

Grand Opening Sale

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IN HOUSE FINANCING FOR EVERYONE*

Lot #1 85 Ford Tempo Nice Nice Car \$1495	LOT #2 83 LINCOLN TOWN CAR FULL POWER • NICE CAR \$2495	LOT #1 FORD EXP. RED & READY \$995
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Lot #2 81 merc Cougar v-8 • Auto Fuawless \$1495	Lot #1 79 AMX Sunroof V-8 Black \$995	LOT #2 74 CHEV 3/4 P.U. YOU NEED ONE THIS NICE \$1795
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If You Are Turned Down For In-House
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\$1000 CASH TODAY!

LOT #1 81 DATSUN 280ZX TURBO AUTO LOADED \$2995	LOT #2 81 BUICK RIVIERA FULL POWER \$2995	LOT #1 83 TOYOTA CELICA AT CUSTOM WHEELS \$2495
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LOT #2 84 CHEVETTE 4DR AUTOMATIC • ONE OWNER \$1495	LOT #1 84 T-BIRD V-8 LOADED RED \$1995	LOT #2 68 VW BUG AUTO CASS. MAGS \$1995
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WOODSTOCK AUTO WHOLESALE

LOT #1 771-4161 5205 SE Foster	Ad Expires 5/26/93 Payments & Downpayments are Examples Only *O.A.C.	LOT #2 331-0216 3225 NE Union (MLK)
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Metro Exposition Recreation Commission Invitation To Bid

Portable Canopied Grid System
Portland Civic Stadium
Portland, Oregon

Bids due 1:00 pm, June 4, 1993

The Metropolitan Exposition-Recreation Commission (Metro ERC) is soliciting bids for a PORTABLE CANOPIED GRID SYSTEM to be located at the Portland Civic Stadium, Portland, Oregon. Sealed bids will be accepted at the Metropolitan Exposition-Recreation Commission Administrative Office's Reception Desk, Holladay Office, at 777 N.E. Martin Luther King Jr. Blvd., until 1:00 P.M. PDT June 4, 1993, at which time they will publicly opened and read. Bid envelopes must be clearly marked as BID: Portable Canopied Grid System, Portland Civic Stadium.

This project consists of provision of an indoor/outdoor Portable Canopied Grid System for non-exclusive use on Artificial Turf and Track at Portland Civic Stadium.

Bidding Documents may be examined after May 21, 1993, at the Administrative Offices of the Metro ERC, Oregon Convention Center, 777 N.E. Martin Luther King Jr. Blvd., Portland, Oregon, Monday through Friday between the hours of 9:00 A.M. and 4:30 P.M.

Copies of the bidding documents may be obtained at no cost from the same office. Potential bidders may contact Mark Hunter, Administrative Representative for additional information, phone number, (503) 731-7827.

Each Bid must be submitted on the prescribed forms and accompanied by a bond as described within the bidding documents, in a amount equal to ten percent (10%) of the amount of the total Base Bid amount.

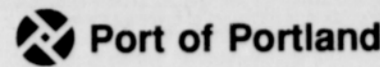
Metro ERC reserves the right to accept or reject any or all bids, in whole or in part, or waive irregularities not affecting substantial rights.

AN OPTIONAL PRE-BID CONFERENCE for all bidders will be conducted on May 28, 1993 at 10:00 A.M. PDT the Portland Civic Stadium Main Office, through Gate # 13 at the corner of S.W. 20th & Morrison Street, Portland, Oregon.

Port Of Portland Career Opportunities Assistant, Airport Operations Plans & Projects

Aviation/PDX Operations
Closing Date: June 4, 1993

If interested and qualified, apply in person at the Port of Portland Employment Office, 700 NE Multnomah, 14th floor. Applicants residing outside the Portland Metropolitan area and physically disabled applicants may request application materials by calling (503) 731-7400. Preemployment drug screening is required. All applications must be received by 5 p.m. on the closing date. Information about career opportunities with the Port can be obtained by calling the Job Hotline at (503) 731-7480.



Employment

City Of Portland

Environmental Specialist to \$48,152/yr-(Closes 5/28/93)

For more info/closing dates call (503) 823-4573
(24 hr job information).
TDD (503) 823-3520

A City of Portland application is required.
For applications and instructions, contact:

Bureau Of Personnel
1220 SW 5th Ave, First Fl.
Portland, OR 97204

apps also available at:

Urban League
10 N Russell, Portland 97227

Minorities, females and disabled encouraged to apply

Paragon

Commissioned Installer

Great opportunity available to an enthusiastic, self-motivated individual to sell and install cable services. Qualified applicant must have a high school diploma or equivalent, valid drivers license and good driving record, bondable, excellent customer relations skills, able to lift 75 lbs, able to work in high heights or ladders/poles up to 40 feet. Previous sales experience and experience working on ladders or related field strongly preferred. Pre-employment physical examination and drug screening is required. We offer an excellent training program, commission based salary, and great benefits. Please apply at: 3075 N.E. Sandy Blvd. Portland.

We are an Equal Opportunity/ADA Employer

Entry Level

Marketing Representative

Liberty Northwest, a leading, multi-line insurance company, is recruiting for an Entry Level Marketing Representatives. We are seeking an enthusiastic, self-motivated individual to solicit and service new and existing policies in our small business program.

Qualified applicants must possess a Bachelor's degree and/or equivalent three to five years prior business office experience to include customer service and/or sales experience. Business insurance experience helpful. Sales aptitude, mathematical skills and demonstrated oral, written, interpersonal communication skills required. General property and casualty lines license or the ability to obtain within 60 days of hire required. Valid driver's license and own transportation or method to provide required. Second language skills helpful. This position provides a competitive benefit package and salary.

To apply, send resume with cover letter to:

Liberty Northwest Insurance
Human Resources 061-93
825 NE Multnomah, Suite 1900
Portland, OR 97232
Equal Opportunity Employer

Education

Multnomah Education Service District

Job Information

Hotline

257-1510
257-1518 TDD
Current openings as of 5/14/93
DIRECTOR, SPECIAL EDUCATION & INSTRUCTIONAL SERVICES 240 day position-application deadline: 5 PM 6/1/93
Apply in person M-F 8-11:30 AM.
An Equal Opportunity Employer & Drug Free Work Place

Planner (Senior)

Responsible for current planning and staff supervision. Requires three years experience in land use planning and bachelors degree in related field. \$2,706 monthly plus excellent fully paid benefits. Obtain City employment application and return it completed before 4:00pm June 25, to City of Ashland personnel, 20 E. Main Street, Ashland, OR 97520. (503) 482-3211. An Equal Opportunity American Protection Act Employer.

Employment

Senior Economist

(356-0593-PL)

(This position is subject to final adoption of the 1993-94 fiscal year budget.)
\$33,679-\$47,398

(Closes June 18, 1993)

This position will assist in developing and implementing a GIS based land use and transportation modeling system, and in developing and operating econometric, demographic and activity models for the Portland/Vancouver metropolitan area.

Senior Court Travels To Pendleton

Graphic Artist-Creatively driven artist for hands-on position. Requires minimum two years experience, extensive print advertising background and strong print production management skills. Proficiency in Mackintosh Desktop Publishing (Pagemaker, Illustrator, Photoshop). Working knowledge of broadcast designs plus. Must be willing to take direction as well as give creative input. Salary commensurate with ability and experience. Send resumes to Craig A. Miller, Advertising & Promotion Manager, KPDX FOX 49, P.O. Box 49, Portland, OR 97207. No Phone Calls. EOE

Account Manager

Outgoing, motivated person with exc. selling skills, 2 years exp. in media sales or agency account work desired. Resumes to Steve Newman, Local Sales Mgr., KPDX, PO Box 49, Portland, OR 97207 by Friday, May 28. No phone calls. EOE

Public Notice

The State Of Oregon, Department Of Human Resources, Senior and Disabled Services Division, is issuing a Request For Qualifications (RFQ) for a Business Development Coordinator for the Attendant Registry Program.

The intent of this RFQ is to obtain the services of a qualified coordinator with experience in Business Administration and Development, Advertising, and Public Relations.

Interested parties may request further information or copies of the request for qualifications by calling:

Cindy Miller
Senior and Disabled Services Division
500 Summer Street, 4th Floor
Salem, Oregon 97310-1015
(503) 378-8103

Proposals must be received no later than 5:00 P.M. Tuesday, June 8, 1993.

Incompliance with the 1990 Americans with Disabilities Act. The RFQ is available in audio or large print format.

Request For Proposals

The Port Of Portland
Survey Services

Proposals for the Port of Portland Survey Services will be received by the Manager, Contracts and Procurement, of the Port of Portland, 700 NE Multnomah Street, 15th Floor, Portland, Oregon, (mailing address: P.O. Box 3529, Portland, Oregon 97208) until, but not after 5 p.m., June 4, 1993.

Description:

Provide survey services involving land or property surveys and provide support to design and construction survey.

Please direct technical questions to Don Conwell at 731-7380.

Proposal documents may be examined at the above Port offices. Copies may be obtained by prospective proposers at no cost from Contracts and Procurement (above address) or by calling 731-7593.

Port Of Portland
Ron Stempel, Manager
Contracts & Procurement

THE EMPIRE STRIKES BACK

READERS RESPOND TO ECONOMIC SERIES

BY PROF. MCKINLEY BURT

The enthusiastic response to our 'Small Business' advisories indicates not only a receptive audience of community people who are well aware of a pressing need for "real" economic development (for Profit), but who realize there are some big voids in the information delivery system.

Right off the top, I would repeat the comments of one reader who was rightfully concerned about "appearances". He would remind us of that term taken from psychology, the "Halo Effect"; you know, a black bag (doctor); an attache case (lawyer or other professional); a belt full of tools (electrician-craftsman). In other words, look the part, for that alone can inspire confidence from the 'getgo' -- look the part!

I remember that a few years ago I wrote of the "Steam clean" business I pioneered in central Oregon during the 1950's. It was very detailed and sparked an enthusiastic response from a young black man who realized what I was saying--that for an amount of capital much less than the price of a new car one could get started in a lucrative enterprise where the only limits were one's energy and ability to innovate. It was pointed out that the Portland area was always open to initiative.

I was so impressed with his commitment that I agreed to show him the ropes, equipment to buy, potential customers to call upon, and where and how to advertise, etc. I knew that success here would make a beautiful demonstration model which could engender similar enterprises. I took my 60 year-old body out there with him everyday for almost a month, doing a hands-on thing with every aspect of the project from designing and crafting a smart-looking mobile van to purchasing safety equipment. And to the library for researching industry needs.

But, above all, "We Looked The Part" because I persuaded him to buy

both of us 'Smart looking uniforms' with a legend that told exactly what we did, bright distinctive safety helmets and beepers. After a lecture about "slouching, pimp walks and leaning on things", we were off on a sales tour of a promising industrial area. We didn't get very far. Entering a hardware store to purchase some brackets, we were eyed by every contractor and business person in the place.

Having read the back of our uniforms and surveyed our mobile unit (the best looking vehicle in the parking lot), one customer came back inside and introduced himself. He was a supervisor for the main contractor of the Portland Light Rail Project, and the very next day my young friend had a contract offer to clean and maintain a number of pieces of equipment. This kept us so busy that first month we didn't get time to scope the airport, docks and supermarkets--and more good prospects. All still there!

This was to be the young man's business and I got only a minimum wage to help out on my pension. My purpose was to create a successful model I could use to persuade a forward-looking and perceptive community agency to let me build a realistic economic development structure for our youth. The one mistake I would not make again would be to fail to bring in the needed social-emotional support our young people must have in our present dangerous environment. Our budding young entrepreneur was overwhelmed by an influx of cash and drugs. In six months his business was gone--and later, his life.

As I look over the many responses to this series, I find that far from despairing, there should be more confidence than ever in a black (and white) reservoir of talent, ambition and innovation out there in our community--and find myself more compelled than ever toward building a viable "economic development" structure. There seemed to be an almost unanimous opinion that the problem

lay with Leadership. A woman says that, "not one of those 'activism' organizations with 'economic development' on their stationery is about black people operating a business or creating jobs--I doubt if these new Ebony Carpetbaggers even own their own drawers."

I find it difficult to quarrel with the lady, it is shameful that after dozens of years of begging, marching, hooping and hollering; some groups have not advanced one step, toward making themselves financially sufficient, and they've got more degrees than that big outdoor thermometer on the bank. One reader responds that "With these people, it is all about Me and publicity--of those three groups you got real estate for in the 1970's Mr. Burt, two have lost it and another has only half of it now. All of them were provided with an economic foundation that should have seen them to forward and acquire the entire blocks around their locations. Their 'grand parents' did just that and with half the resources and no Minority Loans! Its an ugly game."

That is quite true and this new administration contrary to the expectations of many, is obviously incapable of delivering new rounds of cash and entitlement to the intercity. But, it has been a learning game for me as well and I am much better equipped to deal with these people--or better yet, with new people who have seen the handwriting on the wall. I'm on my job, so let me hear from you; there is more opportunity out there than you can shake a stick at. Give me a call (284-7080).

I hope I didn't confuse too many with my statement about building "non-family" business structures. I was simply pointing out that people who are not related can operate viable, closely held cooperative business structures as well as those successful "Asian families." Of course a family enterprise is an excellent vehicle for economic development. More next week.