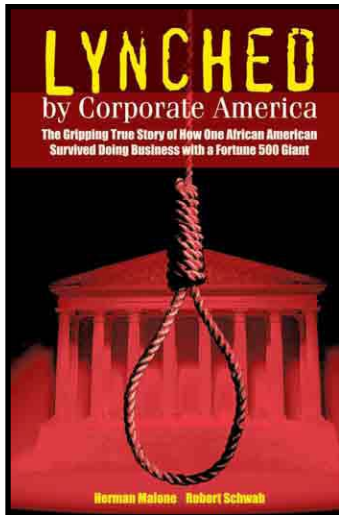


Business

Call Today to
Advertise
Inspirational
Books!
615-321-3268

Explosive New Book Chronicles Shocking Claims of Discrimination by a Minority Vendor, Demoralizing Defeat in a Compromised Court System, & the Vendor's Triumphant Comeback

by Herman Malone and Robert Schwab



(DENVER, CO.) Most Americans tend to believe racism in this country is mostly a thing of the past, or at least minimal as compared to decades ago. Herman Malone, in his new book *Lynched by Corporate America*, will make us all think again about the continued perva-

siveness of racism, all the way up to the highest levels of one Fortune 500 company and the federal court system.

In 1969, two white policemen in Arkansas threatened to drown Malone in a swamp if he didn't leave town; a classic example of 'old school' racism. Thirty years later, claims Malone, communications giant Qwest Communications (then US West), perpetrated a modern, more sophisticated version of racism, a veritable 'corporate lynching' by systematically canceling contracts with African-American owned businesses. The reason, according to Malone -- flat out racism.

Malone, at the time, the largest minority contractor of US West and chairman of the National Black Chamber of Commerce was approached by a chorus of African-American business owners complaining of the disparate treatment and racism by the company. Skeptical of the claims at first, Malone dug deeper, shocked by what he discovered. Later, Malone himself became victim of what all accounts show to be a corporation's conspiracy to clear its coffers of competent African-American contractors. Faced with a race-discrimination lawsuit spearheaded by Malone, US West settled with six of the seven plaintiffs.

Malone, driven by a desire to expose injustice, was the lone holdout. The respected community leader was confident that with presentation of the truth he would find justice and democracy in our venerable court system. Instead, he faced a 'Black-robed lynching' carried out by a mostly-white jury. The damning verdict was delivered, and the hangman's noose tightened. Despite strong evidence of discrimination, Malone was portrayed as the guilty party. The jury ruled that no discrimination had occurred.

"My goal is to educate the public, minority vendors and corporations alike, to bring light to an insidious type of racism which has as lethal a financial impact on minorities as what we faced in the 1950s and 60s," says Malone. "Overt racism has been supplanted by a more sophisticated institutional version, but it's all still supported by a justice system stacked against minority em-

ployees and vendors. My aim is to fuel constructive dialogue about a corporate environment that even today, is heavily charged with ethnic and racial discrimination, both conscious and unconscious."

"Never before in the history of the United States had there been a case heard like this in our federal courts: a business-to-business complaint of racial discrimination made against a mega-corporation by a small business vendor to that company," adds Malone. "The results of *RMES Communications Inc. vs. US West Inc.* do not bode well for preventing it from happening again."

Rather than opinion or personal interpretation, Malone's powerful 101-page book is based largely on court documents, actual testimony, deposition transcripts, news reports and commentary by jurors. The outcome yields a scorching chronicle peppered with the comedic puppyry of attorneys and judges controlled by a compromised court system, and the cunning antics of calculated corporate cash-cows who can afford to fight until the bitter end.

In an ironic twist, while Malone's lawsuit was being played out in the courts, his company continued working with US West in a strained relationship, but one vital to his survival.

Before the final nail was driven in RMES' coffin, a fateful contract came up for renewal. Malone's tiny firm beat both Qwest and Verizon for a pay phone contract at Denver International Airport, becoming the first minority-owned prime contractor providing phone service at a major U.S. venue.

Malone ultimately reincarnated his company from the carnage caused by a Corporate Goliath, and proved that minority businesses can survive with diligence and resourceful reinvention. "But so many doors at the upper levels of North American companies are still closed to minorities," he notes, "or eventually become slammed shut. Nothing has really changed until African-Americans, Hispanics, Asians, Native Americans, and others are awarded equal opportunity in white-male-dominated Corporate America."

Airport Authority Contracting Seminar



Mr. Al bodie, President, Bodie & Associates, Emily Richard Corporate Communications Manager Metropolitan Nashville Airport Authority and Ronald Roberts, Partner, Chief Operating Officer, Dye, Van Mol and Lawrence

"Bridges to Opportunity with the Metropolitan Nashville Airport Authority" Provided Information on Bidding and Proposal Procedures

NASHVILLE, Tenn. - The Metropolitan Nashville Airport Authority (MNA) held a half-day seminar on Nov. 1 to educate businesses interested in providing construction, professional services, and goods and services to the Airports on the process for responding to requests for proposals or invitations to bid. The workshop attracted 177 individuals, representing 128 companies.

Held at Tennessee State University's Avon Williams Campus downtown, the seminar introduced businesses to the MNA's Capital Improvement Program for the Nashville International Airport (BNA) and the John C. Tune Airport (JWN). MNA senior staff shared information about upcoming projects, explained the best ways to do business with

the MNA, and reviewed "Goods to Services" contracts that will be offered during the current fiscal year. The program also included an overview of the MNA's Disadvantaged Business Enterprise (DBE) and Small, Minority, Women-owned Business Enterprise (SMWBE) programs.

More information about business opportunities with the Airport Authority is available online by visiting www.flynashville.com and clicking on "Business Opportunities."

The Metropolitan Nashville Airport Authority (MNA) was established in 1970, and owns and operates the Nashville International Airport (BNA) and John C. Tune Airport (JWN). For more information, please visit www.flynashville.com.



As we stand in our 113th year, we know that Bethlehem Centers has "Changed Lives" and helped "Build Futures" for thousands of people in the Nashville Community.

WE WANT TO HEAR FROM YOU!

BCN has launched a "2007 Family Reunion Campaign" and we invite you to visit our NEW Website to tell us how Bethlehem Centers has played a role in your life.

Visit
www.bethlehemcenters.org
or call
(615) 329-3386 ext. 105

