

# Tribes hire veteran manager



HAROLD C. HILL

(By Sandy Rangila)

## December 1st of '77. That's the target date

The Confederated Tribes, in a stroke of good luck, feel fortunate to have been able to hire Harold Hill as the manager of the proposed Warm Springs shopping center. Hill, who has been manager of Ericksons in Madras for the past 21 years, has been hired on a retainer basis until the store is operational.

But he will not be idle until completion of the supermarket which, unless lengthy referendums hold things up, will be opening December 1st of '77. "That's the target date," said Hill, "but the market could open as late as March of '78. The essence is to get it open as soon as possible to stop the drainage of dollars out of the community."

Hill was brought in early to help with the development of the shopping center. "Because of his knowledge and background, he will help with studies and work with architects and consultants who will be working on the Warm Springs shopping center," said Ed Manion, enterprise manager.

"In addition," said Manion, "Hill will assist in the layout of the store, on the purchase of equipment and fixtures, and how they should be placed. He will identify areas needed for

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various departments, for example, how large the warehouse should be, the freezer section, etc."

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possible to hire local Indian personnel to handle the positions at the shopping center," said Hill. "And they'll be hired in sufficient time for me to give them the necessary training and operational procedures."

The new positions will include eight key personnel who can all be trained here. This includes the supermarket manager and assistant manager.

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"We're also going to be looking for a person interested in operating a meat market and who would be willing to take a course at a meat cutting & training school," said Hill. "This would equip the individual with the knowledge to become meat market manager."

Presently, Hill is spending some time up at Kah-Nee-Ta learning the phases of their

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operation—where the merchandise is purchased, what kind of merchandising techniques are used, and analyzing the companies through which merchandise is being bought. Hill feels confident that substantial savings can be made through combining the purchase of merchandise for both Kah-Nee-Ta and the store—rather than going through an independent agent.

When asked what it takes to be a shopping center manager, Hill said, "It takes lots of hours! It's not a 40 hour a

week job, but more like 70 hours a week. There are many details to follow up on, and you have to stay on top of the many deals offered on merchandise."

"This knowledge is something that can only be acquired over the years," he said. He explained that in order to pass on savings to the customers, you have to know the right contacts and must know how to buy merchandise properly.

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A graduate of Walla Walla Highschool in Washington, Hill attended business college in Portland where he took a complete course in business administration. He took every course they offered.

After serving for one year on inventory control procedures at Oregon Transfer Company, he spent 39 months with the armed forces during WW II. He spent 24 of those months overseas in the South Pacific.

After the war, Hill worked for 10 years with S. Burkenwald and Company - a store market and supply company which deals in store layout and all supplies and equipment necessary to equip supermarkets.

In 1955, he moved to Madras with the Erickson corporation where he operated the old store on the north end of Madras for 10 years. He then designed and installed the new store which he has operated for the past 11 years.

With his knowledge of the area and the people here, Hill feels the potential for the successful operation of a shopping center at Warm Springs is very great. And according to Ed Manion, "We need this caliber of man if our store is to be a success—and they're hard to find."



## From Oklahoma State University

STILLWATER — "Since much of our nation's oil, gas, coal and uranium reserves are on land owned or controlled by Native Americans, tribal governments need trained personnel to develop these resources and to assist in the building of their communities," says Ken Anderson, director of the Native American program in engineering technology at Oklahoma State University.

Anderson explained that OSU has the first program in the U.S. that informs more Indian students of the career possibilities in the technical field.

The main priorities of the program are career awareness and serving the Indian communities by educating their young people. In addition to these benefits, the Native American program serves industry by making available a pool of technically trained personnel.

"An integral part of the program is an eight-week summer preparatory session for graduating high school seniors. Participating students take six to nine hours of academic course work and are under no obligation to remain in technology," Anderson said.

"However, the results of this past summer's experience show that most of the students remained in the technology field. Only one student transferred to another department in the Division of Engineering, Technology and Architecture," he added.

The first 15 students in the program represent eight Oklahoma tribes and two out-of-state tribes. Applications for the spring semester indicate prospective students are from Oklahoma, Arizona, Kansas, Washington and Alaska.

"We are pleased with the caliber of students we are attracting. Many are maintaining a "B" or higher grade average," Anderson said.

Aaron Gawhega, affiliated with the Oto-Missouria and Iowa tribes, is mentor for the Native American students. He helps them solve academic, personal, and financial problems.

"Industry and communities need Native Americans with technological expertise. Here in OSU's school of technology we offer education for both two-year associate degree engineering technicians and four-year baccalaureate degree engineering technologists," Gawhega said.

"Traditionally our graduates have always been in high demand and the average monthly salary is now more than \$1,100," Anderson added.

The Native American program in engineering technology is supported entirely by grants.

"We are fortunate to have 'friends', as the Bureau of Indian Affairs, the William Randolph Hearst Foundation and the Gulf Oil Foundation, who support OSU's efforts to educate Indian students," Anderson said.

## Shopping Center Sites

