300-2000	70-100
Paint 'E' A	1000-2000	30-80
Patio or Deck	1500-2000	40-90
Remodel Kit	3500-8000	80-100

**Backyard Fun**  
Swimming pools seem to play a role in most people's backyard fantasies. A pool may increase the value of your home, but there are many exciting, less expensive alternatives. (Some realtors tell us that a pool may actually "turn off" many potential buyers.) Decks, patios, tool sheds, gardens and well-kept lawns enhance the value of your property and give you a place to enjoy life.

**BORROWING AGAINST EQUITY ON YOUR HOME**

80,000 Appraised Value	
x .8	
64,000	Less What You Still Owe On Your House
= 30,000	
= 34,000	What You Can Borrow

For 80 years, Mechanics and Farmers has been serving people just like you. So come in and talk to us about a home improvement or home equity loan, or mortgage today.

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