Real Estate For Sale 47 Real Estate For Sale 47 Real Estate For Sale 47

U. S. GOVERNMENT

OVER 100 TO CHOOSE FROM

REPOSSESSED HOMES FOR SALE

ALL SECTIONS ALL SECTIONS

1. These homes are available to vets, non-vets, widows, divorcees and single women who qualify.
2. We have ranch homes, row-houses, semi-detached and cottages.
3. Low down payment — up to 30 years to pay.
4. Settlement fees less than half the amount you pay when purchasing any other way.
5. Our interest rate is only 5½%

THIS WEEK'S SPECIALS

4802 OLD YORK ROAD—2 story brick row, 5 rooms and bath, 2 bedrooms, hot water oil heat, hardwood floors, porch front, modern unit kitchen and lovely back yard, wash tubs, 2 lots. $150.00 Down—$68.81 Per Month.

2532 GARRETT AVE. — 2-story brick row, 6 rooms and bath, 3 bedrooms. Steam oil heat, hardwood floors. Porch front, modern kitchen. Lovely back yard. Semi-club cellar with wash tubs and flush. $150.00 Down, $81.24 per month.

DENKINS REALTY BROKERS

Office: NO. 9-3516 — Authorized Sales Broker — Home: LA. 3-3268

LOW DOWN PAYMENT

3328 CATON AVENUE

Two-story, porch front home with awnings. 6 rooms and modern bath. Unitized kitchen. Hardwood floors throughout. Built-in garage, hot water heating plant and tile floor in basement. Ground rent $96.00. Storm doors and windows.

MR. DAVIDSON HU. 4-0671

MRS. MOORE SAYS—
NOW IS THE TIME TO BUY!!
DOWN PAYMENTS
$95-$150-$300-$500
G.I., F.H.A., CONVENTIONAL & CONDITIONAL FINANCING

$95 DOWN SPECIAL ON EDGEWOOD ST.—7 rms., bath, hardwood flrs., oil heat. Vacant.
LOVELY PORCH FRONT HOUSE ON 25TH ST. — Beautifully renovated throughout, oil heat, lovely porch. Only $95 Down. Vacant.
DUPLEX SPECIAL NEAR LAKE ASHBURTON — 10 rms., 2 baths, separate ent. Only $490 Down.
MT. HOLLY ST. SPECIAL — 7 rms., bath, oil heat, hardwood flrs., close to transportation. Only $290 Down.
BEAUTIFUL 9 - ROOM COTTAGE IN ASHBURTON — Hardwood flrs., automatic heat, double garage, spacious grounds, beautifully renovated throughout. Priced low. Small down payment. Vacant.
ALLENDALE ST. SPECIAL — Club cellar, only $500 down. Vacant.
LOVELY 4 BEDROOM STONE PORCH HOUSE ON HARLEM AVE. — Unit kit., club basement, tile bath, storm windows and doors, renovated throughout. Small downpayment.

CALL MRS. BERNICE MOORE
WI. 5-6296 WI. 5-8975 WI. 7-3428

Champion Offers

FANTASTIC VALUES

4404 FOREST PARK AVENUE
Overlooking Golf Course

Beautiful all brick 3-bedroom cottage with luxurious carpeting in living room, dining room, stairway and foyers. Glamorous modern kitchen with formica tops. 2 complete tile baths. Beautiful knotty pine club cellar complete with tile floor and built-in bar and storage cabinets. All sanitas wall and muslin ceilings, air cond. bedrooms, attic fan which cools entire house. Beautiful apple tree in front yard. Many other extras.
$18,950 GR $120 or in fee. Mr. Patterson MO. 4-7439

3402 GRANTLEY ROAD
Ashburton — 4 bedrooms. Mr. Patterson, MO. 4-7439.
2807 WOODLAND AVENUE
Modern asbestos shingled rancher. Mr. Yaffee.
3816 DOLFIELD AVENUE
Paneled club cellar. Mr. Yaffee, FO. 7-5679.
3617 FOREST PARK AVENUE
Ashburton. Duplex. Mr. Patterson, MO. 4-7439.
4019 BARRINGTON ROAD
Duplex. 3 bedrooms. Only $13,950. Mr. Yaffee.
4001 BELLE AVENUE
Duplex. 3 bedrooms. Only $10,900. Mr. Yaffee.
3402 ELLAMONT ROAD
Duplex. 3 bedrooms. Only $10,900. Mr. Yaffee.
Only $9,950. G.R. $120. Mr. Patterson, MO. 4-7439.
2010 GARRISON BLVD.
6 bedrooms. Only $12,560. Mr. Patterson, MO. 4-7439.
4101 RIDGEWOOD AVENUE
Duplex. End of group. Only $7,500 in fee. Mr. Yaffee.
3800 TOWANDA AVENUE
Triplex cottage. Only $15,000. Mr. Yaffee.

Champion Realty
FO. 7-5679 LE. 9-4161

72 OTHERS TO CHOOSE FROM

SUBURBAN LIVING
JOIN THE ARMY
6 bedroom, 3 bath home, in perfect condition, on a double 75' lot with modern kitchen, 3-car garage, powder room, and center entrance hall, plus much more; priced under $12,000. Bob Goverman MO. 4-9390.

4 BEDROOM BUNGALOW
2 full tile baths, full basement, only 10 yrs. old, with carpet, drapes, and many built-ins; near Forest Park Golf Course, and only $350 down FHA. Shirlee Courtney WA. 2-3604.

ASHBURTON RANCHER
4 bedroom, 2 bath with club room, tiled kitchen, modern and decorated; in the finest location and priced at only $350 down FHA. Royce Courtney, WA. 2-3604.

4 BEDROOM COTTAGE
This Ashburton Cottage has a modern kitchen, 4 tremendous bedrooms, located on a 50' lot, with new carpeting and drapes. Only $350 down FHA. Royce Courtney, WA. 2-3604.

4 BED ROOM, 2 BATH ALL BRICK COTTAGE
Gilray Drive near Morgan College. Club basement, extra kitchen, beautiful 51 ft. lot. Many more extras. Ken Allard, VA. 5-0125.

DAN NATHANSON
RO. 4-7766 REALTOR RO. 4-1169
We Multiple List

ASHBURTON
3704 Grantley Road. 4 bedroom in splendid condition, situated on a lovely street. Spacious home throughout with many extras included. 2 car garage. Priced $16,500. GR $120. or in fee. No reasonable offer refused. Call Mr. Lewis MU. 5-4084 or LI. 2-1790.

COVERED FRONT PORCH
Fine 6 room brick group, 1516 N. Luzerne. Nothing down. GI, or small down payment to others, must have good credit. Larry Kotansky TU. 9-3427.

EDMONDSON VILLAGE
Up to date modern red brick home — 2 kitchens and arranged for 2 apartments. Club room, built-in garage. Beautiful hardwood floors. Easy terms, less than rent. Clifford Goodwin MU. 5-4084.

W. BURTON GUY & CO., Inc.
REALTORS
WE MULTIPLE LIST
MU. 5-4084

LOW DOWN PAYMENT

NORTHWEST

4021 CRANSTON AVE. Stone porch front 6 rooms modern tile bath, oil heat, unit kitchen.
2717 W. BALTIMORE ST. 21 foot wide home, with 4 large bedrooms excellent cond. Hdwd. fls. H. oil ht. can be used as a 2 family. Many other extras.

GOVANS

519 CHATEAU AVE. Vacant porch front. 7 rms., 2 baths, oil heat, excel. cond. Move today.

HARFORD RD.

817 BONAPARTE AVE. Porch front covered with aluminum awning. 5 rooms tile bath steel rear porch with aluminum awning. Vacant Move Today. Will take your home in trade.

BANNER LA. 3-8160

SELECT A HOME

☆ TO MEET YOUR NEEDS
☆ IN A NEIGHBORHOOD TO SUIT YOUR TASTES
☆ AT A PRICE TO FIT YOUR POCKET-BOOK

FALLS ROAD AREA—4216 EVANS CHAPEL ROAD
Price, $7,950—G.R. $90. Downpayment F.H.A. $350—Monthly payment $75.18. 2-story, porch front, 6 rooms and tile bath, modern kitchen, hardwood floors, oil heat, good condition.

FOREST PARK COTTAGE
4015 DORCHESTER ROAD
Price $10,950—G.R. $120—Down payment F.H.A. $400. A spacious home with four bed rooms, finished attic, 2 baths, club cellar, oil heat. Lot 50 X 140. Many extras. Very good condition.

EDMONDSON VILLAGE — NEW OFFERING —
4019 CRANSTON AVE.
English type group porch front home. In excellent condition. 6 rooms and tile bath, modern kitchen, hardwood floors, hot water oil heat, garage. Price $9,950. G.R. $90. Down payment F.H.A. $350. Monthly payment $87.50.

WINDSOR HILLS COTTAGE
3605 WINDSOR MILLS ROAD
Price only $7,950. G.R. $120. Down payment F.H.A. $300. Monthly payment $89.12. A spacious home with beautiful large lot. 50 ft. X 160 ft. 4 bed rooms, finished attic, large sun parlor. A real buy for the family who wants a detached home at a low price.

F.H.A.,G.I. AND CONVENTIONAL FINANCING
TRADE-INS WELCOMED
HENRY E. CAPLAN
669-1260 Nights and Weekends FL. 8-0357
PUT YOUR RENT MONEY TO WORK FOR YOU!!
Brokers' Cooperation Invited

LOW DOWN PAYMENT and
NO SETTLEMENT COSTS
754 GRANTLEY STREET
STONE PORCH FRONT home with FOUR BEDROOMS. Four rooms and hall on first floor. PANELLED CLUB-ROOM and POWDER ROOM. Hardwood floors. Ground Rent $96.00. Hot water oil heat.
MR. RUBIN
Day — PE. 2-2391 Evening — HU. 6-2316

Vital Satistics

(Continued from Page 15)

E. 20, 723 Brantly, loborer; Carolyn, 19, 2723 Riggs.
DODSON - WINEGAN — 1306 N. Broadway, janitor; Leola, 48, 1511 N. Eden.
AYS - MARTIN — George Jr., 18, 2115 W. Fayette, soldier; Rochelle, 16, 11 N. Smallwood.
CONWAY - PERSON — Herman R., 27, 2002 McCulloh, clerk; Elizabeth S., 25, 1334 N. Fulton.
SMALL - NICHOLS — Reginald R., 21, 3423 Round, soldier; Mavis, 17, 802 Bethune.
THOMPSON - LEE — George, 55.

DEATHS

Frances M. Bond, 1422 Argyle Ave.
Lennie Wilkes, 2044 E. North Ave.
Peter Davis, 959 N. Bond St.
Eleanor Westley, 726 W. Redwood St.
Herman Griffin, 1932 E. Fayette St.
Mattha Veney, 1207 Nolan Ct.
Willie Ann Evans, 1703 N. Chapel St.
Maria Pinn, 2827 Spelman Rd.
Nancy Harris, Annapolis, Md.
Julia Mae Heard, 1324 E. Fayette St.
June M. Knox, 1313 N. Bond St.
Sadie Woods, 1323 E. Eager St.
Baby Girl Pearson, 2900 Lauretta Ave.
William H. Bush, Unknown
Baby Girl Lancaster, 200 N. Aisquith St.
Baby Boy Broyles, 12 N. Bradford.
Warren Jackson, 511 Myrtle Ave.
Baby Boy Phillips, 206 E. 23rd St.
May Pasco Richardson
James McNiel Harris, 2439 Frances.
Earl P. Wiggins, 1309 Penna. Ave.
Helen Jeanette Johnson, 903 E. Chase St.
John Melvin Johnson, 925 Rosedale St.
Joseph Bernard Bailey, 913 Bennett Pl.
John P. Miller, 800 Reservoir St.
Carrie Brown, 72 Reservoir St.
Carrie Jane Harrison, 2575 Edmondson Ave.
Raymond Jackson, 222 N. Mount St.
John G. Kent, 536 Dolphin St.
Edward Rideout, 2723 Carver Rd.
Roena Moore, 1842 W. Fayette St.
Jane Elizabeth Scott, 2409 E. Preston St.
Florence Farmer, Hughesville, Md.
Bertha Elizabeth Patterson, 145 W. Cross St.
Dewey Eugene Currie, 1917 W. Lanvale St.
John Watts, 2042 Walbrook Ave.
Olivia Geletta Moody, 2717 Spellman Rd.

SMITH BROKERAGE COMPANY
3816 DOLFIELD AVE.
Lovely House with many nice extras included.
4404 FOREST PARK
3 double size bdrms. and many lovely extras included in sale.
1235 AUGUSTA AVE.
4121 MOUNTWOOD RD.
3706 OVERVIEW ROAD
4002 HILTON ROAD
2910 GARRISON BLVD.
2127 LYNDHURST ST.
2807 WOODLAND AVE.
LOVELY APTS.
3313 FOREST PARK AVENUE
Apt. — $25 week — 5 rms. and bath — H.W. heat. 2nd fl. No children.
For Further Information Call
752-0521
ask for Mr. Smith
Nights and Sundays —Liberty 2-0247.

EDMONDSON VILLAGE
Ideal home for professional man with large family. Modern kitchen, dishwasher and disposal. Could be used as 2 apartments.
WIEMAN-MUELLER CO.
Agent, RI. 7-4022 744-6000

EDMONDSON VILLAGE SECTION — House for sale. 2 apartments. 2 baths, club basement, garage, many extras. 1242 North Augusta Avenue — LO. 6-7925.

Lots For Sale 46

LOTS $785.00 AND UP INDIVIDUAL and on the water. Off the water with beach privileges. Large lots in Howard and Carroll County.
EASY TERMS
LA. 3-8148

Autos For Sale

BUICK, 1953 — Good clean transportation. Low mileage—Family car. HU. 6-1304.

Mrs. Martha Stinson, churchworker, buried

Mrs. Martha Stinson, 43, 320 Carrollton Ave., was buried Thursday in Arbutus Memorial Park after services in the Gospel Tabernacle Church.

Mrs. Stinson died Saturday at Provident Hospital after a month's illness.

A member of the Gospel church, Mrs. Stinson sang in the gospel chorus, taught Sunday school, and was a former secretary of the Baptist Training Union.

She was a member of Ada Chapter O.E.S., A.F. and A. M.

Mrs. Stinson also was a foster mother for 10 years and worked with the Henry Watson Children's Home.

The state hospital awarded her a medal several years ago for her work in the field.

* * *

A NATIVE of Disputanta, Va., Mrs. Stinson was the daughter of Mr. and Mrs. Harvey Hill.

She came to Baltimore in 1937 and worked briefly at the Army Chemical Center.

Married in 1939 to Elmo Stinson, the couple recently observed their 23rd wedding anniversary.

In addition to her parents and husband, survivors include two children, Lacolia, 5 and Leon, 11; four sisters, Mesdames Edith Watkins, Geneva Starks, Frances Parham and Miss Lois Hill, all of Disputanta.

Other survivors include two brotheas, Henry and Wilmer Hill, and a grandmother, Mrs. Martha Goodwin, of Disputanta.

—Rec. Dept.

(Continued from Page 28)

the swimming instruction classes at Carlin's are a part of the day camp programs at these centers in the northeast section of the city:

Hamilton, Bayonne and Sefton Aves.; Dewees, Turnbridge and Lothian Rds.; Leith Walk and Sherwood Ave.; Northwood, Lock Raven Blvd. and Hartsfield Rd., and the Harford Playground.

A sixth center was not identified, though a Carlin's spokesman said six were registered for the swimming classes.

George Conaway

George Conaway, 92, 114 Carlton St., was buried Thursday at Mt. Auburn Cemetery following funeral services at the Katie Williams Funeral Home.

Mr. Conaway died Sunday at the Manor Nursing Home.

* * *

A native of Culpeper, Va., Mr. Conaway came to Baltimore in 1925 with his wife, the late Mrs. Mary Con-away.

Mr. Conaway was an employee of the B and O Railroad until an injury forced his retirement some 30 years ago.

Survivors include a son, King Edward Conaway, Glen Burnie subcontractor; a sister, Mrs. Mamie Dixon, and a brother-in-law, John Dixon.

—Court glad

(Continued from Page 28)

A. Cralwy Jr., 44, 1600 block Guilford;

Also Miss Dorothy Feldman, 19, 3900 block Greenspring Ave.; Frank C. McDougald, 19, 2800 block W. Lanvale St; and Donnie Flemming, 18, 2400 block Lakeview.

The Rev. Dr. Kearse, Mr. Shaw, Miss Whitehead and Mr. Williams were indicted in three separate cases of trespassing.

Multiple charges are also lodged against many of the 36 demonstrators expected to sign releases.

Restaurant owners who placed the charges now serve all patrons.

—Morgan

(Continued from Page 28)

another teacher-training college.

* * *

THE REPORT reminded the commission its attempt to model Maryland's higher education after California's should take into consideration the difference between the states in size, population, number of students.

"We don't believe it to be a good plan for Maryland," the minority report declared.

It urged that the Governor, the Legislative Council, the General Assembly and the citizens of Maryland be urged to provide for the continuance of the separate Morgan State College Board of Trustees.

Phone: WI. 7-8778
Day and Night Service
MRS. KATIE R. WILLIAMS
CLARENCE and KATIE WILLIAMS' FUNERAL HOME
LIMOUSINES FOR ALL OCCASIONS
321-22-23 N. Schroeder St.

Prompt, Efficient, Considerate Service
GEORGE G. KELSON FUNERAL HOME
1348-50 N. Calhoun St. — NO. 9-7585 - LA. 3-1520

Arbutus Memorial Park, Inc.
OFFERS BURIAL ESTATES WITH PERPETUAL CARE
Invites Everyone to Visit Its New Offices Located at the Park, Sulphur Spring Road, Arbutus 27.
BRONZE MEMORIALS ON DISPLAY
Hundreds of Acres for Future Development
A.C.A Members Telephone 242-2700 N.A.A.C.P. Life Members
EASY PAYMENT PLAN

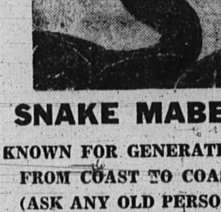
SISTER KAY
Gifted Palm Reader gives Lucky Days. Bring your troubles and sorrows to her. One visit will convince you that she can help you. Location - between Edgewood & Aberdeen on Rt. 40 20 min. from Balto. Look for the Big Palm.
Phone: EDgewood 910
Open Daily 9 A.M. - 11 P.M.

REV. JOHNSON'S TEMPLE OF TRUTH
1 W. Biddle St., Balimore
Between Charles & Maryland
If you have itchy skin, falling hair, or any kind of trouble—love problems or bad luck he will help you. Only one visit necessary. 9 A.M. to 10 P.M. every day.
or CALL MU. 5-7210

MAIL ORDER FAST - SAFE - EASY

"With God All Things Are Possible!"
Are you facing difficult problems? Poor Health? Money or Job Troubles? Unhappiness? Drink? Love or Family Troubles? Would you like more Happiness, Success and "Good Fortune" in Life? If you have any of these Problems, or others like them, dear friend, then here is wonderful NEWS of a remarkable NEW WAY of PRAYER that is helping thousands to glorious happiness and joy. Just clip this message now and mail with your name, address and 25c to cover postage and handling. We will rush this wonderful NEW MESSAGE OF PRAYER and Faith to you by Return Mail absolutely FREE! We will also send you FREE, this beautiful GOLDEN CROSS for you to keep and treasure.
FREE GOLDEN CROSS
LIFE STUDY FELLOWSHIP
BOX B-327 NOROTON, CONN.

MME. FAITH
First time in this area. Are you suffering, sick, need advice? If so, come see Madam Faith. She guarantees to help whatever your problems may be. Located ½ mile North of Laurel, Md., on the North Bound Lane U.S. Highway 1. Just 2 blocks North of Valencia Motel. Open daily and Sunday, 7 A.M. - 10:30 P.M. Watch for hand sign.



SNAKE MABEL
KNOWN FOR GENERATIONS FROM COAST TO COAST (ASK ANY OLD PERSON)
Has become World-famed down through the years for doing what she has promised you. Husbands have returned to wives. Wives have returned to husbands. Known nation-wide for her famous sayings. If a telephone call and my advice don't help you, then you don't owe me a penny. NO MAIL, PLEASE. JUST TELEPHONE CE. 6-9166.
Come in person for better results. Phone now for appointment. Philadelphia, Pa., CE. 6-9166. If you are cross and suffer from an unnatural sickness, phone now before it is too late. DON'T WRITE! MAIL NOT ACCEPTED! If evil thoughts surround you, phone me for advice. One phone call will convince you.
She sends her Blessed Psalm to every state in the U.S.A., each week for Cuba, races and stocks. When you make your call a special blessed candle is placed on the atar in your name. Don't let your life go dim. Why worry, let Mabel turn darkness into light.
REV. MABEL PALMER
2241 N. 13th St., Phila., Pa.
Phone CE. 6-9166

BLESSINGS FROM THE OPEN BOOK OF PSALMS
BY POPULAR DEMAND
BISHOP E. H. McNEILL
will return
FRIDAY NIGHT, JULY 20TH
Many were financially blessed Sunday night, the 15th. Come ye needy. Rev. Waddy, Guest Speaker. Doors open 8 p.m. until. Admission Free.
GOOD HOPE HALL
655 W. LEXINGTON ST.
BALTIMORE, MD.

DO YOU NEED HELP?
For Heaven's Sake Call
PL. 2-4096 or
SEE SISTER ZORA
From Jerusalem. Be Sure To Look For Her —
1305 N. CHARLES ST.
Take bus 3 or 11 or 21 across the street from Spar Bar one flight up. Between Mt. Royal and Preston St.

MAIL ORDER FAST - SAFE - EASY

LONELY? Be happy. Join the American Club. Box 757, Gary, Ind. Send 10c for information.
MAGICAL SECRET FOR LOVE — Win the love of any one you wish. Free details. Send a self-addressed envelope to Ann, Box 7762, Chicago 80, Ill.
BAD LUCK? Cause and cure (folio) $1.00, Books-F, 103 Marquis, Chester, S.C.
OCCULT, HERB, Spiritualist, Books! Catalog—25c. Books-A, 103 Marquis, Chester, S.C.

BLESSINGS! BLESSINGS!
DON'T MISS MY (6) SIX-DAY SPECIAL!
Call today, for fast action and quick results.
Don't Miss State Psalms 25-3, 11-2. Last week I read Psalms for Newark 82-3, 86-6; New York, Psalm 16-3; Conn., Psalm 36-0; Mass., Psalms 9836, 9163; Washington, Psalm 73-6; Maryland, Psalm 52-6.
Call this gifted and experienced man immediately. Let not your heart be troubled. Guaranteed to analyze your condition from the cradle to the grave. I am a specialist in case work and problems. See me today and be blessed tomorrow. Guaranteed to keep all secrets. By appointment only. Telephone, telegram or come in person. No mail received.
PROF. COOPER
NOW IN NEWARK, N.J.
96 ORCHARD STREET, NEWARK 8, N. J. MA. 3-7036

NUTTER Funeral Home
Our reputation for conducting dignified funeral services is a guarantee of sympathetic attention and thorough-going service.
3035 W. NORTH AVE.
WI. 7-6655 WI. 7-7618

A FUNERAL SERVICE
NEED NOT BE EXPENSIVE
A complete Dignified Service at a Price You Can Afford

WILLIAM C. MARCH
FUNERAL SERVICE
928 E. North Avenue
TU. 9-3987

MARSHALL W. JONES, JR.
Funeral Home
1735-37 HARFORD AVE.
(Near E. Lafayette Ave.)
PHONE: 752-5971
2 Chapels & Reposing Rooms — Parking Facilities
Completely Air Conditioned
CASKET DISPLAY ROOM
"Dedicated to the best in service"

MORTON & DYETT
FUNERAL HOMES
801 N. FREMONT AVE.
"ONE HIGH STANDARD OF SERVICE"
24 HOUR SERVICE MU. 5-5496
OFFICE AND SELECTION ROOM
916 PENNSYLVANIA AVENUE
DUNDALK CHAPEL
103 AVONDALE RD. AT. 2-3940

BALTIMORE AFRO-AMERICAN
Feature Page

Why Did You Buy It?

By GEORGE W. COLLINS

Again this week, people going places and doing things — people on the move up —come in pairs. And these two exude charm.

But beyond this charming exterior breathes a skill, determination, resourcefulness and ability that has become a trade mark of people moving.

Meet Mesdames Arnetta M. Lottier and Lucille Nixon, interviewers.

No, they don't spend the day giving job applicants the shakes.

Founders of Lottier - Nixon Interviewing Service, 2422 Harlem Ave., Mesdames Lottier and Nixon gather information for marketing research.

* * *

ALTERNATELY referred to as poll takers, opinion collectors, data seekers, reaction checkers, survey conductors, Mrs. Lottier explains the function of their firm simply as:

"Doing field work for marketing research. Getting the true opinion of the buying public."

Products involved are as numerous as the word "buying" implies.

But due to a code of secrecy as rigid as that found in counter-intelligence, products involved remain anonymous.

Lottier - Nixon, founded six months ago, Mrs. Lottier reports, does whatever is necessary to compile information needed in marketing research.

Included are hours of telephoning, home visits, store audits, and in some cases, tabulating the final results.

Since literally millions of dollars hang in the balance, accuracy, promptness, honesty and integrity are basic ingredients of the operation, according to Mrs. Lottier.

Despite its young life, Lottier-Nixon has already given indications of growth.

Covering Baltimore, Washington and Annapolis, the agency employs 40 workers when surveys are being conducted, Mrs. Lottier stated.

* * *

UNLIKE THE youthful firm, its founders are veterans of the business world.

Before opening the office, Mrs. Lottier completed 10 years service as an interviewer with one of the largest research firms in the city.

Mrs. Nixon has a 15-year insurance office career behind her.

Among the firm's functions Mrs. Lottier lists:

Determining public reaction to proposed advertising copy.

Distributing sample products and returning later for customer's reaction.

Conducting monthly store audits to determine public acceptance of a given product.

The purpose of this information, Mrs. Lottier said, is to guide manufacturers in planning promotions, advertising campaigns and reappraising current marketing programs.

* * *

MRS. LOTTIER, mother of six children, points out that great importance is placed on surveys because:

"Manufacturers don't waste money by putting products on market without having some idea as to how they are going to be accepted.

"And if they are losing money on a given item, they don't stand still, they find out why."

The only way to get the "why," Mrs. Lottier emphasized, "is through research." And that's where operations such as Lottier-Nixon come in.

* * *

GIVING THE major reason for the firms creation Mrs. Lottier said:

"Manufacturers now realize how heavily the colored market weighs on the nation's economy.

"The colored buyer should also become aware of this."

Because of the millions these buyers pour into the economy, the interviewer believes, they are entitled to equal job opportunities in the manufacture, distribution and marketing of the products they consume.

"It is time they air their gripes through surveys, instead of over the back fence," Mrs. Lottier continued, adding:

"To say you don't like X brand because . . . does little good unless it reaches the ear of manufacturers."

Touching on the secrecy phase of their operation, the energetic proprietors described it as "walking on eggs."

"The public must be absolutely sure that informaton we get, which is highly personal, will be kept in the strictest of confidence."

* * *

ON THE other hand, their clients —the manufacturers —must be able

(Continued on Page 24)

CHECK OFF — Mrs. Lucille Nixon tabulates survey data. Bulk of tabulation is done by IBM Calculators.

SEEKING REACTION — Mrs. Arnetta M. Lottier relies heavily on telephone to gather reactions of the buying public. Home visits, store checks are also important parts of her business.

9,000 Witnesses

By ELIZABETH M. OLIVER

Baltimore and surrounding communities are hosts to more than 9,000 Jehovah's Witness delegates from Pennsylvania, Maryland, Delaware, Virginia, West Virginia and the District of Columbia this weekend.

Their three - day assembly opens today (Friday) at the Timonium Fairgrounds and extends through Sunday.

Known as well-mannered and orderly, their cleanliness is almost legendary.

When pre-convention workers arrive Monday, they swept and scrubbed the Timonium Fairgrounds and grandstand spotless. They'll do it all over again after the Assembly.

* * *

RELYING on the magic of brotherly love their money does not come from collection plates.

From funds voluntarily given, they are meeting the considerable expenses of the three-day convention.

Baltimore and Timonium merchants found them purchasing the following foods with cash, this week, as they planned to feed 27,000 persons a day:

6,000 lbs. beef	4,000 lbs. potatoes
1,800 loaves bread	1,000 pies
7,200 eggs	7,000 pts. milk
1,300 doz. ice cream bars	700 lbs. fish
600 lbs. chickens	4,000 lbs. cabbage
700 gals. canned vegetables.	

Their cafeteria's ability to serve as many as 1,000 persons per minute has been studied by the U.S. Army.

* * *

TO KEEP THE convention running harmoniously, the Witnesses use 21 separate departments working on coordinated schedules.

The Housing Department arrived in Baltimore in mid-June, sent representatives from door to door to arrange rooms for delegates at not more than $3 a day.

Under the sponsorship of the Watchtower Bible and Tract Society, the legal corporation of the group, convention headquarters were established at 1625 Bellona Ave., Lutherville, Md.

Telephones were opened there and at the Timonium Fairgrounds grandstand rooms which now serve as offices for public relations, administration, cafeteria, education classrooms, first aid station, literature supply stations, many other divisions.

Dallas Wallace, a master in organization, is convention staff manager. More than 2,000 workers volunteer services. They came in cars with their families from all the district states.

* * *

DISCUSSION of the Bible and problems of daily living the Jehovah's Witness way is the overall aim of the convention. Members will study the Bible in daily class instruction.

At periods the ministers will make visits to Baltimore and Timonium homes on preaching missions they say are patterned after Christ's method "in the market place, the highways and byways."

All sessions are open to the public.

THE BAPTISM of more than 200 persons Saturday at 9:30 a.m. is a spectacular highlight as "the world's fastest growing religion" adds more members.

Each candidate will be completely immersed in water in two pools workers have set up on the Fairgounds.

* * *

JOSEPH J. SAIA, the Witnesses' dynamic lecturer, is main speaker. He will talk on "Search for the Sheep and Care for Them" tonight (Friday) at 7:35 o'clock. Thousands of Baltimoreans will overflow the grandstand long before to hear music, view pageants and visit exhibits.

(Today's program began before 12 noon and includes this afternoon with song, prayer, speaking.)

The speakers list through Sunday includes Pressley Green, Washington, an overseer and presiding minister of the District of Columbia congregaton, and J. L. Wilson Jr., circuit supervisor of ministers, both colored officials.

* * *

"TAKE COURAGE, the Kingdom is At Hand," is title of a lecture Mr. Saia will give Sunday at 3 p.m. to answer questioins on what Witnesses believe.

Throughout the world, each member is officially a minister, trained to preach the same beliefs.

Believed to be the world's largest congregation, 1 million ministers in 21,557 congregations in 188 different lands, they preach "The good news of His Kingdom through Jesus Christ."

The United States has 273,131 ministers, 4,333 congregations, devoting yearly 132,695,540 hours door-to-door preaching in homes nation-wide.

The world famed Watchtower Magazine also proclaims their beliefs in 128 languages with 1 million circulation each issue.

* * *

THE MILLENNIUM, the period of 1,000 years believed to be scheduled by Revelations, 20th chapter, will follow the end of wickedness present in the world today, they say.

Destined to begin "in this generation," the Millennium will witness Christ restoring earth to righteousness, a paradise, the Witnesses believe.

Witness point out that the World War which began in 1914 was the first on earth and brought great woe never known before.

Mr. Saia told the AFRO: "All things that have occurred since then have fulfilled Jesus' words."

Mr. Saia also said Witnesses believe world conditions today evidence further fulfillment of Jesus' prediction of the End of the World (not the physical world but the world of wicked elements.)

Dawning is the "righteous new world of God, Jehovah's Witnesses believe.

CONVENTION FIGURES, left to right, in a re convention conference Tuesday, Pressley Green, Washington presiding minister; Joseph Saia, main speaker; Jesse Thompson, Baltimore, presiding minister of Druid Hill Congregation; Dr. William Mason, Baltimore, presiding minister, Lafayette Park Congregation, convention First-Aid supervisor.

THREE DAYS of the glorious friendship, brotherhood and love for which Jehovahs Witnesses are known, is being enjoyed through association of whole families. Above, Mrs. Gussie Green, Washington; Mrs. Virginia Cater, Alexandria, Va., and Mrs. David McClure, Salisbury, Md. stroll fairgrounds.

TRADITION OF CLEANLINESS, a world - wide attribute of Jehovah's Witnesses, is carried on here by volunteer convention workers, all ministers, who on arrival cleared entire Timonium Fairgrounds to spotlessness. They will leave it spotless Sunday after more than 50,000 persons visit.