

William and Mary NEWS

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A WEEKLY NEWSPAPER
PUBLISHED for and about the FACULTY, STUDENTS
and STAFF of the COLLEGE of WILLIAM and MARY.

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Angelou, Hale highlight minority conference

The College is taking the first step toward forming an active coalition of the state's black college students and minority affairs professionals by holding the first-ever conference designed especially for these groups.

Called the "Student Leadership Development Conference: In Black and White," the two-day meeting, Friday and Saturday, Jan. 16-17, will bring together prominent black academic and cultural leaders to advise students and administrators on everything from negotiating the politics and racial climate of their institutions to establishing active relationships with other colleges and universities.

Conference participants represent both public and private institutions, including the University of Virginia, Virginia Polytechnic Institute and State University, Old Dominion University, George Mason University, Longwood College, Sweet Briar College, Mary Washington College, Lynchburg College, Marymount College of Virginia and community colleges in southwest and northern Virginia.

The conference, funded by grants from the William and Mary Parents Association and the State Council of Higher Education in Virginia, has been organized by Carroll S. Hardy, associate dean of students for minority affairs, who became concerned about lack of communication among the state's black college students and minority affairs professionals working with them.

"My hope is that the conference will result in the formation of organizations for both black students and minority affairs personnel," says Hardy, "and that conferences such as this one will become yearly events."

Prominent educator Dr. Frank W. Hale Jr., vice provost for minority affairs at Ohio State University, will open the conference with a talk on "How Institutions Demonstrate Their Commitments to Minorities" at 4 p.m. Friday in the Campus Center Ballroom.

Conferees and the public are invited to an appearance at 7 p.m. Friday by bestselling author Maya Angelou, who will present a program of readings from her works, also in the Campus Center Ballroom. Admission is free.

A multi-talented woman who has made over 150 television appearances and has been the subject of an hour-long documentary, Angelou will present her one-woman program called "Walking the Words." Her appearance is sponsored by the Office of Minority Affairs, which has also organized the conference, funded by grants from the State Council of Higher Education in Virginia, the College of William and Mary and the William and Mary Parents Association.

Angelou is the author of eight bestsellers including *I Know Why the Caged Bird Sings*, *Just Give Me a Cool Drink of Water 'fore I Diiie*, *Gather Together in My Name*, *Oh Pray My Wings Are Gonna Fit Me Well*, *Singin' and Swingin' and Gettin' Merry Like Christmas*, *And Still I Rise*, *The Heart of a Woman* and *Shaker, Why Don't You Sing*.

Dr. Samuel Dewitt Proctor, pastor of the Abyssinian Baptist Church in New York City and Martin Luther King Jr. Professor Emeritus at Rutgers University, will give the

closing dinner address at 7 p.m. Saturday. Proctor, a Norfolk native, is the author of

Sermons From the Black Pulpit and *The Young Negro in America, 1960-1980*.

Saturday's schedule begins at 10 a.m. with a presentation on student leadership by Vernon C. Fleming, former captain in the United States Army and assistant professor of military science at William and Mary, now with Procter & Gamble, Inc., in Cincinnati.

"The Role and Development of Black Student Organizations on Predominantly White College Campuses" is the topic of a luncheon speech Saturday by Dr. Bertha Maxwell, Frank Porter Graham Professor of Afro-American and African Studies at the University of North Carolina at Charlotte.

In addition, Fleming, Maxwell and other minority affairs professionals will lead workshops on topics ranging from leadership styles and successful cultural programming to establishing community outreach and peer tutorial programs.

Axtell begins lecture series

New book wins three important scholarship prizes

James L. Axtell, the William R. Kenan Jr. Professor of History, will give the first of four lectures this semester by prominent faculty members who were named to new professorships established within the last year.

Axtell, who has taken as his topic "History as Imagination" will speak at 7:30 p.m., Thursday, Jan. 22 in Rogers 100. The public is invited.

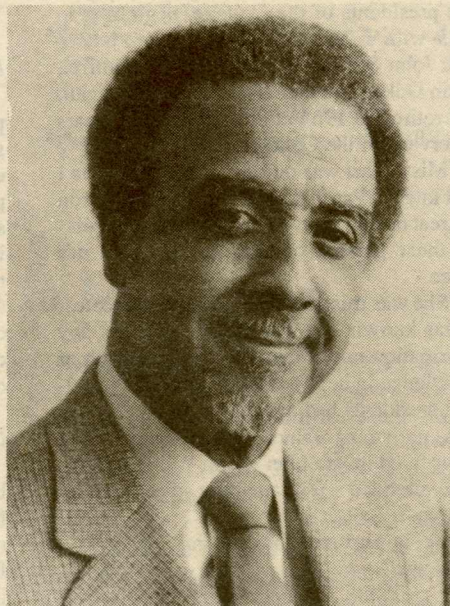
A reception, hosted by the history department, will be held immediately following his address in the Dodge Room of Phi Beta Kappa Memorial Hall.

The lecture series, announced in November, was inaugurated by President Paul R. Verkuil, who presented his "State of the University" address in Phi Beta Kappa Memorial Hall, Nov. 24.

Axtell is a specialist in colonial North America and the ethnohistory of Indian-white relations of the period. He received a 1986 National Endowment for the Humanities fellowship for research on the second book of a three-volume historical series on North American Indians.

The first volume of the series, titled *The Invasion from Within: The Contest of Cultures in Colonial North America*, has already garnered three important prizes. It was awarded the 1985 Gilbert Chinard Prize for the best history book exploring Franco-American relations, offered by the Institut Français de Washington; the Erminie Wheeler-Boegelin prize of the American Society for Ethnohistory, 1986; and most recently, the Albert B. Corey prize in Canadian-American studies, given every two years by the American and Canadian Historical societies.

Axtell says he will take as the theme of his talk a quotation by literary critic George



Frank W. Hale, Jr.



Maya Angelou



James L. Axtell

Steiner who once characterized history as "exact imagining." He plans to discuss several different ways in which imagination plays a key role in the writing of history, from concept to literary execution.

Historians, says Axtell, are much more like novelists and poets than would appear at first glance because of the objectivity of their work and the cold facts in which they deal.

Axtell has been a member of the faculty since 1978. He received his bachelor's degree from Yale and his Ph.D. from Cambridge University, Trinity College.

Series speakers will also include Cirila Djordjevic, Garrett-Robb-Guy Professor of Chemistry, Feb. 19; Elsa Nettels, Mildred and J. B. Hickman Professor of English, March 18; and James C. Livingston, Walter G. Mason Professor of Religion, April 16.

Tickets scarce for Jan. 19 concert by Choir Boys

Although the Jan. 19 performance of the Vienna Choir Boys is sold out, a few tickets will be available for upcoming performances in the College's Concert Series.

According to series director Ken Smith, a few tickets are still available for the following concerts: Preservation Hall Jazz Band, Monday, Feb. 2; the Czech Philharmonic, Friday, Feb. 13; and tenor William Brown, Wednesday, April 15. Tickets will go on sale one week before each event.

For information about these concerts, call the Arts Information Line, 253-4367.

Library Friends to toast Swem

The Friends of the Earl Gregg Swem Library are currently engaged in a membership drive and will hold their inaugural program at 7:30 p.m., Friday, Jan. 16 in the Botetourt Gallery of the library.

The public is invited to attend. The program, titled "Reminiscences of Earl Gregg Swem," will include remarks by Dr. Joseph Fields of Williamsburg, chairman of the Friends of the Library; Mrs. Spotswood Jones of Gloucester, an alumna; Parke Rouse, Williamsburg author and historian; and Thad Tate, director of the Institute of Early American History and Culture.

John Haskell, associate librarian, will read a special remembrance authored by William D. Eppes '39 of New York.

Earl Gregg Swem III, grandson of Mr. Swem, who is unable to attend the meeting has also sent remarks that will be read.

For those who wish to join the Friends of the Library but are unable to attend Friday's meeting, membership information may be obtained by calling ext. 4408.

John Zeigler of VIMS dies Jan. 2 in Riverside hospital

John Milton Zeigler, 64, professor emeritus of marine science at VIMS who retired Jan. 1 as associate director and associate dean, died Jan. 2 in Riverside Hospital, Newport News.

He was born in St. Augustine, Fla., and had been a Gloucester Point resident for 15 years.

Zeigler received a bachelor's degree from the University of Colorado and a doctorate in geology from Harvard University. He joined VIMS in 1971 as assistant director and head of the physical and engineering sciences division, a position he held until his promotion in 1981. His career in physical oceanography spanned nearly 40 years.

Known as a specialist and consultant in marine coastal studies, he was president of the consulting firm of Coastal Environmental Associates. His memberships in professional organizations included the American Association of University Professors, North Carolina Geological Society and American Geophysical Union.

In December over 200 people attended a reception honoring Zeigler. Dean/Director Frank Perkins commented on Zeigler's many scientific achievements and his great influence on the research of other scientists and said, "His leadership as head of the Institute's physical science division has resulted in the expansion of those programs and the opening of new areas of interest and expertise at VIMS."

President Paul R. Verkuil took special note of Zeigler's influence on the careers of many graduate students, quoting from a letter written by one of them. The student said, "At a time like this, one has a tendency to dwell on your professional accomplishments and especially upon those things you as my mentor taught me.... The thought that keeps coming to mind now isn't so much that you are mainly responsible for molding me into a scientist, but that we had fun in whatever endeavor we were attempting. You gave us something that was priceless - yourself."

Recognition of this special influence was behind the establishment of the John M. Zeigler Student Award, a graduate student achievement award.

Zeigler is survived by his wife, Marilyn A. Zeigler; a daughter, Mrs. Anne E. Hogge of Wicomico; two sons, David C. Zeigler of

Wellfleet, Mass., and Mark D. Zeigler of Baltimore, Md.; a sister, Mrs. Margaret Kelz of South Pasadena, Fla.; and two grandchildren.

The family requests that expressions of sympathy take the form of contributions to the Abingdon Rescue Squad or the American Cancer Society.

Pearl Jones, retired secretary, dies at home

Miss Pearl Henley Jones, 94, a retired longtime secretary at the College, died in her home, Dec. 31.

Miss Jones served as personal secretary to five presidents of the College, beginning in 1925 with J.A.C. Chandler and continuing with John Stewart Bryan, John E. Pomfret, Alvin Duke Chandler and Davis Y. Paschall. She retired in 1964 after more than 50 years of service on the College staff.

"Miss Pearl was one of the finest people I ever knew," Paschall said. "She was a person of great charm and was so gracious in receiving those persons coming to the president's office."

"She was trustworthy, loyal and dedicated. It was known that few people ever got any information out of her. She had a wealth of knowledge in her head to which only the college presidents had access."

A native of James City County, Miss Jones lived most of her life in Williamsburg. She attended Williamsburg Presbyterian Church.

She is survived by several nieces and nephews.

Adult Skills begins classes on Jan. 26

The Rita Welsh Adult Skills program will resume operation on Jan. 26.

This semester they have added a tutoring session 5-6 p.m. on Mondays and Wednesdays for adult students who work until 4 p.m.

Governor's Fellows program outlined for summer '87

Gov. Gerald L. Baliles has announced that the Governor's Fellows program, created in 1982, will be repeated in 1987. Fellows will serve during the summer of 1987. A. E. Dick Howard will serve as chairman of the program's coordinating committee.

Since the program's inception, several students from William and Mary have been appointed as Fellows each year.

Purpose

The purpose of the program is to offer talented and highly motivated young people firsthand experiences in the processes of state government. It is also designed to bring fresh ideas into the Governor's Office and to strengthen ties between state government and Virginia's academic community.

Eligibility

Applicants must be graduating seniors or persons enrolled as degree candidates in a graduate or professional school. Students enrolled in Virginia colleges or universities, public or private, may apply, regardless of state of residence. Virginia residents enrolled in out-of-state institutions, public or private, may also apply.

In the equal opportunity selection process, there will be no distinction based on a candidate's political affiliation, race, religion or gender.

Duration of Fellowship

An applicant selected as a Fellow must be willing to commit at least two months to full-time work in the Governor's Office. The normal period of the fellowship would be from the first week in June to the last week in July 1987.

Assignment of Fellows

Fellows will be assigned to work with members of the Governor's Cabinet or per-

sonal staff. The nature of the assignments will depend partly on the official's needs and partly on the background and experience of the Fellow.

Funding

No state funds are available to support Fellows. However, in previous years, colleges and universities proved willing to offer summer grants to Fellows selected from those institutions. In 1987 institutions from which Fellows are selected will again be urged to make summer grants available.

Screening of Applications

A panel of distinguished Virginia Educators will be selected to screen the applications. Personal interviews may be requested, at the discretion of the panel.

Application Procedure

Applicants should write a letter of application and include: (1) a resume; (2) transcripts of undergraduate grades and of graduate school grades, if any, including GPA; and (3) two or three letters of recommendation.

The following information should appear in either the letter or the resume: (1) name, address and telephone number (both present and permanent); (2) schools attended, with dates and degrees (if any); (3) extracurricular activities; (4) awards and recognitions; (5) work experience; and (6) voluntary community activities.

Applicants may submit such other information as they deem relevant, such as list of publications, leisure interests, etc.

Applications must be received by Feb. 1.

Send applications to: The Honorable Gerald L. Baliles; Governor's Fellows Program; State Capitol; Richmond, VA 23219.

For additional information, call Rose Marie Fewell at 804-786-2211.

Health program incentives include trip to Acapulco

By Mary Louise Mageean
Continental Health Promotion

Getting 1987 off to a healthy start, CommonHealth introduces its physical fitness program this month.

Low-impact aerobics, stretch-and-tone classes and a walking program have been designed, with additional programs (including water aerobics and a walk/jog program) expected to be added in the spring.

To insure everyone's safe and effective participation in the physical fitness program, all will undergo an exercise evaluation prior to attending an exercise class. This evaluation will measure blood pressure, body composition (% body fat), muscular strength and flexibility and will include a sophisticated physiological assessment of cardiovascular working capacity (heart, lung and circulatory system efficiency). Selected tests will be repeated periodically to determine individual rate of progress.

Registration for the physical fitness program will be held through Jan. 16. Please see this month's "CommonHealth Challenge" bulletin or call Mary Louise Mageean, ext. 4577, for details.

While becoming more physically fit, CommonHealth members will be improving their chances of winning a trip to Acapulco, Mexico! Participation in each of CommonHealth's programs is worth incentive points called "trip-tics." Each trip-tic earned will be entered into a trip lottery. In June, one name will be drawn and a lucky CommonHealth member will win a four-day trip to the beautiful beaches of Acapulco. The trip for two includes airfare, hotel accommodations, ground transportation to and from the airport and two meals a day!

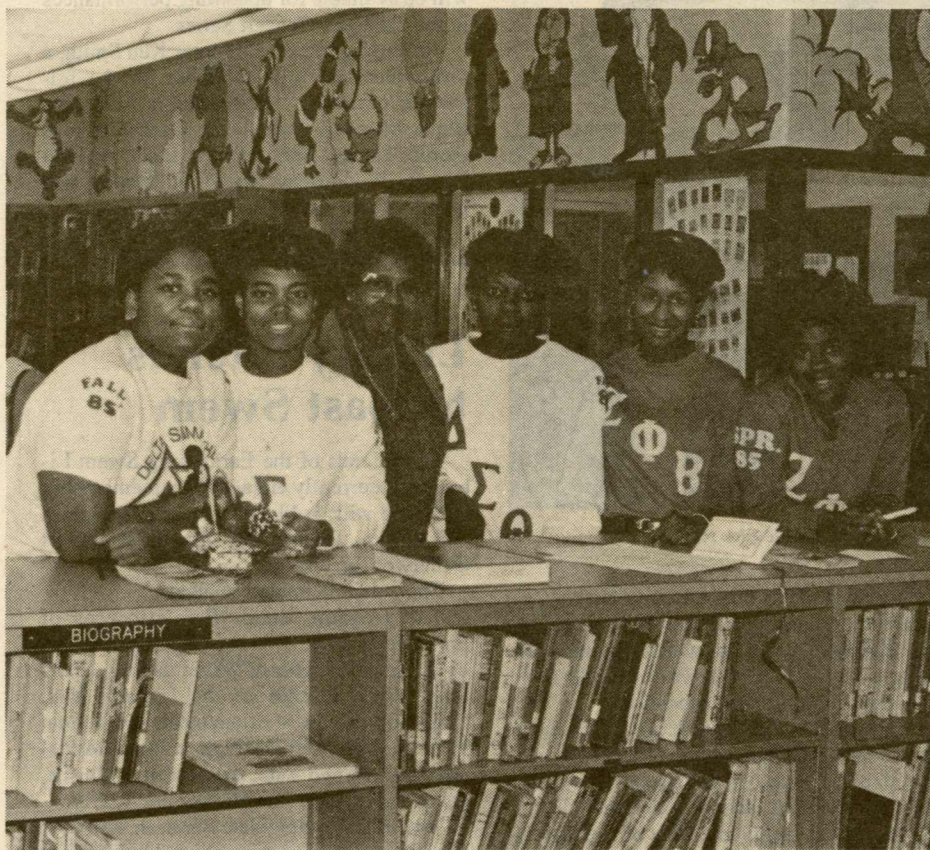
CommonHealth was first introduced at the College in October. To date, nearly 700

members of the faculty and staff and their dependents have enrolled.

CommonHealth's curriculum, which begins with a confidential, computerized health-risk analysis (including medical screening), offers an extensive menu of health promotion activities such as aerobics classes, nutrition and weight-control programs, stress management seminars, back care, smoking cessation and cardiopulmonary resuscitation. A series of mental health seminars and various screening programs will also be included.

Because of the overwhelming response CommonHealth has received at the College, program enrollment will be offered for a second time to those who missed the initial enrollment deadline. Annual membership fees are \$3 for individuals and \$5 for families. (All dependents over the age of 18, living in the household are eligible.) The program is open to all faculty and staff, including hourly employees.

If you would like to enroll in CommonHealth or receive more information about the program, call Ms. Mageean as soon as possible. Enrollment deadline is Wednesday, Feb. 4.



Chestine F. Fallen, media specialist and coordinator of the R.I.F. program at Berkeley School, gets a helping hand from some members of Delta Sigma Theta and Zeta Phi Beta sororities. Pictured (l-r) are Charlene Jackson, president of Delta Sigma Theta; Dywona Vantree and Cynthia Ferguson, members of Delta Sigma Theta; Robyn Young, treasurer; and Fara Greene, president of Zeta Phi Beta.



Calendar

WEDNESDAY, JAN. 14

Registration, Trinkle Hall, 9 a.m.-3:30 p.m.
Validation, Trinkle Hall, 4-7 p.m.
Concert: Rollins College, Wren Chapel, 7 p.m.

THURSDAY, JAN. 15

Spring semester begins
CEBAF Seminar: "Accelerators Used in Oil and Gas Exploration," by James R. Boyce, Schlumberger-DOLL Research, Ridgefield, Conn., CEBAF 53, 2 p.m.
Validation, Trinkle Hall, 3-7 p.m.

FRIDAY, JAN. 16

CEBAF Seminar: "Threshold Photoproduction of π^0 on Protons in Nuclei," by Gabriel Tamas of Saclay, CEBAF 41, 10:30 a.m.
Minority Affairs speaker: Franklin Haley Jr., Campus Center ballroom, 4 p.m.
Exhibit Opening: "Modern Primitives of Spain." Reception, Muscarelle Museum, 5:30-7:30 p.m.
"An Evening with Maya Angelou," Campus Center ballroom, 7 p.m.
Friends of the Library meeting: "Reminiscences of Earl Gregg Swem," Botetourt Gallery, 7:30 p.m.

SATURDAY, JAN. 17

Leadership conference, Campus Center, 11 a.m.-3 p.m.
Wren Chapel organ recital, 11 a.m.
Men's wrestling v. Franklin and Marshall, Blow gym, 1 p.m.
*Men's basketball v. JMU, W&M Hall, 7:30 p.m.
*Benefit concert sponsored by W&M Jewish Student Association, Campus Center ballroom, 8 p.m. \$2.

SUNDAY, JAN. 18

Men's gymnastics v. JMU, W&M Hall, 2 p.m.

MONDAY, JAN. 19

Martin Luther King Jr. Day
Bloodmobile, Campus Center ballroom, noon-6 p.m.
Bookfair drop off, Trinkle Hall, 5-8 p.m.
Women's basketball v. George Mason, W&M Hall, 5 p.m.
*Men's basketball v. George Mason, W&M Hall, 7:30 p.m.
*Concert Series: Vienna Choir Boys, PBK, 8:15 p.m. (Sold out.)

TUESDAY, JAN. 20

*Forum of Williamsburg: "Systems - A Way of Thinking," by Ellen Rudolph, family therapist - outpatient services, Colonial Mental Health/Mental Retardation Center, Cascades, noon. \$8.
Bookfair drop off, Trinkle Hall, 5-8 p.m.

WEDNESDAY, JAN. 21

Bookfair sale, Trinkle Hall, 5-8 p.m.
Alcohol task force meeting, Campus Center room D, 4 p.m.

THURSDAY, JAN. 22

Eminent Scholar Lecture: "History as Imagination," by James L. Axtell, William R. Kenan Jr. Professor of History, Rogers 100, 7:30 p.m. Reception to follow in Dodge Room, PBK.
Bookfair pick up, Trinkle Hall, 5-8 p.m.
Bookfair 50-cent sale. Trinkle Hall. 9-10

FRIDAY, JAN. 23

SATURDAY, JAN. 24

Wren Chapel organ recital, 11 a.m.
Women's swimming and diving v. Navy, Adair pool, 1 p.m.
Women's basketball v. Navy, W&M Hall, 3 p.m.
Women's gymnastics v. JMU, W&M Hall, 3 p.m.
Concert: Music department faculty, Campus Center ballroom, 8 p.m.

SUNDAY, JAN. 25

Women's swimming and diving v. Georgetown, Adair pool, 2 p.m.

MONDAY, JAN. 26

Poster and postcard sale, Campus Center lobby, 10 a.m.-5 p.m.
Women's basketball v. American, W&M Hall, 7:30 p.m.

TUESDAY, JAN. 27

Poster and postcard sale, Campus Center lobby, 10 a.m.-5 p.m.
Student Affairs Speaker: Bettina Gregory, W&M Hall, 7:30 p.m.

WEDNESDAY, JAN. 28

Poster and postcard sale, Campus Center lobby, 10 a.m.-5 p.m.
*Men's basketball v. ODU, W&M Hall, 7:30 p.m.

THURSDAY, JAN. 29

Town and Gown luncheon, Campus Center ballroom, noon.
*Sinfonicron Performance: "Evita," PBK, 8:15 p.m.

FRIDAY, JAN. 30

Superdance, Campus Center ballroom, 3 p.m. (through Jan. 31).

Women's swimming and diving v. JMU, 6 p.m.
Men's wrestling v. VMI, Blow gym, 7:30 p.m.
*Sinfonicron Performance: "Evita," PBK, 8:15 p.m.

SATURDAY, JAN. 31

Superdance, Campus Center ballroom, until 9 p.m.
Career Exploration Day, Morton Hall, 11 a.m.
Wren Chapel organ recital, 11 a.m.
Women's basketball v. Richmond, W&M Hall, 7:30 p.m.
*Sinfonicron Performance: "Evita," PBK, 8:15 p.m.

SUNDAY, FEB. 1

Women's swimming and diving v. Va. Tech, Adair pool, noon.
*Sinfonicron Performance: "Evita," PBK, 8:15 p.m.

MONDAY, FEB. 2

*Concert Series: The Preservation Hall Jazz Band, PBK, 8:15 p.m. \$5.

Spanish exhibit up in Muscarelle

"Modern Primitives of Spain," a collection of 52 contemporary Spanish paintings by 28 artists, will be featured at the Muscarelle Museum of Art, Jan. 17 through Feb. 22.

The paintings are from the collection of Dr. Vallejo-Nagera, an active scholar, collector and patron of Spanish folk painting. Although the "Modern Primitives of Spain" collection has been displayed throughout that country, the upcoming show here will mark the first time the exhibit has left its native land.

The paintings comprising the exhibit are in the "naive" or folk tradition, characterized by remarkable energy and visual brilliance. The term *naive* stems from the French word *naif*, meaning native or indigenous. The exhibit encompasses a broad range of subject matter: colorful landscapes, still lifes, narrative visions and abstracts.

Naive artists are set apart from their contemporaries because they avoid conventional methods and rules. According to Vallejo-Nagera, "a true naive artist ... neither follows other schools nor copies from other naive artists. His style is truly original."

Historically, early forms of naive art have been discovered in Spanish churches and monasteries dating as far back as the 15th and 16th centuries. These small religious paintings were created as a pictorial means of communicating to those who could not read.

The exhibit is sponsored by the Minister of Foreign Affairs of Spain and the Spanish-American Joint Committee for Cultural and Education affairs.

The Muscarelle Museum is open weekdays from 10 a.m. to 4:45 p.m., weekends from noon to 4 p.m. Admission is free.

Forum focuses on 'Changing the System'

For the first time, the Forum of Williamsburg has adopted a single theme - Changing the System - as the focus of its 1987 programs.

Ellen Rudolph, family therapist - outpatient services at Colonial Mental Health/Mental Retardation Center, will present "Systems - A Way of Thinking" at the first meeting, Jan. 20.

Kate Slevin, associate provost, will discuss her research on women in the workplace, Feb. 10.

Marshall Papers receives grants

The Papers of John Marshall, a project sponsored by the College and the Institute of Early American History and Culture, has recently received two grants from private foundations.

The Earhart Foundation of Ann Arbor, Mich., approved an award of \$5,000 at a meeting of the trustees last June. In December, the trustees of the William Nelson Cromwell Foundation of New York City authorized a grant of \$15,000.

These funds will be applied to the preparation of volume 6 of the correspondence and papers of Marshall, which will cover the first decade of his tenure as chief justice of the Supreme Court (1801-10).

Volume 5, a selection of Marshall's cases as a lawyer in Virginia between 1784 and 1800, will be published this spring by the University of North Carolina Press.

EXHIBITS

MUSCARELLE MUSEUM: "Modern Primitives of Spain" (Jan. 17 through Feb. 22)

ANDREWS GALLERIES: TBA (Jan. 14 through Feb. 19)

ZOLLINGER MUSEUM (Swem Library): "The U.S. Occupation of Japan" (Through Jan. 18)

Career Day planned Jan. 31

The Society of the Alumni and the Office of Career Services will sponsor Career Exploration Day, 11 a.m.-2:30 p.m., Saturday, Jan. 31 in Morton Hall.

Three-member alumni panels have been organized to discuss careers in accounting/financial management, advertising/public relations, applied science, arts, banking/investment, business management/consulting, communications, computer science, counseling/psychology, education, government/public administration, health sciences, human resources (personnel), international, law, life sciences, marketing/sales, museums, publishing and social services/community agencies.

All members of the College community are invited to participate. The panels will be offered three times during the day so that interested persons have an opportunity to explore options in several fields.

Advance registration is requested but not required. To register or receive more information, visit the Office of Career Services, Morton 140.

DOE fellowships deadline in Jan.

Five U.S. Department of Energy fellowship and research-participation opportunities administered by Oak Ridge Associated Universities have January deadlines.

Jan. 20 is the deadline for applications for the Faculty Research Participation Program summer appointments, the Student Research Participation Program summer appointments (for students who will be college seniors during fall 1987), the Graduate Student Research Participation Program (for beginning graduate students), and the Laboratory Graduate Student Program (for thesis research).

Magnetic Fusion Energy Technology, Magnetic Fusion Science and Nuclear Engineering and Health Physics fellowships are competitive fellowships awarded to graduate students for study and research at designated universities. Each carries an annual stipend of \$12,000 plus fees and tuition. Deadline for applying for these fellowships is Jan. 26.

To obtain more information or request application materials, contact the University Programs Division, Oak Ridge Associated Universities, P.O. Box 117, Oak Ridge, TN 37831-0117 (Telephone: 615-567-3255).

Directory Assistance

There appears to be some confusion regarding dialing "8" or "9" for directory assistance.

Please be advised you should only use "8" when you are trying to get a state agency's SCATS phone number.

If you dial "8" for directory assistance, you are charged a SCATS charge of \$.27 per minute, plus a directory assistance charge of \$.29 for in-state assistance or \$.58 for out-of-state assistance. By dialing "9" you incur only the \$.29 or \$.58 charge.

Below is a guide for using directory assistance:

State agencies: 8 + 786-4266

Local telephone numbers: 9 + 411

Long distance numbers within Virginia: 9 + 1 + 555-1212

Long distance numbers outside Virginia: 9 + 1 + area code + 555-1212

Thank you for helping to keep the costs of directory assistance calls at a minimum.

Robert H. Barnett
Director, Auxiliary Services

Museum children's program Registration opens Jan. 31

This semester the Muscarelle Museum will again offer a series of Saturday children's classes. All children in first through eighth grades are invited to attend this eight-week program of gallery-studio experiences.

Classes are arranged according to school grade levels and are scheduled for Feb. 14, 21, 28, March 21, 28, April 4, 11 and 25. Children in grades one through four will meet 9-10:30 a.m.; those in grades five through eight will meet 11 a.m.-12:30 p.m.

Advance registration is required. Parents may enroll their children on Saturday, Jan. 31, between 10 a.m. and noon. Registration will continue Feb. 2-6 until the classes are filled.

Registration must be made in person. Enrollment is limited.

The fee per student is \$15. Scholarships are available in cases of financial need.

This program is supported, in part, by a grant from the Williamsburg Area Arts Commission.

For students in grades one and two, "Flat and Fat" will focus on two- and three-dimensional art objects so that students may explore the unique and similar qualities of each dimension.

"Colorful Stories" is the program for grades three and four. The narrative content and background of art objects will be described. Among other projects, students will create their own characters and stories, then illustrate them using a variety of materials and techniques.

In "Art Links," for grades five and six, students will study the different relationships of art and the world around them. The proj-

ects will encourage discovery of new "art links" as well as established artistic ties.

Fascinating details about life, past and present, will be uncovered through studying art objects in "Found Art—Effects" for grades seven and eight. Students will design their own projects illustrating their findings.

Deadline Feb. 17 for Beinecke

The College has been selected as one of 25 universities in the country to nominate a qualified junior to receive the Beinecke Memorial Scholarship.

The scholarship award covers the financial need of the recipient's senior year as well as tuition and up to \$4,500 per year for education-related expenses during two years of graduate study. These scholarships are awarded to students who have demonstrated financial need as confirmed by the College Scholarship Service or similar evaluation process.

The College nominee for this award should be a student with junior standing who represents superior standards of intellectual ability, scholastic achievement and personal promise. All fields of study are eligible, but preference will be given to candidates planning graduate study in the arts and sciences.

For more information and applications, please contact the Office of International Studies, ext. 4354. Application deadline is Feb. 17.

Committee to Review Drug Policies

January 14, 1987

At the request of the Athletic Policy Advisory Committee and with the endorsement of the Faculty of Arts and Sciences, I have decided to appoint a special committee to review the College's Drug Education and Testing Program for Intercollegiate Athletics.

The members of the committee are: Edmond Edmunds, law (chair); David Aday, sociology; Jayne Barnard, law; Reggie Clark, administration; John Conl e, English; Sam Sadler, student affairs; Elizabeth Hunter, student athlete; David Szydlak, student athlete; and William Walker, student.

The committee's charge will be to review the existing program at William and Mary, compare our program with other institutions, consider NCAA rules and requirements and evaluate the legal issues involved in mandatory testing. They will be asked to report to the President by March 15, 1987.

In the interim, mandatory drug testing of student athletes will be suspended. Testing on reasonable suspicion as currently provided for in the athletic department's regulations will continue as appropriate.

Paul R. Verkuil
President

Conflict of Interest Rules and Regulations

This is a reminder that the Virginia Comprehensive Conflict of Interest Act of 1983 prohibits certain conduct by state employees.

Such prohibitions include:

1. soliciting or accepting money or other things of value for services performed within the scope of one's duties except compensation which is provided by law;
2. offering or accepting money or other things of value for obtaining employment, appointment or promotion with any agencies of government;
3. willfully using for one's economic benefit, or that of another party, any confidential information which one has acquired by reason of one's public position and which is not available to the public;
4. accepting any money, loan, gift, favor or service that might reasonably tend to influence one in the discharge of one's duties;
5. accepting any business or professional opportunity under circumstances where one knows or should know that such an opportunity is being afforded with intent to influence one's conduct in the performance of one's official duty.

In addition, the act prohibits contracts wherein a state employee has a personal interest in the contract with the governmental agency of which they are an officer or employee.

This list is not exhaustive. If you have questions about the Conflict of Interest Act, a handbook on the subject is available in the Office of Administration and Finance.

NEW BOOKS AT SWEM

Editor's Note: We recently asked Jim Diffenbaugh of collection development at Swem Library to develop a column describing some of the library's recent acquisitions. We hope it will become a regular feature.

The Social Cinema of Jean Renoir by Christopher Faulkner (Princeton University Press). PN 1993 A3 R428 1986. Stage-by-stage, film-by-film analysis of an internationally popular French film director who completed 40 films from 1924 to 1969.

Footsteps: Adventures of a Romantic Biographer by Richard Holmes (Hodder and Stoughton). PR 110 F7H63 1985b. Author details his travels, research, detective work, interviews and other strange encounters in writing biographies of Robert Louis Stevenson, Percy and Mary Shelley, Wordsworth and figures from the French Revolution.

The Shaping of America: A Geographical Perspective on 500 Years of History, vol. 1: *Atlantic America, 1492-1800* by D. W. Meinig (Yale University Press). E 178 M57 1986. Records the fascinating different historical, social, ethnic and commercial influences governing early American development.

Shyness: Perspectives on Research and Treatment (Plenum Press). BF 575 B3S58 1986. Components of shyness, stages of it, testing for it, how it affects interpersonal relations and appropriate therapy. An academic-level treatment of a common human feeling.

The Futures Game: Who Wins? Who Loses? Why? (2d ed.) by Richard J. Teweles and Frank J. Jones (McGraw-Hill). HG 6046 T45 1987. A thorough analysis of all aspects of "doing the futures market." Includes many tables and statistics, advice for losers, strategies for winners.

The Blood of Kings: Dynasty and Ritual in Maya Art by Linda Schele and Mary Ellen Miller (Braziller). F 1435.3 A7S34 1986. Rich collection of exquisite color photos of pre-Columbian art in the Maya tradition along with informative text.

Salvador by Joan Didion (Washington Square Press). F 1488.3 IJ53 1983b. A personal notebook kept during a two-week visit to El Salvador by an American writer of exceptional talent and reputation.

Ndebele: The Art of an African Tribe, photographs and text by Margaret Courtney-Clarke (Rizzoli). N 7394 T73C68 1986. Vibrant primitive paintings, jewelry, interiors, clothing and architecture from a tribe in Transvaal, South Africa.

Pershing: General of the Armies by Donald Smythe (Indiana University Press). U 53 P4S69 1986. A personal and military history of the general who was, perhaps, the most important military man of the World War I era.

The Arab-Israeli Dilemma (3d ed.) by Fred J. Khouri (Syracuse University Press). DS 119.7 K48 1985. Historical update on one of the world's most volatile, tragic and enduring political predicaments.

Improving Our Schools: Thirty-three Studies that Inform Local Action by Marilyn Clayton Felt (Education Development Center). LA 217 F45 1985. A compilation of local projects designed to respond to a growing concern all over the U.S.—improvement of schools.

Stillness and Shadows by John Gardner (Alfred A. Knopf). PS 3557 A712S8 1986. Posthumous publication of two manuscripts of this penetrating American writer who died in 1982.

TV computer ads may be misleading

Television ads about personal computers often erroneously imply that these wonder machines are an automatic ticket to academic success or that only parents who can afford to buy computers care about their children's educations, according to George M. Bass, an associate professor in the School of Education.

Bass says although students need computers to be available widely throughout the school systems, many other factors besides computer time determine their academic achievement.

"Students don't automatically learn to read or write better just because they are using a computer," says Bass. He does believe, however, that youngsters are able to adapt to computers as productivity tools "because they are in charge of their own learning and receive immediate feedback to their efforts."

Computers can be introduced into a school's curriculum at almost any grade level, but Bass says they should not be viewed as the best or only way to teach a subject. "Computers are just one more kind of media," he says. "Their advantage is that they are more flexible than workbooks, chalkboards, filmstrips or movies. The more options you give to children, the broader their horizons will be."

Bass adds that teachers shouldn't restrict the child who wants to do his term paper on a word processor if he has access to one, even though the whole class may not be able to do the same thing. "Would a teacher refuse to accept a typewritten paper just because all the

students don't have typewriters?" he asks. "The solution is to provide access to word processing to all students who want it."

Computers are such an important education tool that the School of Education now includes a media and microcomputers course in its revised elementary education curriculum requirements. "If Virginia students have to know about computers, so do their teachers," Bass says.

Many state boards of education, including Virginia, now require students to achieve a level of computer literacy by high school graduation and mandate teachers to take in-service training on the use of computers as well.

Regardless of how computers are used in the classroom, says Bass, both student and teacher benefit. "Students can learn about computers; they can learn through the use of computers; or they can learn with computers."

For preschoolers, computers can be a complement to watching "Sesame Street" or having parents read to the child. Young children can practice the alphabet with a computer program designed for their age group. Bass adds that neither parents nor teachers "can abdicate their responsibilities or duties" because of the versatility of computer instruction.

"Computers are part of our culture, and there needs to be a literacy about them just as there has to be literacy in reading and writing," he says.

Publishing apprentices find lots of work

by Wendy Sacket
Editorial Assistant

Eighteenth-century apprentices found in the colonial printing press in Williamsburg, a good opportunity to learn a useful trade.

Their modern counterparts are taking advantage of local publishing activities at the College of William and Mary and the Colonial Williamsburg Foundation to hone their skills in publishing.

Today there are six apprentices, graduate students in history, English and American studies, who are working with the *William and Mary Quarterly*, the prestigious journal published by the Institute of Early American History and Culture, and *Eighteenth-Century Life*, a journal on 18th-century art, history, language, politics and science, published by the English department of the College under the editorship of Robert Maccubbin. The Institute, which is jointly sponsored by the College and the Foundation, also publishes books in the field of early American history.

The 1986-87 apprentices include history students Sandi Maddox of Salisbury, Md., Mark Mastromarino of Londonderry, N.H., and Jim Williams of Kansas City, Mo.; English students Donna Howells of Bourne-mouth, U.K., and Susan Pyzynski of Malden, Mass.; and American studies student Jennifer Hall of Williamsburg.

Each has different reasons for participating in the editing program. Sandi was encouraged to apply to the program by a professor who was a former editing apprentice here. Jim found the editing apprenticeship attractive because it combined both his interest in colonial history and some practical career skills. Mark wanted to combine his archival training with firsthand experience in scholarly and documentary editing.

Donna and Susan both studied in England and found out about the editing program while they were there. Jennifer's secretarial work at the Institute gave her an inside view of the editing process and led her to explore the possibility of becoming the first American studies apprentice in the program.

The apprentices received their initial training under Anne Kelly, managing editor of the *William and Mary Quarterly*, and Gil Kelly, managing editor of the Institute's book publishing program.

The students receive an overview of publishing procedures with special emphasis on scholarly publishing. All aspects of publishing are covered, from editing manuscripts and learning about printing and typesetting operations to corresponding with authors and writing advertising copy for finished books. Although there are other publishing seminars and internship programs, the Institute's program is unique for several reasons.

Gil Kelly, who formerly worked for the University of Nebraska Press, notes that few programs combine both the scholarly training to assess manuscripts critically and the practical training in publishing and editing to the extent that the Institute's program does.

"It's probably the only full-scale editing program that works directly with the editing and publication of books that takes place in an academic setting," says Kelly. "Since the Institute is a National Endowment for the Humanities Center for Advanced Study, there are many resident and visiting scholars who come here, so it's one of the few places where you actually meet the people you publish. One has the privilege of working with the very best scholars in the field."

The opportunity to work on the staffs of the *William and Mary Quarterly* and *Eighteenth-Century Life* is also unique. Many colleges and universities sponsor scholarly journals, but few combine editorial training on the journal's staff with an academic degree program. Most journals have student assistants who have backgrounds in journalism, and those who are trained in the field the journal serves are usually recruited after they have already enrolled in a degree program at the particular college or university.

At William and Mary, the students indicate their interest in the editing apprenticeship on their applications and then must go through a screening process to meet the academic re-

quirements of their departments before they are accepted into the editing program.

Another advantage of the Institute's editing program is its size. Summer seminars in publishing are designed to train large groups, but can cover only the amount of information that can be compressed into four to six weeks.

Student positions with most journals or university presses are few and often involve as much clerical work as editing experience. The program at William and Mary allows a select group of apprentices to follow the progress of editing projects from beginning to end and to try their hands at a variety of duties.

By accepting a small group of apprentices, the Institute is able to give them more individualized training and to assist them in finding employment afterwards.

According to Anne Kelly, most of the students who inquire about the program ask "about the actual training and about chances for career placement." Once they've graduated, the majority of the apprentices go on to careers in the publishing field.

"Of course, some choose to pursue their academic work here or elsewhere at the doctoral level, but we've been successful in assisting those who decide to work in publishing," she says.

Recent graduates include Lisa Mullins, who works at Time-Life Books, and Carol Stiles, who works at W. W. Norton and Company.

Other graduates with careers in publishing include Sherry Babbitt, editor on the publications staff of the Philadelphia Museum of Art; Drew Dowdy, editor with the publications division of the National Portrait Gallery; Allen Moore, senior marketing manager at Elsevier Publishing; Clare Novak, acquisitions editor at Stanford University Press; Gretchen Oberfranc, managing editor at Princeton University Press; Susan Patterson,

managing editor at the University of Illinois Press; Mary Ryan, editor with the publications division of the National Archives; and Frank Smith, acquisitions editor at Cambridge University Press.

Regardless of the careers they choose, the current apprentices will be familiar with the latest research in the fields of early American history and 18th-century studies.

Susan and Donna are getting a sneak preview of articles that will be included in upcoming issues of *Eighteenth-Century Life*.

Jim, Sandi and Mark are proofreading the

latest issues of the *Quarterly* and are helping edit the Institute's forthcoming volume of essays on the early history of the Chesapeake region of Maryland and Virginia.

Mark is sharing his time with the *Papers of John Marshall*, also located at the College, by proofreading volume five, and Jennifer is taking on some editing responsibilities

They would give the following advice to prospective apprentices - "Don't forget to bring your *Chicago Manual of Style* and a large supply of blue pencils!"

Debater sets high standards

Sayoko Blodgett-Ford looks more like an Irish colleen than the Oriental transplant her name suggests.

Actually she is neither, but a vivacious brunette from Arizona, a sophomore who has already set amazingly high standards for herself.



Sayoko Blodgett-Ford

Sayoko has a successful marriage to her high school sweetheart Kenny Ford, an excellent record as a varsity debater and a driving ambition to get a doctorate in physics and go to law school.

Sayoko is a Merit Scholar finalist from Safford, Arizona. Her high school curriculum, she said, was not that challenging, so when she graduated she was looking for a more intensive educational experience. Her counselor at Safford had earned a plaque for all the students she had lured to Arizona colleges. Sayoko turned to an elementary teacher she respected for a wider perspective and was advised to look into schools in the East. She was looking for a school that would challenge her academically, be small but big enough to have an intensive and diverse academic program and a campus that was beautiful. The latter was very important, says Sayoko "I wouldn't have wanted to be somewhere where the surroundings were not pleasing... I never visited William and Mary before I came but I had a lot of faith in the photography in the literature. I wasn't disappointed. I still think the campus is beautiful. The classes are tough and the school is about the right size."

Sayoko is majoring in physics because she likes the analytical aspects of the discipline. The same analytical curiosity led her into debate. She took a course in debate and got hooked. Her record in debate this year has been very good. The team of Blodgett-Ford and Douglas Clarke won the Appalachian State Tournament earlier this fall.

The challenge of debate also fits in with Sayoko's desire, sometime in the future, to go to law school. Again it is the analytical aspects of the field that appeal to her. She worked for country lawyers one summer and knows that it is not always a glamorous profession. But first, she says, is a Ph.D. in physics. Already she is anxious to get to graduate courses to be able to go into problems in greater depth.

Sayoko says she knows the odds against their marriage are great but it is working and working well. Kenny is supportive of his wife's ambitions, there is no competition between them. "We have no money worries and my parents are very encouraging," she adds.

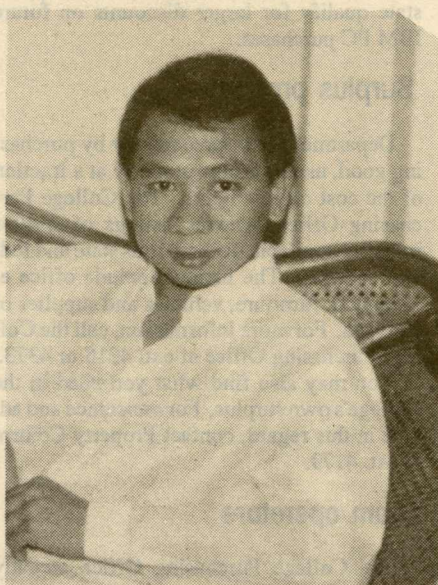
She laughs when she recalls her reaction to a classmate who told her she was thinking of getting married. "I gave her a surprised gasp. I'm going to have to stop doing that."

An admitted workaholic, Sayoko has taken on a job as a lab assistant in the physics department. She formerly worked in Swem Library but decided the job with the physics department would be more challenging.

Debate coach Patrick Micken praises her ability to analyze problems and articulate that analysis in debate tournaments. "She's always seeking challenges, she's never satisfied with her performance... She's a brilliant debater, and I am grateful to Kenny for letting her use precious weekend hours to go to debate tournaments," adds Micken.

Foreign student wants to exchange ideas

Vidal Aguas, a graduate student in sociology from Pampangos, Philippines, a province 110 miles north of Manila, is worried that William and Mary students are not taking full advantage of the foreign students studying here.



Vidal Aguas

Aguas finds students reticent to come up and engage him in conversation. He, on the other hand, is anxious to exchange ideas and tell students about his homeland. He isn't sure how to achieve more interaction between students, but he feels American students are missing out by not seeking out the international students while they are here.

A graduate in sociology from the University of Santa Tomas, a university older than Harvard, Aguas studied at Harvard last summer under a special grant.

He has an M.B.A. from the University of the Philippines in Manila and will complete work on a master's degree in sociology at Wil-

liam and Mary this year. He teaches evening classes in industrial sociology at the University of Santa Tomas.

Aguas thinks that it is appropriate that his second visit to this country is to the second oldest college in the United States.

His scholarship here, he explains, came about with the help of faculty at Harvard who dissuaded him from pursuing a year of study in Czechoslovakia. They felt his interests in sociology would not be well served in a socialist country.

For the past 11 years Aguas has been a member of the Ministry of Budget, for both the Marcos and Aquino governments. He's quick to explain that as chief budget specialist his appointment is a career one, not a political one. In his position with the Filipino government, Aguas handles foreign assistance projects, foreign loans and bilateral agreements with other countries.

He was in Manila during the February revolution and hopes that the difficulties that the Aquino government are experiencing will not lead to more trouble.

The Philippines and the United States have shared many experiences through history, says Aguas. He hopes he will have opportunities during his stay to give fellow students here a first-hand account of life in his homeland.

Benefit concert set for Saturday

The College of William and Mary Jewish Student Association will sponsor a benefit concert of local bands at 8 p.m., Saturday, Jan. 17, in the Campus Center ballroom. The Strange and The Voice will be featured bands. Tickets are \$2 at the door.

Faculty club

The first faculty club event for the new year will be a cocktail party Jan. 23 in the anthropology museum. More details will be forthcoming.

Employment Classified Advertisements

The following positions at the College are open to all qualified individuals. Call 229-JOBS for further information, or visit the Employee Relations Office in Thiemes on Richmond Road for information and application forms, Monday-Friday, 8 a.m.-4 p.m. An EEO/AA employer.

The deadline for applying for the following positions is Jan. 16.

OFFICE SERVICES ASSISTANT (unclassified) — \$5.64 per hour, part time, approximately 20 hours per week (hours are flexible). *This is a temporary appointment ending June 30.* Location: Office of Employee Relations and Affirmative Action.

CUSTODIAL WORKER (unclassified) — \$4.32 per hour, part time, approximately 35 hours per week. Location: Buildings and Grounds.

CAMPUS PARKING ATTENDANT (unclassified) — \$4.32 per hour, part time, approximately 20 hours per week. Location: Campus Police.

OFFICES SERVICES SPECIALIST (Grade 5) — Entry salary \$12,827. No. 198. Location: Swem Library (Circulation).

Classifieds are carried as a service to members of the College community only. There is a charge of \$3 for an advertisement of 40 words or less in three consecutive issues. Copy changes constitute a new advertisement. Copy and payment should reach the News Office (James Blair 310A) no later than 5 p.m. the Friday preceding the first insertion.

FOR SALE

1979 Toyota Corona. Reliable, good running condition, 5-speed, 4-door, roof rack. 70,000 miles. Half of its life is left! Call 229-0153. (1/28)

FOR RENT

Waterfront, furnished cottage, \$300 per month. Central heat and AC, 2 BR, secluded on Chesapeake Bay beach one hour from Williamsburg and Newport News. Call 229-4461. (2/11)

Female roommate wanted to share 3-BR 1607 townhouse. Washer/dryer, 2 1/2 baths, 1/3 share rent and utilities. Call 220-1827 or ext. 4648. Ask for Lisa or Teresa. (1/28)

WANTED

Need small, furnished apartment or room with bath and kitchen privileges for visiting female scholar at the Institute of Early American History and Culture, Feb. 1-June 1, 1987. Please call Jennifer Hall at ext. 5117. (1/28)

Mature female student to live in attic apartment; share house with two older women. Rent free in exchange for light housekeeping. One block from campus. For information, call A. Pratt, ext. 4518. (1/28)

GRANDMA — Mature, responsible woman to care for two small children while mother works. Part time, light housekeeping. Mondays, 2:30-10:30 p.m.; Thursdays, 2:30-9:30 p.m.; Saturdays, 9 a.m.-2 p.m. Call 220-1882. (1/28)

INSTRUCTION

COMPUTERS LEVEL I FOR ADULTS. Hands-on course for adults desiring working knowledge of computers, word processing and BASIC. One to two students per computer; maximum 10 students. Wednesdays, Jan. 21-March 4, 9:30-11:30 a.m.; Thursdays, Jan. 14-Feb. 19, 6:30-9 p.m. Learning Resources, 220-1882. (1/28)

READING, WRITING and MATH ENRICHMENT (6- to 12-year-olds). Computer-assisted course to improve/enrich academic skills, self-confidence and knowledge of computer use and handling. Thursdays, 5-6 p.m. Learning Resources, 220-1882. (1/28)

Piano lessons: Experienced teacher with master's degree from Peabody Conservatory offers piano and music theory lessons for all ages and levels. Reasonable rates — Lafayette Manor location. Gayle Pougher, 565-0563, evenings. (1/28)

MISCELLANEOUS

Students! Use your W&M computer account from home or dorm. Rent a terminal and modem. Call 898-5932. (1/28)

Newsmakers

Continued from p. 5.

recent amendments to the Public Procurement Act, issues in risk management and insurance, and writing IFBs and RFPs.

Chandler also attended a three-day workshop, "Purchasing Management, Advance Part II," Nov. 18-20, which was jointly sponsored by the National Institute of Governmental Purchasing and the VAGP. She and other purchasing professionals from Maryland and Virginia were asked to critique the workshop.

CORRECTION

A recent item on LeAnn Spain of the psychology faculty at Richard Bland incorrectly stated that she would receive her doctorate from William and Mary this May. Ms. Spain received her doctorate in higher education in May 1986.

Local Funds Purchases

Persons with responsibility for expending local funds should be advised that changes are pending regarding purchases made from such funds. These are funds from accounts beginning with the number "4" or "6." (Ledger 4 accounts represent funding from local auxiliaries and unrestricted funds budgeted by the Board of Visitors. Ledger 6 accounts represent funding from gifts and restricted endowment income dispersed through the Board of Visitors.)

Following a review of our purchasing procedures, we have been advised by our assistant attorney general and the State Division of Purchasing and Supplies that we are in non-compliance with state law regarding local funds purchases.

All such purchases must henceforth comply with the same rules applicable to state (E&G) funds. Please refer to the College of William and Mary Financial Policies and Procedures Manual, Sec. 10, for appropriate regulations. *This applies to all those types of purchases normally channeled through the Department of Purchasing and Stores including purchases of goods, services and printing.*

In an effort to assist you in this change, the Purchasing Office has scheduled training sessions as follows:

Tuesday, Jan. 20 — Sit'n Bull Room, 9-11 a.m.

Thursday, Jan. 22 — Sit'n Bull Room, 3-5 p.m.

Friday, Jan. 23 — Sit'n Bull Room, 9-11 a.m.

Please advise the Purchasing Office, ext. 4215, which session is most convenient for you or your staff members so that appropriate preparations may be made.

Attendance is strongly recommended since state law provides that violators of the procedures may be held personally liable for improper purchases.

Questions should be addressed to Norma Chandler, director of purchasing and stores, ext. 4215.

New Items in Warehouse Stores

The following forms have been added to the warehouse stores stock for your convenience:

Stock no.	Description of item	Unit of issue
74-F-425	Travel Expense Reimbursement Voucher; Continuation Sheet, DA-02-041A, 100 sets/pkg.	set
74-F-426	Request for Keys to College Property	set

Norma R. Chandler
Director, Purchases and Stores

Notes from Purchasing

Persons who have purchased any IBM personal computer equipment since June 16, 1986, are urged to register their equipment with the new IBM PC Hotline (804-788-9392). Under this program, all equipment, whether purchased directly from IBM or through an authorized IBM dealer, should be registered.

Registration will help IBM forecast service workloads throughout the state and insure that customers receive the best service possible. Registration will also help the state qualify for larger discounts on future IBM PC purchases.

Surplus property

Departments can save money by purchasing good, used, surplus property at a fraction of the cost of new items. The College Purchasing Office receives listings of surplus property available from various state and federal agencies. The listings include office equipment, furniture, vehicles and supplies of all types. For more information, call the College Purchasing Office at ext. 4215 or 4373.

You may also find what you need in the College's own surplus. For assistance and advice in this regard, contact Property Control at ext. 4179.

Scam operators

The College Purchasing Office recently learned that scam operators may be working in the Williamsburg area again. Several departments reported a pitch to sell so-called "super quality toner" for copying machines at a greatly reduced price.

The departments made a number of attempts to get more information from the "vendor," only to discover that both the phone number and address given were fictitious or the salesperson was rude and hung up the phone when the department refused to order the goods.

Generally, the people engaged in this type of unethical sales present very effective and convincing sales arguments. Often they begin their pitch by calling you by your first name (which they learned from an earlier call to determine who normally orders supplies for your department). Some scam operators

say they know the president or vice president to get your attention.

Don't fall for these tricks of the trade! If you receive a telephone call or a visit by someone who offers a great deal that seems too good to be true, chances are it is.

The purchasing office suggests that you tell the caller or visitor that the College has a central purchasing department and refer them to the College Purchasing Office — even if the amount is within your delegated authority of \$500.

Remember you must contact the College Purchasing Office for approval of the purchase, and toner and developer are usually covered by state contract.

WILLIAM AND MARY

NEWS

The William and Mary News is issued weekly during the school year for faculty, staff and students of the College and distributed on campus Wednesday afternoons.

News items and advertisements should be delivered to the News Office, James Blair 310A, no later than 5 p.m. the Friday before publication. Notices for the calendar should be delivered to the News Office no later than 5 p.m. the Wednesday before publication.

Barbara Ball, editor
Publications Office, production
News deadline: Fridays, 5 p.m.