

**Web**

(Continued from Page 6) through the Bay Area Drum,' she said. "It was as easy as putting out the word that we were going to have a tailgate party, and "poof" 20 people were e-mailing me with their information. We had a great time. I don't think we could have ever done this without the Bay Area Drum."

The other cities serviced by the Drum are Atlanta, Washington, D.C., New York, Los Angeles, and Chicago, with more mailing lists being planned. Bing says the Drum provides a way for African-Americans to communicate directly, without interference.

When folks on the Drum are stirred by an issue, the arguments can get hot and heavy, but each voice is respected. In a world where the African-American voice is not honored, or is manipulated by the mainstream media, the Drum provides a refreshing forum.

And it's not just about crying into empty space. On two occasions, Drum subscribers have gone into action to help bring about change.

When members heard that Fox Television was thinking about canceling the long running African-American

comedy "Living Single," Drummers went into action, e-mailing Fox executives with their protest. By spreading the news of the impending action to African-American websites throughout the Internet, they were able to help keep the show on the air.

On another occasion, they were spurned on by a report on the Tom Joyner radio show about the sale of African-American slavery memorabilia at Christie's auction house. Drummers sent e-mail after e-mail to Christie's, contributing ultimately to the withdrawal of the items.

The Drum can be used for

action as well as simple communication. Whatever its uses, the Black Web thinks that it is definitely worth your time. Take the time to check it out.

To subscribe to any or all of the Drum mailing lists, go to the Drum website at <http://drum.ncat.edu/carter/dlists.html> and follow the instructions exactly. The website gives you detailed information about each of the Drum mailing lists, and you can subscribe to as many as your heart desires.

Lawrence Ross is an authority on the World Wide Web and the Internet. E-mail him at [alpha1@pacbell.net](mailto:alpha1@pacbell.net).

**Autos**

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a markup between seven and 20 percent of the base price of the vehicle. The sticker price of factory-installed options include markups as high as 25 percent, and dealer-installed options may carry even higher markups.

Smart shoppers never settle for the sticker-price and research the invoice price. You can find the invoice price by consulting a pricing guide, normally available at your bank, credit union or public library.

Examine financing options. Walking into a dealership with pre-approved financing from a bank or credit union gives you a negotiating advantage. Your monthly payments are determined not only by the principal — the amount you borrow — but also by the term — the length of the loan — and the interest rate. The longer the term, the lower the monthly payment and higher the total loan cost.

William Reed is editor of the Black Car & Travel Newspaper Syndicate and publisher of Who's Who in Black Corporate America.

**Excellent Financing Available**  
(for qualified buyers)

<p><b>SAN MARIN</b> Rancho Las Palmas 3, 4, and 5 bedrooms 1 and 2 stories <b>From \$148,350</b></p> <p>Beautiful new homes in Rancho Las Palmas, where the living is good. Four floor plans, ranging from approx. 1,721 to 3,045 sq. ft., with up to five bedrooms and three baths. This master-planned community has tennis and basketball courts, tot lots, a soccer field and a nearby elementary school.</p> <p><i>Take the new I-215 Beltway south to Windmill Lane and turn right. Turn left at Rancho las Palmas Road and follow signs to furnished models. Sales Office: 8185 Flanders Terrace Drive, 361-1679</i></p>	<p><b>CREST RIDGE</b> Rancho Las Palmas 3 and 4 bedrooms 1 and 2 stories <b>From \$125,450</b></p> <p>These single-family homes are available in five spacious plans with up to approx. 2,111 sq.ft. and as many as four bedrooms and three baths. Amenities include volume ceilings, a gas fireplace in the family room, an elegant oversized tub in the master bath and front yard landscaping.</p> <p><i>Take the new I-215 Beltway south to Windmill Lane and turn right. Turn left on Rancho Las Palmas Road and follow signs to furnished models. Sales Office: 610 Palmwood Lane, 263-1313</i></p>	<p><b>WESTRIDGE</b> Summerlin 4 and 5 bedrooms 1 and 2 stories <b>From \$150,400</b></p> <p>Westridge is designed for living by giving you options galore so that your new home really fits you. Three floor plans turn into 24 very different homes with choices like dual master bedrooms, French doors, kids' "dorm" rooms, and home office packages. Up to approx. 2,555 sq. ft.</p> <p><i>From U.S. 95, take Summerlin Pkwy. to Town Center Dr. and turn left. At second traffic circle, turn right on Jualapai Way. Go left on Crestdale Ln., then left on Stratford Cross Way to Lexington Cross Dr. and models. Sales Office: 712 Lexington Cross Drive, 869-0866</i></p>
<p><b>ASHTON PLACE</b> Green Valley up to 5 bedrooms 1 and 2 stories <b>From \$132,450</b></p> <p>Ashton Place puts all of Green Valley's many amenities within reach—parks, restaurants, shopping and schools. Up to 5 bedrooms and 3 baths, one-and two-stories, from approximately 1,477 to 2,519 sq. ft.</p> <p><i>From Sunset Road, follow Green Valley Parkway south to Windmill Lane. Turn right on Windmill, then right on Kelton Lane and follow signs to models. Sales Office, 2208 Midvale Terrace, 564-2100.</i></p>	<p><b>Glendon Heights</b> Green Valley Up to 5 bedrooms 1 and 2 stories <b>From \$183,275</b></p> <p>Glendon Heights brings homes of distinction to Green Valley. Three ample floor plans have from approximately 2,179 to 3,329 sq. ft. of space, and feature interior laundry areas, gourmet kitchens with GE® appliances, and Jacuzzi® tubs and showers in the master baths.</p> <p><i>From Sunset Road, follow Green Valley Parkway south to Windmill Parkway. Turn right on Windmill, then right on Kelton Lane and follow signs to models. Sales Office: 2219 Midvale Terrace, 564-0070</i></p>	<p><b>Rosedale</b> Summerlin 1 and 2 stories 3 and 4 bedrooms <b>From \$118,200</b></p> <p>Here's your entry-level opportunity in the newest village at Summerlin. Playgrounds, golf courses, retail and more. Walking-distance proximity to new state-of-the-art high school. Three one-story plans available. Two- and three-car garages. Homes architecturally engineered to maximize every square foot. Up to more than 1,600 sq. ft. available.</p> <p><i>Take Charleston west to Town Center Drive. Turn right, then left on Alta Drive and right on Pavillion Center Drive, then right to furnished models. Sales Office: 301 Jacaranda Arbor Street, 363-2637</i></p>
<p><b>SOLANA HOMES</b> Eldorado 3 and 4 bedrooms 1 and 2 stories <b>From \$103,950</b></p> <p>Solana is a brand-new neighborhood of affordable homes in Eldorado. Up to approx. 2,100 sq. ft. in four plans that offer such features as oak-stained cabinetry, GE® appliances, king-sized master bedroom suites, and rear and side yard fencing. Perfect for move-up families.</p> <p><i>Take I-15 north to Craig Road exit. Turn left (west) on Craig to Camino Al Norte which becomes Camino Eldorado. Turn right and follow signs to models. Sales Office: 6048 Shadow Oak Drive, 399-4149</i></p>	<p><b>SIERRA ESTATES</b> Eldorado 4 and 5 bedrooms 1 and 2 stories <b>From \$154,450</b></p> <p>Eldorado introduces Sierra Estates, expansive new homes on estate-sized lots. Three versatile floor plans with up to approx. 3,040 sq. ft. and five bedrooms, with many room options including a den, loft, office, retreat, or bonus room. Three- or four-car garages.</p> <p><i>Take I-15 north to Craig Road exit. Turn left (west) on Craig to Camino Al Norte which becomes Camino Eldorado. Turn right and follow signs to models. Sales Office: 1335 Dover Glen Drive, 399-3100</i></p>	<p><b>VALENCIA HOMES</b> Eldorado 3, 4, and 5 bedrooms 1 and 2 stories <b>From \$126,950</b></p> <p>Valencia, one of Eldorado's new neighborhoods, offers popular single-story plans with up to four bedrooms and three-car garages on 6,000 sq. ft. lots. Highlights include vaulted ceiling and gas fireplace in living area, storage pantry in kitchen, and an oval Roman tub in master bath.</p> <p><i>Take I-15 north to Craig Road exit. Turn left (west) on Craig to Camino Al Norte which becomes Camino Eldorado. Turn right and follow signs to models. Sales Office: 6061 Shadow Oak Drive, 399-0533</i></p>
<p><b>Regency Hills</b> Green Valley Ranch Up to 6 bedrooms 1 and 2 stories <b>From \$156,450</b></p> <p>There's a plan that is right for you at Regency Hills in the coveted Green Valley Ranch. Four different floor plans offer you a broad range of choices — from 3 to 6 bedrooms, 2-3 baths, 2- and 3-car garages and from approximately 1,614 to 2,755 sq. ft. Good schools, convenient shopping and entertainment are all nearby. Plus no L.I.D.s</p> <p><i>From Lake Mead, go south on Valle Verde Dr. to Thunder Hills Terrace and turn right. Then turn left on Canyon Spirit Drive. Sales Office: 302 Canyon Spirit Drive, 897-1352</i></p>	<p><b>Copper Ridge</b> Green Valley Ranch 3 and 4 bedrooms 1 and 2 stories <b>From \$138,450</b></p> <p>The newest gated community in Green Valley Ranch. Three plans, including two one-story models, with three to four bedrooms and up to approximately 2,082 square feet. Community parks, good schools (even a brand new elementary school), shopping and entertainment are all nearby. Plus no L.I.D. fees.</p> <p><i>From Lake Mead Drive, go south on Green Valley Parkway to Wingbrook Avenue. Turn right, then right on Crisscross Lane. Follow signs to Sales Office, 361-7704.</i></p>	<p><b>TOSCANA</b> Rancho Las Brisas 3, 4 and 5 bedrooms 1 and 2 stories <b>From \$164,350</b></p> <p>Deluxe standard features and great optional "extras" are what make living in all-new Toscana a very smart move. Up to over 3,000 sq.ft. of space is available, along with such amenities as a food preparation island in the gourmet kitchen and a ceramic tile fireplace in the living area.</p> <p><i>Take Tropicana Boulevard west, past Rainbow Boulevard, to Santoro Drive and turn right (across from Spanish Trail). Right again on San Ramon Drive to furnished models. Sales Office: 8227 San Ramon Drive, 367-4886</i></p>

For more information, call 1-888-4-PARDEE or shop our web site at [www.pardee-homes.com](http://www.pardee-homes.com).

Prices, rates and terms subject to change without notice, and do not include lot premiums and optional extras. All square footage is approximate. Contractor's License #3633A



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