



KARL JOHNS
(Photo: Richard J. Brown)

Security firm new start

by Robert Lothian

Karl Johns likes to play golf. "I'm one of the world's worst golfers, but I love it," said the 36-year-old owner of Magnum Protective Services and vice-president of the Leisure Hour Golf Club.

Johns started his security business in October. It's one of six businesses getting started under the umbrella of the PCC Cascade business incubator program.

His ten employees work as uniformed security guards for stores, malls, hotels, banks, even parties and other special events. Although just a few months old, Magnum has become the first recipient of a Portland Development Commission minority business loan. And business was "very, very active" during the holiday period, he said. "As far as the future is concerned," said Johns, "I wish it could stay like Christmas."

Johns has been so busy that he has had to cut back on his golf game. "I had one foot in the car on my way to a golf tournament in Seattle when my pager went off," he said. He had to scrub the golf trip and take care of business.

"Starting a business is rough. You have to sacrifice a lot. That's the cost I have to pay and I'm going to pay it. It'll all be funny later on down the road."

Johns was born in Austin, Texas and spent part of his youth in Portland, where his parents and sister also live. He spent 13 years in the U.S. Army, with one year in Viet Nam. Leaving the Army in 1980, he entered the PCC criminal justice program and took the first job he was offered, as a security guard. Then, for two years he went to school and worked full time.

"I was averaging 3-4 hours of sleep a night, but it was worth it," said Johns. "If you want something bad enough, that's the price you have to pay."

Johns said the mismanagement he experienced working as a security guard caused him to think of ways to run a business more efficiently, and the

Firehouse Theater

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The center also has activities for children. The IFCC student theatre group will be touring the city soon with their production of "Winnie the Pooh." In addition, after school and weekend classes offered at IFCC cover drama and dance — mime, directing, theater make-up, and beginning dance and breakdancing taught by Bobby Fother of the Herrerro Dancers. The classes are inexpensive and by taking one, a child can graduate to participation in the student acting company, said Busby.

It has taken a while for the classes to catch on, she said. "The immediate community is not used to having a performing arts center right next door. Parents don't know yet that by letting their kids take part in one of our classes they are offering them the opportunity of a lifetime."

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Community Profiles

by Linda L. Thompson

Recently a young Black lady was appointed Branch Manager of the Portland-Airport U.S. Bank. It is because of this great accomplishment/milestone that she was chosen as our role model for this week.

A native of San Francisco, California, Millie Glover came to Portland at a very young age. She attended St. Andrews, Vernon and St. Mary of the Valley Boarding School (2 years) before completing high school at Adams.

Because Millie was not sure of what she wanted to choose as a career, she attended Business School at Portland Community College.

Her career with the U.S. Bank began when 18 as a commercial teller. She transferred to the Union Avenue Branch and remained there for five years. It was while at this branch that Millie decided to make banking her career and started making preparations to excel.

U.S. Bank has a career development program offered to employees. Millie enrolled and completed this program and immediately went into their next level of training, which was management. Soon after this training was completed, Millie was promoted to the position of Assistant Operation Manager and one year later to Operation Officer. Ms. Glover continued to take job-related college courses and to work toward her goal. With persistence and dedication, Millie reached her goal of being Branch Manager December 1, 1984.

When Millie is spending time with her 13-year-old daughter, it is difficult to determine who is the mother. This is because of her youthful appearance.

In her spare time she enjoys singing and dancing. Ms. Glover has an air of sophistication and a sense of sincerity that is easily observed. She has this to say about being successful: "Have determination. Don't let others deter you



MILLIE GLOVER

from your goal (inter or intra-office). Get as much education and knowledge as you possibly can in your chosen field. Even when you complete a given segment, continue to take classes. Knowledge is a never-ending process. Start young preparing yourself for a career choice.

"Get involved in extra-curricular activities. Don't become lazy. Have an open mind and be flexible. A positive mind is a must. This will sustain you when you reach problem areas. Things will not always go your way. I have seen a negative attitude destroy many potentially good careers and many intelligent and capable persons."

Millie smiled and stated, "Don't ever forget where you came from and those people who gave you support and help in reaching your goal. Try hard to do the same for someone else."

Millie is one of those young ladies who will eventually be listed in *Who's Who in America*.

Until next time, remember: Love will sometimes be tested, but true love will endure.

Portland Women's Crisis Line

232-9751

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INTERESTING FACTS

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In parts of Indonesia, people once avoided making loud noises in the rice fields, lest it frighten the rice plants.

The average life expectancy in 1900 was only 47 in the U.S. Today it is over 70.

An adult African elephant needs 300 to 400 pounds of fodder a day.

We do not do business with South Africa.



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Now Oregon has 2 new ways to buy AT&T Long Distance Service

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"Reach Out" Oregon provides a full hour of AT&T direct-dial long distance calling during the weekend and night rate periods within Oregon for a low monthly charge of \$13.25. No limit on number of calls or calling distances. Additional hours cost just \$10. And if you use only part of an additional hour, you'll pay only for the part you use.

In addition, "Reach Out" Oregon also gives you an extra 15% discount on all AT&T calls during the evening rate period. That's an additional savings when you have the time to call family and friends from home. A one-time charge of \$10 starts you with the plan.

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The plan applies to all direct-dial AT&T calls billed to your main business number, regardless of the number of lines you have. You also get detailed billing. So sign up now and start saving.

With "Reach Out" Oregon and PRO Oregon, you'll get the same high quality you've come to expect from AT&T. That means a quality connection and service to every corner of the state.

Other changes include:

- A uniform 40% discount on night calls (11pm-8am daily) and weekend calls (Sat., 8am-11pm; Sun., 8am-5pm) instead of the present 50% nights and 35% weekends. Discount on evening calls (Sun-Fri., 5pm-11pm) is 25%.
- Termination of the "10-1-10" plan between service areas.
- New AT&T daytime prices, effective February 15, 1985.

miles	1st min.	add. min.
0-10	\$.20	\$.10
11-22	.27	.17
23-55	.34	.24
56-70	.42	.30
71-124	.47	.34
125-196	.49	.36
197-440	.50	.37

In general, calls over shorter distances will cost more under the new schedule, while calls over longer distances will cost less.

Sample 5-minute daytime calls			
From:	To:	Former Price	New Price
Portland	Medford	\$2.56	\$1.98
Eugene	Pendleton	2.56	1.98
Salem	Albany	.92	1.30
Portland	Eugene	1.87	1.83

Copies of AT&T's current price lists are available for inspection at the offices of AT&T Communications, 2125 SW 4th Street, Portland, Oregon.

For more information on the new plans, call toll free: Residential: **1 800 222-0300** Business: **1 800 222-0400**.

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