

Frito-Lay Sponsors Conference For Minority Suppliers

By JALYNE STRONG
Post Editor

Frito-Lay Inc. sponsored the MBE Purchase and Reception conference at FDY last week for the CMSDC (Carolinas Minority Supplier Development Council). The program presented a panel of representatives from corporations who discussed with minority business owners strategies for doing business with the major companies.

Joe Collins, plant manager for Frito Lay, served as moderator for the panel. Included on the panel were Wes Corrothers of NCNB, Mark Twiller of E.I. DuPont, George Anderson of Philip Morris USA and Chuck Gordon of Piedmont Gas. Each made a presentation of the type of plans their companies have for contracting services from minority businesses.

"The name of the game is inclusion," said Corrothers, who mentioned that eight percent of NCNB's purchasing contracts for 1989 were awarded to minority



Attendants of the MBE Purchase and Reception conference heard from corporate representatives about minority supplier opportunities. At right is

CMSDC Director Malcolm Graham and Virginia Gregory, president of CMSDC.

businesses. Corrothers also disclosed that NCNB is in application for the

Business Consortium Fund, a lending program designed for certified ethnic vendors.

Corrothers encouraged the participation of minority vendors, especially those in the area

of construction. "We want everyone involved in our bid systems," said Corrothers. He mentioned that Erwin Smith at NCNB is the MWBE coordinator for construction.

Twiller introduced E.I. DuPont's minority vendor program, called TEMPO (To Encourage Minority Purchasing Opportunities). He informed that his corporation has increased the number of minority vendors they have contracts with tenfold since 1973.

Anderson and Gordon both discussed the minority purchasing programs utilized at their respective companies.

More than 120 minority business persons were present for the conference and reception. "We are very proud about where we are with CMSDC and all the companies involved," said Virginia Gregory, Frito-Lay purchasing manager and president of CMSDC.

Involvement in CMSDC has helped minority suppliers be-

come more competitive, Gregory mentioned. She also related that minority business people have helped her tremendously at Frito-Lay.

CMSDC was founded by large corporations. Presently the organization has more than 400 corporate members throughout North and South Carolina. Recently, CMSDC kicked off a membership drive to bring in more major corporations.

Member corporations are encouraged to do business with minority supplier members through CMSDC. "Give minority suppliers a chance," said Gregory, "that's all we ask."

"This is not a hand out program. It's good business sense."

For more information on CMSDC, interested persons may call Gregory at 588-2840, or Malcolm Graham, CMSDC executive director, at 372-8731.

Prepare For Financial Future

Editor's note: This week, The Charlotte Post introduces a new, personal finance column by Leon Orr.

Orr is a financial planner with Professional Financial Planning, Inc., a subsidiary of the Lincoln Financial Group. His work experience includes personal money management training with IDS/American Express as well as training in securities and investment analysis with Prudential-Bache Securities. He has also practiced law and done tax work for several years.

Orr received a B.A. in economics from Stanford University, a law (J.D.) degree from Northwestern University, and a master's degree in finance from the J.L. Kellogg Graduate School of Management.

Today's volatile economy makes reliable financial growth more important than ever. The costs of living, education, and retirement are steadily rising. On top of this, everybody's favorite uncle in Washington keeps changing how much we keep of what we earn by constantly changing the tax laws.

That is why the best way to make sure you come out ahead is to have a financial plan. A financial plan is like a roadmap. It can show you the best route to take in reaching your financial goals.

Most people avoid planning their finances because they think it is too complex, too time consuming, or that they need to be J. Paul Moneybags before it is worth doing. Nothing could be further from the truth.

As the old saying goes; pennies turn into nickels, nickels into quarters, and quarters into dollars. Dollars as you may well know, turn into real wealth. A good financial plan will not only show you how to get the best return on your money, but also how to keep from wasting your money and how to cut your taxes.

By increasing the amount of money available to you and by decreasing the amount of taxes you owe, you will be able to increase your wealth.

My goal in writing this column is to do just that. Help readers of "The Charlotte Post" increase their personal wealth. I will be writing every week about simple principles everyone can put to work immediately that will have an impact where it counts the most: Hip (Pocket) National Bank.

As African American people, we spend over \$3 billion dollars a year in this economy. If we have \$3 billion dollars a year to spend, why are we still poor?

Travel Agency

Continued From Page 3A

ean tours promises to handle these considerations.

"There are many places to go and many ways to get there," says Hardin. "We can fit a nice trip within anyone's budget."

Along with sending travelers on their way to exotic places, the agency offers such extras as: video presentations, bon voyage parties and unique travel gifts.

"Many other travel agencies do not offer these extras," relates Fetherson. "We try to go a step beyond."

Going a step beyond is what has gotten Caribbean Tours off and expanding. The agency recently moved into a larger office located in the new Tryon Shops Center on North Tryon St.

Fetherson says she plans to add other features to expand the agency. These additions will enable clients to purchase unique items and gift certificates that may be used towards trips or a travel item.

These and other plans for the future promise to keep Caribbean Tours a continuing business success.

Why is it that over a third of African American families are below the poverty line?

I believe that we, as African Americans, can significantly upgrade our standard of living by using sound financial planning principles which will allow us to increase our own personal wealth. I look forward to proceeding with this task starting next week where I will be discussing: How To Start your Own Personal Financial Plan.

Dollars and Sense

By Leon Orr



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To all those who have chosen to light a candle rather than curse the darkness, we salute you.

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