

Berry advocates business with Nigeria

By Kathryn Hall Bogle

From Saudi Arabia, by way of Los Angeles, came former Portland, Ben Berry Sr. He came for a quick visit with family, friends and business associates before returning to his job in the Middle East.

Accompanying Berry from their Los Angeles home were his wife, Zana, and their teen-age daughter, Gina.

What had been expected to be an interview studded with gleaming highlights of the business situations of the glamorous oil-rich country of Saudi Arabia, turned out to be a rich flowing conversation about the pulsing, vibrant oil-rich country of Nigeria.

A barrage of questions were levied. What is it like living in Saudi Arabia? How do they treat you in Saudi Arabia? Where do you live in Saudi Arabia?

Berry fended off questions as to specifics pertaining to the nature of his job and even to its locale in the middle east country. He did admit that he had been in Saudi Arabia for the past four months. He did say that he is working on a "one-year contract with the Saudis in providing and planning for large scale facilities." He did state that he will be returning to the middle east - soon.

"Specifics are simply not available at this time," he said. "I'd rather talk about Nigeria and opportunities for technicians and business people there."

Shifting into high gear on this subject, Berry continued, "Nigeria offers a lot of opportunity to do business with Black Americans. This applies only if you have a going business and are not just looking for work."

Nigerians prefer light industry," Berry went on, "such industries that are labor-intensive that can supply

jobs for their labor force are the industries are most likely to be welcomed.

"I would not recommend that people, wanting to start a business without having prior business experience, try it in Nigeria."

Berry holds a degree in Mechanical Engineering from USC. He worked in the Aero-Space industry in the Los Angeles area before moving to Portland in the 60s. In 1968, Berry was Chief Engineer for the Albina Corporation. He left that position in 1971 to work as the Senior Administrative Analyst for the Bureau of Communications of the City of Portland. Neil Goldschmidt was Mayor at that time.

During the early 70s, Berry was involved in supplying needs in this City's critical housing shortage for low and moderate income persons. He, and others, formed the Housing and Urban Systems Corporation which constructed and developed the King-Dishman District on 6th and Alberta, and at Rodney and Knott Streets.

Berry said that his company also developed 80 housing units in Aloha Park on Baseline Road in Aloha. The company, in which he holds the presidency, still manages Aloha-Park through the company vice-president, E. Chuku Ogbuobiri he said.

Returning to his suggestions and advice concerning business ventures in Nigeria, Berry cautioned, "They (Referring to Americans wanting to establish businesses there) should first get their 'political act' together. By that I mean that they must learn to work closely with the Nigerian government to see that they are regarding the wishes of the government, and not going counter to them."

"In 1974, I organized the International Technological Assistance

Corporation," Berry said. "I entered the field of International Trade by first exploring how to do business overseas, and in Nigeria particularly.

"Our company researched for one full year in 'How to do business' there. We invited others, knowledgeable in these matters to address us and to guide us.

"I, myself, spent several months in Lagos just getting acquainted with Nigerian culture and with people who live there," Berry told us.

"My next step was the introduction of high technology products which included mini-computers and tele-communications. After two years of selling these products we joint-ventured with other companies to develop and plan projects on a large scale. This included providing technical services.

"To do business in Nigeria," Berry continued, "It is advisable to have a working relationship with local partners. This is truly expected by the nationals. Most of our work involved support and supply to government agencies under contract."

Berry shared a 1977 highlight of his Nigerian transactions. He told *Observer* readers of a successful loan commitment he had extracted from the United States government (and private banking institutions) for the Nigerian government to the tune of 234 million dollars. This money was earmarked, Berry stated, for design and construction of a maintenance base complex for large commercial aircrafts such as DC-10s. Subsequently this loan, because of its size, was written up in "Business Week" Berry claims.

Recognizing that all business people will not be dealing with such financial figures, Berry answered a question: What else goes in Nigeria?



BEN BERRY

"Anything people like here!" he smiled. "Beer, for example. It was once imported. Now Nigerian breweries are becoming the providers for this community.

"In Nigeria ninety percent of their products are imported. They are extremely anxious to become self reliant in order to strengthen the country.

"Housing," Berry added, "is another pressing need and of crucial concern to Nigeria. Their country young folk are flocking to the cities and are adding daily to these needs.

"Stereo equipment is prized highly. A large American company might join with a local Nigerian company to manufacture such equipment and help to stem the necessity to import. The opportunities are there for the cultivating. One last suggestion might be," Berry ended, "is to obtain free literature from the U.S. Department of Commerce on the 'How of International Trade.'"

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MEMBER OF UNITED FRUITERS



Phillip Avery enjoys sports with Urban 4-H program.

4-H plans fun Few Blacks in education

Registration is still open for Northeast Portland's Urban 4-H Summer Program at King Neighborhood Facility, 4815 N.E. 7th Avenue. Youngsters between the ages of 7 and 15 are invited to participate in the annual program of sports, arts and crafts and specialized learning activities.

Parents may register their children at the King Center office Monday through Friday, 9 a.m., to 3 p.m. The program is cost free and includes a snack and lunch for each child enrolled.

Between the hours of 9 a.m., and 1:30 p.m., children will choose activities geared to their age and grade. Special sessions in increasing language skills is included and youngsters whose first language is Hmong or Vietnamese are urged to participate.

Transportation to the center will be provided in the morning at pick-up points throughout the community. Vans will be at Boise School, Vernon, Irvington, Sabin, Woodlawn, Ockley Green and Humboldt each morning throughout the summer program between 8 and 8:30 a.m. In the afternoon vans will return the children to the designated pick-up points.

Further information regarding the special 4-H summer program can be obtained by calling the Urban 4-H office, 287-1770, or visiting the office at 4815 N.E. 7th Avenue announces Ira D. Mumford, extension agent.

(Continued from Page 1 Col 6) are Black. Even among minority employees, the male/female discrepancies continue, with Black women more likely to be in low paying secretarial and aide positions than men.

Information for the community colleges are not specific enough for a thorough analysis. Out of 254 administrators, only two are Black and they are located at Linn-Benton CC and Portland CC.

Although community colleges have high percentage of minorities, their staff to not reflect their student bodies. The highest percentages of students is at Mt. Hood, with 9.9 percent. Mt. Hood's faculty is 7.5 percent minority. Treasure Valley's student body is 10.2 percent minority; its staff is 6.1 percent minority. PCC has 5.7 percent minority students and 5.7 percent minority staff. Central Oregon CC has 5.3 percent minority students and no minority staff.

HIGHER EDUCATION

In high education faculty are appointed in three categories: fixed term, tenure - track and tenured. While 62 percent of the white male faculty are in tenured positions. Only 36 percent of the minority males are tenured. Minority males make up 4.5 percent of the faculty but 7.5 percent of the fixed-term (temporary) positions. Of the minority males, 46 percent are fixed term.

Of the female faculty, 32 percent of the Whites are 14 percent of the minorities have tenure. Minorities make up only 2.6 percent of the tenured faculty.

Women consistently earn less than male faculty, with the discrepancy growing. In 1980, women earned an average of \$6,192 less than men.

Of the 193 minority employees (out of 4,135) 58 are tenured, 31 are tenure track, 104 are fixed term.

Dr. Elaine Spencer, a plaintiff in a civil rights complaint against the State Board of High Education

testified before the committee that at OSU there are no female full professors in the School of Sciences, yet there are 117 men, sixteen percent of the persons in the US obtaining doctorates in Science were women. In OSU, U of O and PSU one percent of the full professors of Science are women.

There are no women full professors in Pharmacy at OSU, no women professors of Business Administration in any of the three schools. In education only 14 percent of the full professors are women. Approximately 46 percent of the doctorates in English Literature and 39 percent in Letters were women. Yet at PSU only 8 percent of the professors in this field are women, at U of O 9 percent and at OSU 13 percent.

In the three state universities there are only three women full professors in social science, a field historically open to women.

Dr. Spence also testified that goals are set for minorities as a group, so that if a university has the specified number and they are Asian, no Black or Hispanic will be hired because there are "so many" minorities.

Those who testified at the public hearings including State Superintendent Vern Duncan, specified several reasons for the failure of affirmative action in the education system:

- Prejudice in the assignment of positions that can lead to administrative positions
- Current methods of reducing staff tend to eliminate minorities and women first
- Promotion from within and failure to use affirmative action recruiting
- Underfunding of affirmative action positions, conflict of interest and lack of independence
- Fear of intimidation by faculty members who have complaints

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Citizen of the Week




Terry Lynn Robertson has just completed her Freshman year at Oregon State University where she is studying Business Administration and Fashion Design. She hopes to some day have her own fashion design business.

Terry graduated from Wilson High School in June of 1980. She attended Eliot, Holiday, King and Multnomah elementary schools and during grade school was busy with school activities including track and tennis.

Terry has held a number of different jobs during school. She supervised children for the YMCA, did office work at the Metropolitan Credit Union, was a stock girl at Nordstrom's, did office work for Commissioner Charles Jordan, did bookkeeping for the Urban League, and was a photographer for the *Observer*.

Terry is active in her church - Bethel AME - where she is a member of the Youth Usher Board and the Youth Choir. She is a recipient of the OACWC scholarship. She is daughter of Edna Robertson.

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