

Gail; Washington Named Employer Relations Officer

Gail Washington-Johnson, assistant to Mayor Clark, has been appointed Employee Relations Officer in the Bureau of Personnel Services for the City of Portland. She will begin her new duties in mid-January.

Mayor Clark said that Ms. Washington-Johnson's appointment will strengthen the City's labor relations program and help further his goals for workforce development and affirmative action. Ms. Washington-Johnson will head the City's Employee Relations Unit, which is responsible for negotiations and contract administration of all labor agreements; for supervisory training in discipline; and for personnel policy development.

Personnel Director Melinda Petersen cited as one of Ms. Washington-Johnson's major strengths her background as a negotiator on the union side of the table. "Gail's eleven years' experience in labor relations includes bargaining for the Oregon Public Employees Union and the Oregon Nurses Association, experience

which will serve her well in bargaining on behalf of the largest city in the state."

Ms. Washington-Johnson has also served as a negotiator for the Massachusetts Teachers Association, and has extensive experience as a trainer. These skills will be heavily utilized by her in the City's labor relations training program for supervisors and managers.

Ms. Washington-Johnson, a member of Mayor Clark's staff since February 1990, has served as the Mayor's community liaison for constituent concerns, MHRC, Aging Services, Office of Neighborhood Associations, and affirmative action. While Mayor Clark will Miss Ms. Washington-Johnson on his staff, he expressed pleasure that she will remain with the City and will be able to use her considerable skills and background in labor relations. Mayor Clark is carefully reviewing his staff size in light of cuts that will be required by Ballot Measure #5, and no plans have been made at this time to fill the vacancy.

PSU Student Affairs Office Strengthens Support Programs

Portland State University's Vice President for Student Affairs, Morris K. Holland, has announced two new appointments which signal a strengthening of student support programs, particularly those involving minority students.

Dr. Gilbert Sanchez, Currently Director of Pre-College Outreach Programs at California State University, San Bernardino, has been appointed Assistant Dean of Student Affairs and Director of Minority Student Affairs at PSU, effective January 1, 1991. Dr. Catherine Collier, previously Director of Professional and Community Development at the American Indian Science and Engineering Society, University of Colorado, has been appointed Assistant to the Vice President for Research and Development.

Dr. Sanchez, who earned his undergraduate degree at the University of Southern California and his EdD from the University of Massachusetts, Amherst, has had extensive experience in developing bilingual educational programs and student recruitment and retention efforts.

At PSU he will have responsibility for academic support programs for all students, such as academic advising, orientation and tutorial assistance. He also will serve as the primary advocate for issues related to minority students. Dr. Sanchez will give leadership and direction to those issues working closely with appropriate community groups.

Dr. Collier earned a bachelor's degree in anthropology from Reed College and bachelor's and master's degrees from Utah State University. Her PhD is from the University of Colorado, Boulder.

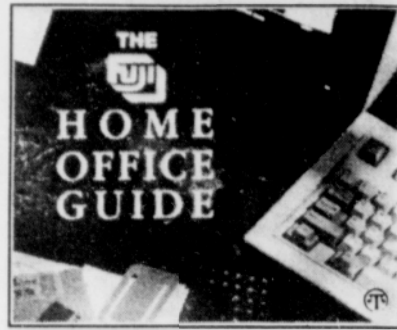
She is a nationally known expert on issues involving native American students and a specialist in cross-cultural/special education. Fluent in two Indian languages, Dr. Collier has worked extensively to improve the educational success of minority students.

Her responsibilities at PSU will include program development and identification and acquisition of outside program funding.

BACKGROUND ON BUSINESS

Home-Office "Do's And Don'ts"

Setting up a home office—or just wishing you could? According to home-office experts Paul and Sarah Edwards, a key to any successful home-based enterprise is establishing a proper business atmosphere. In *The Fuji Home Office Guide*, a



A free guide gives budding entrepreneurs—as well as experienced home office workers—help in running a successful business from home.

free 24-page booklet from Fuji Film Floppy Disks, the Edwardses offer the following advice to help home-office workers start their businesses off on the right foot:

•**Separate your work space from your personal space.** Bedrooms and living rooms aren't productive business environments.

•**Don't wait for business to come to you.** Go out and aggressively market your products, services and expertise.

•**Get a second phone line, separate from your personal number.** This will make your business appear more professional.

•**Don't expect to work effectively with children underfoot.** Have a signal or sign so family members know when you're working. Don't let children answer your business phone if you want to project a professional image.

•**Take your business seriously.** Have business cards, stationery and envelopes printed so others will take your work as seriously as you do.

•**Don't forget your cash flow.** Establish a clear set of rules for billing and payment, and make sure to get deposits, partial payments and retainers.

The Fuji Home Office Guide contains additional home-office do's and don'ts and seven other informative lists for running a business from home. It's available free-of-charge to consumers by writing to: **The Fuji Home Office Guide, P.O. Box 1738, Ridgely, MD 21681.**

Part 2 of 2

The Beginner's Guide to Card Collecting

by Aaron Fentress

What started as an innocent venture has grown into a burning desire. I once simply wanted to collect a few sports cards of my favorite sports teams and players. Now I'm investing in cards for future benefits.

Like anything else it takes a lot of capital to turn anything into big money. Me, being a college student, I have no capital. I only know capitals of states and countries. But I do my best and have managed to collect some cards that someday may be worth some money. Maybe when I'm done I'll be able to send my son to college with the sale of my card collection. Just as long as I don't have to give up my Walter Payton cards.

The first thing I realized when I started collecting cards is that the grand old days of *Topps* dominance is gone. It used to be that *Topps* made the only card in town. Now, they not only don't make the only card but they don't even make the best cards. It seems that in all those years of holding the monopoly *Topps* forgot about quality. The new cards put *Topps* to shame.

If your looking to start collecting the first thing to consider is the brand and sport in which you want to collect. Many dealers that I have talked to are beginning to feel frustrated by the different brands of cards that pop up every year. There are simply too many.

I myself have collected seven rookie cards of Chicago Cubs pitcher Mike Harkey. All from different brands. If Harkey pans out like he's supposed to for the Cubs then they will be worth some decent money. But which one. The *Fleer*, *Topps*, *Upper Deck*, *Bowman*, *Donruss*, *Leaf* or *Score* card. It can get confusing. Chances are that all of them will be worth money because baseball cards tend to rise in value no matter what the brand. They are the most popular sport card.

If your decide to collect baseball cards for yourself and don't care about future riches then buy them all. You can never have enough cards of your favorite player. But if your looking to collect complete sets so you can cash in on those future riches, then my advice is to collect *Upper Deck* baseball cards.

For quality there isn't a better baseball card than *Upper Deck*. The Photography is top notch. The gloss finish on the cards are superior to the other brands and the card-stock itself is of higher quality. You get a clear glossy picture on the front and unlike most you also get a picture, with glossy finish, on the back along with the usual player statistics. The only minus against *Upper Deck* is the fact that the picture on the back prevents all of the career statistics to be placed on the back if the player has played more than five years. But the trade off is worth it.

Score and *Leaf* hold their own while *Bowman*, *Donruss* and *Topps* are in serious need of improvement if they want to compete.

If you decide to collect football cards beware that their value is not as high as that of baseball cards. The only marketable football cards are that of quarterbacks and running backs. Any other player of equal talent in another position isn't going to be worth as much.

The brands to choose from in football are *Pro Set*, *Topps*,

Score, *Fleer*, and *Action Packed*. Of these five *Topps* again loses as does *Fleer*.

The *Action Packed* cards are different than the rest in that they are almost three-dimensional. The player is sculptured so that he is raised from the card. The effect is interesting but it doesn't really qualify as a card. *Score* and *Pro Set* get the nod in this department. Both feature better pictures without distracting graphics. The photography used rivals that of *Sports Illustrated*.

Due to the growing popularity of the NBA, basketball cards are soaring. Because of the visibility of the NBA the potential of basketball cards seems to be unlimited. Already new players like David Robinson have cards worth as much as \$40. As for the established stars like Michael Jordan, the future looks expensive. In only his seventh season Jordan's rookie card is priced at \$240.

For basketball fans the choices are limited to three. The established *Fleer*, and the new *Hoops* and *Sky Box*. As far as a natural basketball card goes *Hoops* wins out over *Fleer*.

Fleer, like their baseball and football cards, lacks picture and design quality. The boys at *Fleer* don't seem to have much of an imagination. The *Hoops* cards limit themselves with their boarder which rounds out the top of the photo. Besides this problem the card as a whole is good.

As for *Sky Box* the jury is still out. The *Sky Box* cards feature the technology of laser printing. A picture of a player is surrounded by colorful graphics which eliminate the usual background of the game in which the player is playing in. In this style of card, the majority of the time, your only presented with the player doing his thing surrounded by a rainbow of colors. The effect is brilliant, but different. The market on these could go through the roof or fall to the cellar. Because the 1990-91 *Sky Box* cards is an inaugural set we will have to wait and find out where it's popularity goes. In my opinion *Sky Box* is the best basketball card on the market today.

When you decide which sport or brand to choose from you then must decide which route you which to travel in compiling your collection. You could purchase individual packs. Or you could buy complete sets but that's no fun. The best way is to buy the wax boxes. They are simply boxes filled with individually wrapped package.

If you decide to keep this box for yourself then you will have fun opening the packages and seeing what's inside. You could luck out and find duplicates of expensive cards. If you want to sell the box in the future then leave it un-opened. The value stays higher because due to the mystery of what's in the box. A wax box of 1981 *Topps* football cards is more expensive than the complete set because the set has one Joe Montana rookie card worth \$200. The wax box could have two or three.

I must say that I am not an expert on the subject of card collecting. But what I have stated is the route in which I have been following myself. I've decided to invest in wax boxes and sets of *Upper Deck* baseball, *Sky Box* and *Hoops* basketball. As for football I've limited myself to my personal favorites and individual stars in *Score* and *Pro Set*, mainly quarterbacks, running backs and receivers.

Magic Noire

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New Year's Eve Celebration

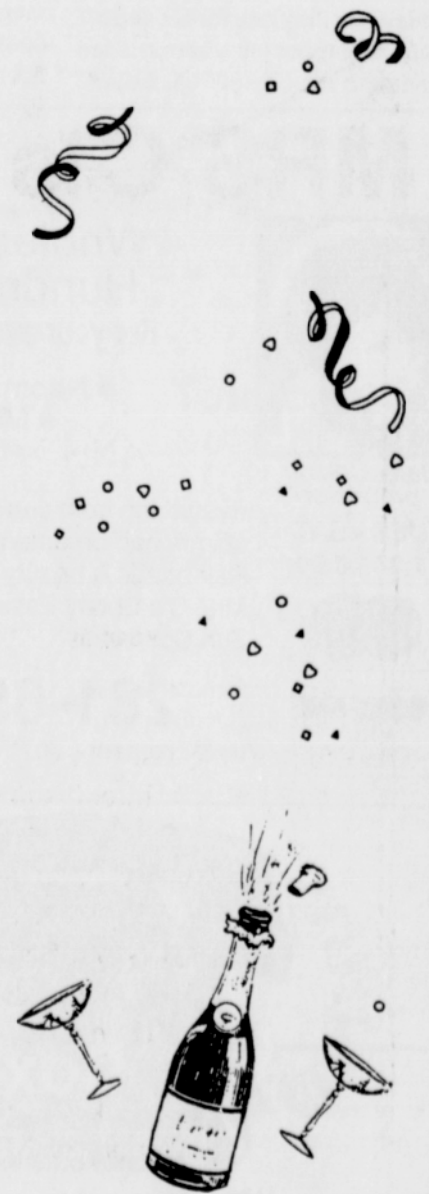
December 31, 1990

9:00 PM - 2:30 AM

Aladdin Inn At The Coliseum

Tickets: \$15 in advance
\$20 at door

A 21 & Over Affair • Semi Formal Attire
Valet Parking • Discount Rooms
(Call for Reservations)



Tickets Available at:

Studio 14 Hair Design •
1405 N.E. Broadway
287-2557

One Stop Record Shop
1615 N.E. Killingsworth
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