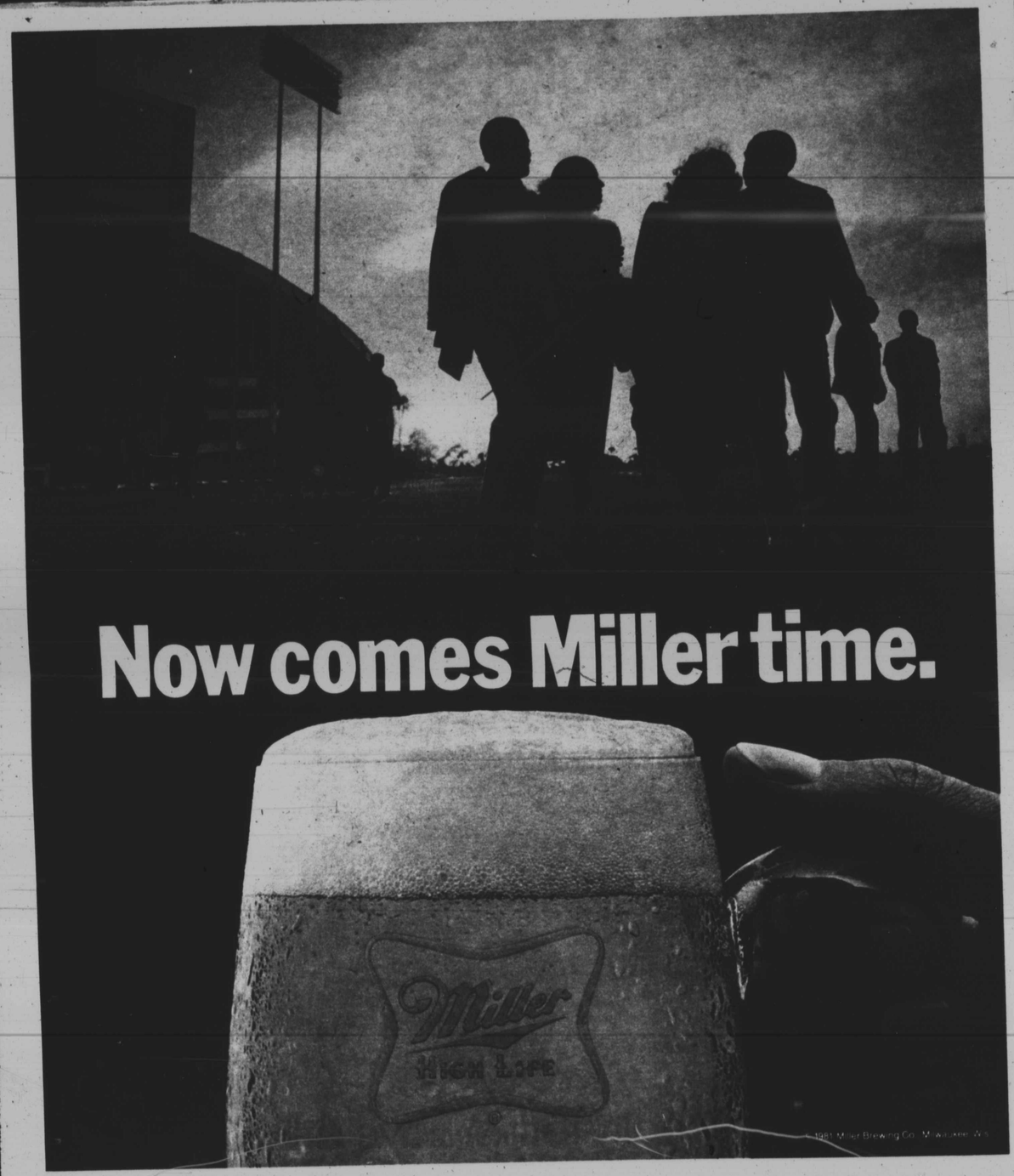
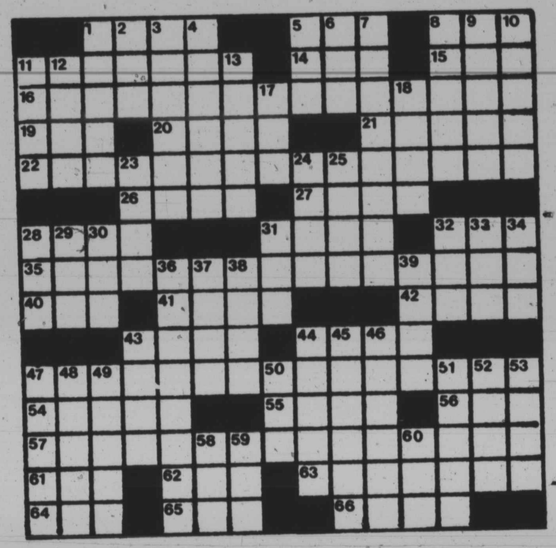


Black History Crosswords



ACROSS

1 —, Just: blk. biologist (1915 medal winner)
5 'Annie Allen,' poem by Gwendolyn Brooks
8 Exclamation expressing contempt
11 — ton, —: Area in Rep. Lottie Watkins' ST
14 Forte of Charlotte E. Ray: 1st blk. fem. participant (1872)
15 African mammal crossed with 9D?
16 — van —: great musician (of black ancestry (1770-1827)
19 Blk. G.I.s of the 370th Regt., et al., fought here WWII
20 "— Venus: poem by blk. master poet - inv., Lewis H. Latimer
21 See 20D: 2wds.
22 Naval Hero in War of 1812, on Lake Erie was of black ancestry
25 Scenes of bitter racial violence: (1863)
27 Caveman's exclamation?
28 Charge for 10D?
31 With a mule; one of the promised
32 — U —: Patricia R. Harris may be a member of this Org.
35 Warren — —: 29th U.S. President (of black ancestry 1921 - 23)
40 Hannibal, blk. Moore, lost one while fighting Rome
41 — Fall: blk. model and actress from Mali, Africa
42 — Bontemps: blk. poet (born 1902)
43 Stuff for Jennie Patrick Yeposh: 1st blk. fem. chem. eng. (1979)
44 Results of 49D
47 —, 1651 - 1695, 1st Royal Gov. of Mass.: (of black ancestry)
54 The "Black Star Line" was —
55 — yrs. ago; Port, were literally dying (in Angola) to expedite amalgamation
56 — Lanka: blks. explored this island long ago
57 "Old Hickory": (of black ancestry)
61 Black 'Boy King' of Egypt
62 Spirit: to Lucius Quietus, blk. Rom. Gen.
63 - 17A, D.
63 Robt. A. Jones & Amos E. Long (blks.) inv. — jar lids: 3 wds. (pat. 1898)
64 Weapon used in 19A
65 Measures for 'The Liberia Herald; 1st newspaper printed in Africa (1826)
66 Harriet Tubman led slaves via this to freedom

DOWN

1 Lofty peel in blk. land of New Guinea: 2wds.
2 African hair - style feature
3 — ville, MN: 34D fled for 4th place in this ST ('48)
4 Incubator?: inc. by Granville T. Woods, blk. (2wds.)
5 Phoebe Fraunces (saver of Geo. Wash.) served this in the inn
6 — Turner: slave - revolt leader (1831)
7 "Pieter": legal blk. lasher (of blk. & white) billed NY for his duties (1662)
8 John Mullen, blk., inv. an asphalt one: (1974)
9 African assagai
10 Royston A. —: blk. trainer of horses
11 See 4D
12 '—, Circuit Breakers': another inv. of 4D
13 3D operated here
17 Chem. suffix for 50D: he also inv. a 2 - cycle gas eng. (1885 1961)
18 Heard in supreme Court: Violette Johnson, 1st blk. fem. practiced (1882)
23 —ngui R. Congo
24 — et: worn by 1st U.S. blk. Rom. Cath. bp., Jas. A. Healy (1875)
25 Latin 'Hour' to African Pope "Victor": 186A.D. - 197A.D.
26 'Iron —': started in Africa.
29 Peter — of the 1860s
30 Richard Allen co - founded this church
31 Home of Mrs. Rosa L. Parks: courageous blk. lady
32 - ship: inv. by John F. Pickering, blk. (pat. 1900)
33 — Zingha: warrior queen of Angola, born 1582?
34 Pro - golfer Pete Brown, 1st blck. to win in this tour; '64 Waco Turner Open
36 Chief event of 'Calak' (blk. S. Afr. ST); exporter of wool: 2wds.
37 54A was —: abbr.
38 G.I. in 19A were covered by the "Natl. Ser. Life Ins. Co."
39 Alice Coachman, blk. athlete, was graceful in this: born 1926 40 Poetic word to Nikki Giovanni & Ntozake Shange: two great blk. ladies
44 Travelled Moslem title
45 Crafts for Matthew Henson? : blk. discoverer of the N. Pole (1909)
46 Deeds by blacks are in fact. —
47 Position of Ms. Ruth Love of Oakland, CA: poss. abbr.
48 26A was swashed —; destined to be exchanged for slaves: 2wds.
49 Hannibal's troops (blk. Moors) intermixed with people in this area of Italy (216 B.C.)
50 Inv. by Fredr. M. Jones, blk., keeps food in this state, et al.
51 Meredith Gourdine, blk., invented controlling device for this stuff
52 Bruno M. Jerry, blk. skater of Baltimore, MD 59D
53 'Term' to Otis Boykins, blk. inv. of pacemaker unit; and Math. teacher
58 — yuki, Kenya
59 Edwin C. Howard & 29A
60 Kitchen Police Group: abbr.

Selling At Home Can Pay

By Caroline Barnes

You find your 9-to-5 office job boring and feel confined by the pressures of working for someone else, or you simply want to earn a little money in your spare time. Consider a career in direct sales. Every year, this industry generates $6 billion dollars in sales and keeps over 2 million independent sales people active and out in the field.

What is direct selling? It is a special form of retailing that takes place outside of a retail store. Most of the sales are made at the customer's home, at sales parties or over the telephone. About 800 large companies manufacture products that lend themselves to direct sales, and the industry is growing at a rate of six percent a year.

The major product sold through direct sales is cosmetics. Other products sold this way are vacuum cleaners, home maintenance products, plastic housewares, costume jewelry, food supplements and reference books. Security systems, wearing apparel, cutlery and toys are sold through direct sales as well.

There are two ways of working in direct sales. One way is to purchase the products you wish to sell from the manufacturer or distributor, add a mark-up and resell them, keeping the profits. The second way is to work on a commission basis by writing up the orders and forwarding them to the manufacturer and earning a percentage of the profits. Either way, the cost of getting started is relatively low ($50 to $100).

There are different ways of making a direct sale. Sixty of all direct sales are made at the customer's house, 15 percent are made at sales parties and eight percent are made at work. Because so much business is done by the door to door approach, many direct sellers prefer to use personal recommendations to avoid the famous "door-slamming" routine.

If you are interested in becoming a direct seller, here's how to get started.

If you don't already have a particular product in mind, look in the help wanted advertising section or check the names of large, well-known companies in your phone book.

One way to get the names and addresses of companies who market products that lend themselves to direct sales is to contact the Direct Selling Association (DSA), 1730 M Street, Northwest, Washington D.C. 20036. This Association was founded in 1910 and its members are companies whose products are usually marketed through direct sales.

Once you have selected a product and a company, here are a few things you should find out before getting started:

- What will your out-of-pocket expenses be? The normal range is from $50 to $100.
- What kind of related costs will you have? Find out the amount of driving that will be required, as well as any bags or catalogs that you will need.
- Be cautious of any seller who starts out, "I'm taking a survey . . . ," "You've been selected . . . ," or, "You've just won . . . "
- Ask for identification which shows the salesperson's name, local address, the product and the company he or she represents. If in doubt, check with your local better business bureau.
- Buy only because you need the product, not because of a hard luck story.
- Choose wisely. Select quality products at fair prices.
- Insist on seeing any warranty or guarantee in writing.
- Take sufficient time to think over your purchase. Don't be afraid to ask questions; demand direct answers.
- When you make any major purchase, don't sign a sales contract until you read it, understand it, and know the total cost including any finance charges.
- Remember that, when you make a purchase in your home for $25 or more, you are entitled by law to a three-business-day period (or cooling-off period) in which to reconsider your purchase.