

BUSINESSMAN WILLIAM G. MAYS TO KEYNOTE THE 6TH NATIONAL BLACK CHAMBER OF COMMERCE CONFERENCE



WILLIAM G. MAYS

OAKLAND, CA— William G. Mays, Chairman and CEO, Mays Chemical Company Inc. will be the keynote speaker at the National Black Chamber of Commerce's (NBCC) Sixth Annual National Conference to be held in Dallas, Texas, August 25-29, 1993, NBCC officials have announced.

The conference, which had originally been scheduled to take place in Indiana, will be held in Dallas at the Radisson Hotel, 2330 West Northwest Highway, in Dallas.

Mays, whose company was ranked number 13 in Black Enterprise's 1992 survey of the country's Top 100 Black owned businesses, opened his chemical distributorship in 1980. Today, Mays Chemical Company Inc. has yearly sales of \$60-million.

"We are very excited to have William Mays as our keynote speaker this year," said Oscar Coffey, President and CEO, NBCC. "Mr. Mays represents the heights to which motivated Black businesspersons can ascend through talent, hard work and fortitude."

A native "Hoosier," Mays was born in Evansville, Indiana on December 4, 1945. He attended Indiana University where he earned both his B.S. in chemistry and MBA.

After graduating, Mays took a job as a test chemist at Linkbelt in Indianapolis, then moved on to Procter and Gamble in Ohio, working there three years.

In 1973, he accepted a position with Cummins Engine Company in Columbus, Indiana as assistant to the president, rising to a middle management position in Corporate Planning.

After four years with Cum-

mins, he became president of a small chemical distributorship in Indianapolis. Under his leadership, the company's sales increased from \$300,000 to \$5-million. Seeking the control and flexibility of ownership, Mays established his own chemical distributorship in 1980.

Mays Chemical Company Inc. provides over 300 solvents, additives and preservatives to food and pharmaceutical manufacturers, including Kraft General Foods, Eli Lilly and Company and Pillsbury Co.

The National Black Chamber of Commerce was organized in 1983 to promote the

TRAVEL WITH BATES

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central location enables easy access to the region's cultural, historical and natural highlights on short day trips.

Island hopping vacationers can experience the relaxing ambiance of several near-by islands reached by boat from Cancun. Cancun without a cruise is like a marquerite without the booze; the experience just isn't the same. And few visitors can resist sailing off, however briefly, across Cancun's alluring water, whether the goal is Isla Mujeres, Isla Contoy, or simply sunset watching on the lagoon. Day trips to Isla Mujeres for snorkeling, lunch, and shopping in the island's picturesque village. Beautiful beaches surround this laid back isle. Boats usually

provide music onboard and open bar with national drinks. Evening party and "Private Night" cruises to Isla Mujeres, with beach side buffet, live music, and a show.

AUDIT REVEALS UNEMPLOYMENT INSURANCE PROPERLY PAID TO MAJORITY OF CLAIMANTS

CARSON CITY— The Nevada Employment Security Department (NESD) released results of its 1992 quality control audit of the state's unemployment insurance (UI) benefit payments today. The audit revealed that a significant majority of claimants were properly paid unemployment insurance benefits during 1992.

Analysis of the audit determined that proper payment in 80.9% of UI claims filed and paid with at least one benefit check in 1992.

Department Executive Director Stan Jones said, of the 19.1 percent error margin detected in the 477 UI claims comprising the audit, claimants were responsible for 83.7 percent of the errors

(See Audit Reveals, Page 22)

HELPFUL HINTS

1. WEATHER IS FROM WARM TO HOT AND HUMID.
2. TAKE LOTS OF LIGHT SUMMER CLOTHING - RESTAURANTS ARE MOSTLY CASUAL; FEW REQUIRE DRESSY ATTIRE.
3. YOU'LL FIND A WIDE SELECTION OF HANDICRAFTS AT REASONABLE PRICES SUCH AS: GOLD, SILVER, TEXTILES, WOOD CRAFTS, BASKETRY, LEATHER, ONYX, STONE CARVINGS, GLASSWARE, PAPIER MACHE AND LAQUERWARE.
4. TAKE LOTS OF SUN SCREEN AND TANNING LOTION.
5. MOVIE CAMERA IS A MUST FOR THE VIEW IS BREATHTAKING.

MONEY

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ums than a healthy person because the latter is less likely to incur medical expenses or die sooner.

Of course, insurers are not rigid in their thinking. They realize that people are not clones. When the degrees of risk for a certain occupation or sport make the quotation of a premium rate impractical, individual consideration is given. For instance, if Joe and Harry like to fly airplanes, their maturity, experience as pilots and amount of flying time would be among the variables.

And keeping healthy may save you insurance

dollars. The most basic health discount is for nonsmokers. Because of the medical links between smoking and such major killers as heart disease and lung cancer, insurance companies have been rewarding nonsmokers lower rates for a number of years.

To sum up, the position of life and health insurance companies is that fairness means equal treatment for equal risk. If you have any questions about classifications, ask your insurance agent. His or her advice is free.

Terrence R. Johnson, MBA, THEEQUITABLE.

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