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NEWPORT

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Students manage gallery

United Press International
PITTSBURGH — The artist's inspiration might come from the soul, but getting paid for it is another matter. That's why for more than a decade Carnegie-Mellon University art students have run their own gallery to get hands-on experience in the practical side of their calling.

The Forbes Gallery on the CMU campus, opened in 1970 and recently renovated, was the first student-run gallery in the nation, says the gallery's director, Neil Winkel.

Winkel attributes the popularity of the gallery to the need "for students to get experience before they enter the work world."

Students who run the gallery not only get to show off their works but also learn the complexities of planning and organizing a show, arranging creative displays and selling their works. CMU officials say 50 to 75 student works are sold each year at prices ranging from \$50 to \$800. An etching at an alumni show recently fetched \$1,200.

CMU has produced a number of successful artists, including George Noma, Hugh Kepets, David Schirm and, probably the best known, avant-garde pioneer Andy Warhol.

Warped



by Scott McCullar

Texas chili circles globe

United Press International
AUSTIN — Is Paris ready for a bowl of Texas red?

Singapore is, and there was a time when Gordon Fowler was ready to take Wick Fowler's Famous 2-Alarm Chili to Moscow.

"We were going to set up a chili cookoff in Red Square," said Fowler, the son of the late Dallas newsman Wick Fowler who concocted the chili for competition in world championship chili cookoffs.

"We were going to play cowboys and cossacks and the Russians said, 'Come on.' But President Carter put a freeze on détente, so we didn't go."

Such is the corporate marketing philosophy emanating from the downtown Austin headquarters of Caliente Chili Inc. Inside the renovated warehouse, 35

employees package nine spices individually inside packets that are steadily gaining notoriety across the United States and in nine foreign countries.

The company is working on distribution arrangements in Paris and London.

Sales totaled \$3 million in 1982, says vice president for marketing Tom Nall, who projects sales this year will increase 30 percent, sustaining a five-year growth pattern.

But to hear Fowler, a Vietnam correspondent turned painter, tell it, the enterprise has exceeded expectations as well as intentions.

"We're not trying to do much of anything," he said. "I figure there's no reason to do much to try to expand outside of Texas because everyone's moving here

anyway. And the chili just sort of takes care of itself.

"When people cook 2-Alarm Chili, it's sort of an event and they tell someone about it."

"We ship to Singapore and Puerto Rico," Nall said. "We certainly didn't go out looking for those markets. They came to us."

The business began as a joke 18 years ago when Wick Fowler and his family mounted a table-top operation in an Austin garage to weigh, package and seal Fowler's chili ingredients to mail out to friends for Christmas.

"By mid-January, we had so many people wanting it, it became a business," Fowler said. "But we still gave away as much

as we sold."

The legend of Wick Fowler's chili grew at the annual Championship Chili Cookoff in the west Texas ghost town of Terlingua and things soon got off.

Gordon Fowler took the chili to Vietnam and when he returned he found a fledgling business doing \$80,000 a year in sales.

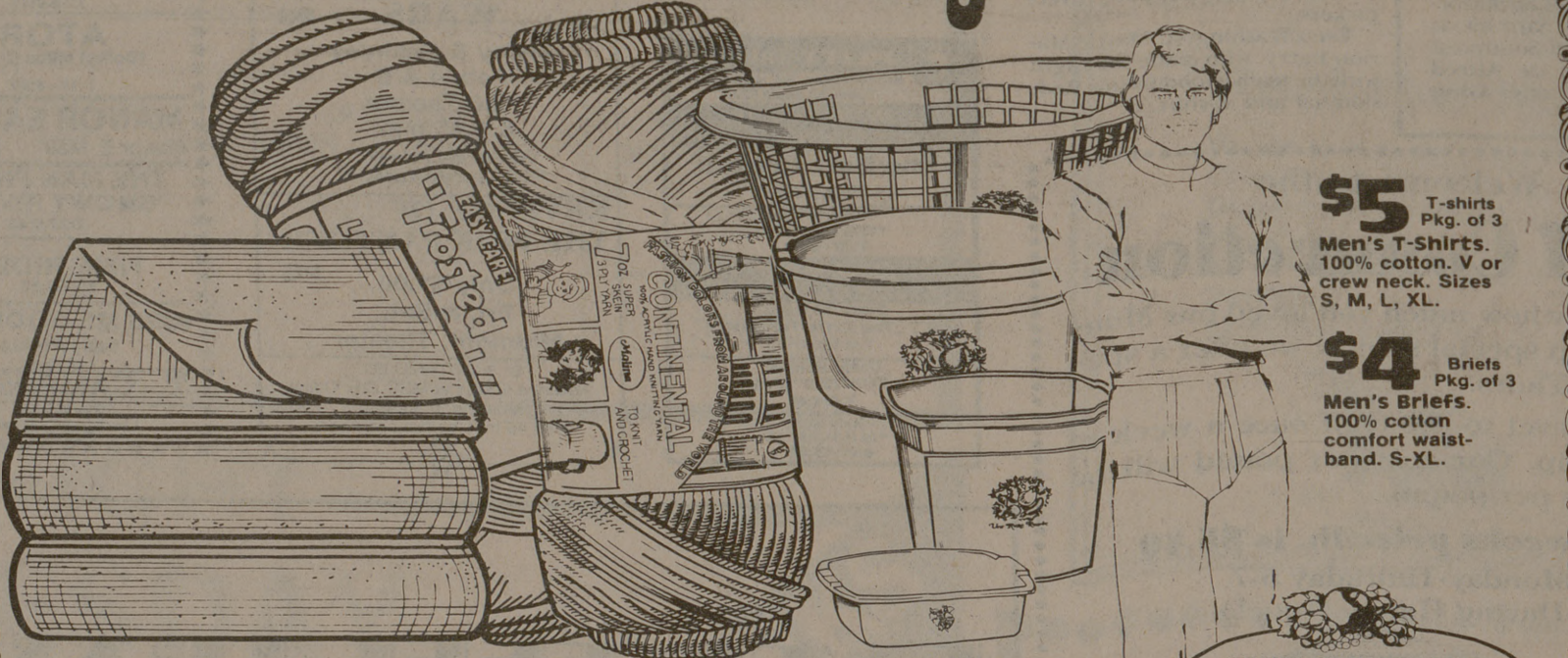
"I came in and decided what I could do for a year," said Fowler. "The year stretched when Nall joined the company in 1975, sales had reached \$300,000 annually. "That's a lot of heat, you know," he said.

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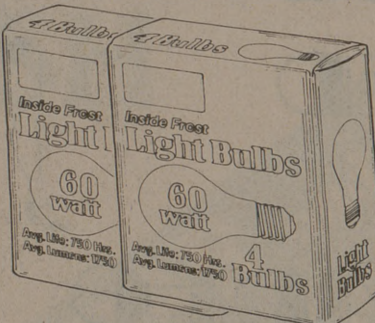
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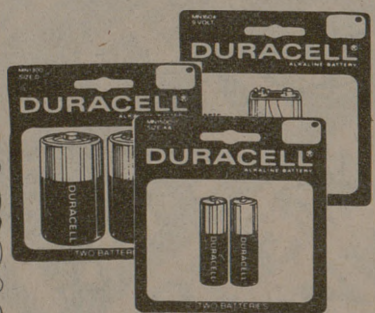
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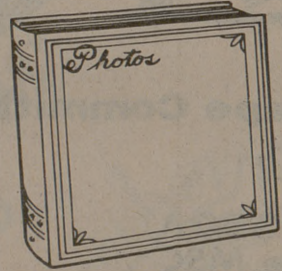
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