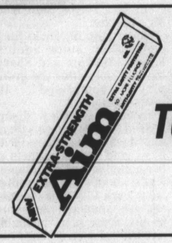
1/2 PRICE SPECIALS

Giant Brand Soft Contacts Only
Saline Solution
Regular or Sensitive Eyes
12-oz. bot.
Reg. 1.99
99¢



Extra Strength
Aim Gel Toothpaste
4.6-oz. tube
Reg. 1.99
99¢

Caplets or
Nuprin Tablets
pkg. of 24
Reg. 2.59
1.29

Conditioner or
Perma Soft Shampoo
7-oz. bot.
Reg. 2.79
1.39

Pond's
Cream & Cocoa Butter Lotion
12-oz. bot.
Reg. 3.09
1.54

Assorted Types & Sizes
Giant Brand Vacuum Bags
Reg. 99¢
49¢

SO OTHERS MAY SHARE IN THE SAVINGS, PLEASE LIMIT YOUR PURCHASE TO SIX OF EACH HALF PRICE ITEM.

SUPER SPECIALS

Regular or Super Maxishields
Sure & Natural
Reg. 4.29
SAVE 1.70
2.59 pkg. of 26 or 30

Colgate
Tartar Control Mouthrinse
Reg. 2.79
SAVE 80¢
1.99 18-oz. bot.

Lotion
Old Spice After Shave
Reg. 4.49
SAVE 1.50
2.99 4.25-oz. bot.

Deodorant
Old Spice Stick
Reg. 2.29
SAVE 70¢
1.59 2.5-oz. pkg.

All Types
Noxzema Shave Cream
Reg. 2.19
SAVE 70¢
1.49 11-oz. can

Gillette Cartridges
Trac II, Atra or Atra Plus
Reg. 5.29
SAVE 1.30
3.99 pkg. of 10

Lotion
Vaseline Intensive Care
Reg. 3.59
SAVE 1.00
2.59 15-oz. bot.

Pre-moistened
Giant Brand Baby Wipes
Reg. 2.49
SAVE 70¢
1.79 pkg. of 80

NO ONE HAS GREATER DISCOUNT DRUG VALUES

PROFILE All our pharmacies have Profile the computerized prescription system that alerts our pharmacists to possible drug allergies or interactions that may occur with any new prescription.

The interaction information is updated monthly and is derived from the drug interaction database which was developed by and is endorsed by the American Pharmaceutical Association. AMERICAN PHARMACEUTICAL ASSOCIATION

JUNE

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26	27	28	29	30		

PRICES EFFECTIVE THRU SAT., JUNE 18, 1988 IN GIANT DISCOUNT DRUG STORES. SOME ITEMS MAY NOT BE AVAILABLE IN ALL STORES. This merchandise is not offered for sale or available to retailers, restaurants or other commercial enterprises.

GIANT Discount DRUG

Otis Warren charts new direction

By Charles H. Brown
AFRO STaff Writer

After 18 years of running the real estate company formed by his father in 1950 and guiding it to only dreamed of heights; after being named President of The Greater Baltimore Board of Realtors, the organization that once denied his father membership and generating over $20 mil"ion in projects over the last five years, why is Otis Warren, Jr. changing directions?

"There are really two main reasons," said Otis Warren. "First the basic climate that the traditional brokerage business has to operate in. It's all business now. It's multi-office, and high media advertising and that seems to be the trend," said Warren, who believes that the one-on-one relationship between the agent and the client is being overlooked in the public's zeal for the "bigness" concept.

"We have no intention of going in that direction from a retail point of view," said Warren.

"The second reason is we feel that we are now able to find the high quality people to get involved in the more complex areas of real estate," said Warren. "We have the skills to do that and we fell that our return would be greater than trying to do multi-office production."

So Otis Warren has set out to debunk the common wisdom that to change horses in midstream is somehow unwise, or at least unprofitable and has restructured Otis Warren and Company Realtors to take better advantage of the changing realty market.

"We are excited about what we are doing," said Warren. "No question. We want to build an institution. I made the decision that we have to go beyond the typical 'ma and pa' operation," said Warren. "We have definitely gotten confident that we are going to ourselves in the real estate area.

The real estate market has shifted and settled much the same as the homes it deals in. Many companies have had to reevaluate their current position in the market as well as their projected growth.

"It's a change in direction in that we were strongly retail oriented and while we are still going to have our retail we are also going to begin offering our own product and the services" that support the product, said Warren.

"... We feel that we are now able to find the high quality people to get involved in the more complex areas of real estate."
Otis Warren

carve out a special niche for

To this end Warren has put together what he believes is a top flight management team to oversee the separate entities that will make up Otis Warren Realty Services, the new name the company adopted as of April 1, 1988.

Operating under this banner as separate profit centers will be offices for residential brokerage, new home construction real estate appraisal, property management, real estate development and real estate consulting.

"We are really going to move ahead in the area of affordable housing," said Warren. "By that I don't necessarily mean the very, very low income." Warren sees working class people, as the overlooked realty opportunity of the future and is determined to become a major provider of affordable housing in the black community and beyond.

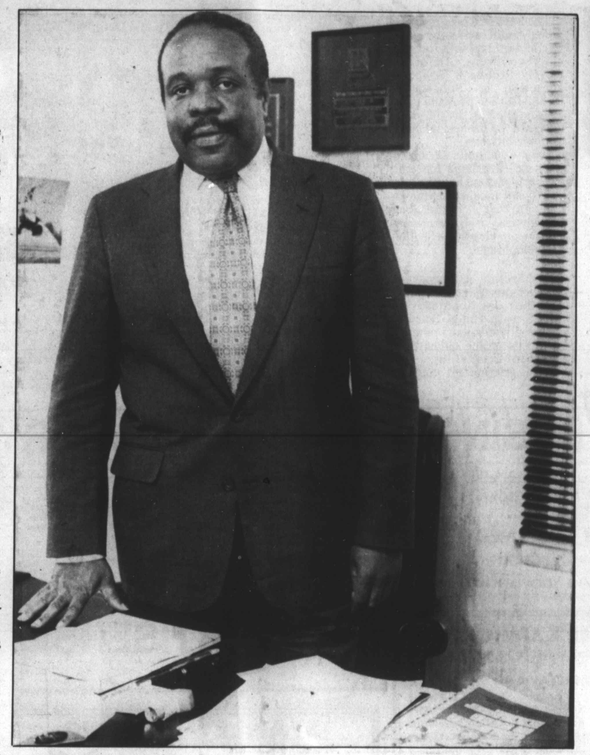
"Working class people, regardless of income, will be able to buy a house," said Warren.

To achieve this goal Warren has formed a new corporation called 'Warranty Homes.' "This is the entity that will be used to build the affordable housing," said Warren. "We will create a product, or do land development, for the purpose of putting that type of property on it."

The development field in Baltimore is a wide one with several well seasoned veterans seemingly entrenched in the avenues of both property attainment as well as financing but Warren doesn't flinch at the size of the competition. In fact he doesn't even admit to its presence.

"We don't really see any competition," said Warren. "We don't really see many

(Continued on Page 2D)



AFRO photo by Paul Greene.

OTIS WARREN REALESTATE SERVICES–The new name purposely implies more than just a retail sales agency. The potential for growth has increased along with the amount of services offered.

Goucher training pro's to be professionals

By Charles H. Brown
AFRO Staff Writer

The Professional Programs Department at Goucher College has established a schedule for its next round of classes.

The program, now in its fourth year, offers classes in such disciplines as Public Relations, Technical Writing, Fund Raising/Development and new for this session, Professional Writing.

The purpose of the program, which is open to both post-baccalaureate and those with a minimum of two years in their respective fields, is to provide the participants an environment where they may hone their individual skills under the instruction of a professional faculty in a less formal curriculum which focuses on specific professional objectives.

Coursework is intended to be directly applicable to the real work situations that would be encounted by the participants.

"We tend to have some rea[illegible]y nigh powered people w[illegible] are doing some really neat things," said Gail Sanders, president of Sanders and Associates, a marketing and public relations firms, who will be teaching one of the public relations courses.

"They come here to hone in on specific things and to maintain the level that they're at or to increase their proficiency," said Sanders.

For this purpose class size is limited with many classes reaching no more than 20 students.

"We keep it fairly small, said Debbie Curdlander, Programs Dept. President. "There will be 20 in Public Relations and the Fund-Raising/Development, 12 in Technical Writing and a maximum of 15 in the Professional Writing program.

Stephanie Yatsevitch graduated from the Women's Studies program at Goucher in May and chose to return to the Professional Writing Program instead of a masters program. She isn't yet sure of her aspirations in the writing field but hopes that the program will enable her to better tell where her talents lie.

"I want to explore my own abilities as a writer before I commit myself to any particular masters program," said Stephanie. "I have been told that I have a talent in writing and I feel that this is something that I would like to develop."

BETTER UNDERSTANDING — (From L to R) Chu Yol Kim, Baltimore Mayor's Committee on Korean Affairs; Jai Poong Ryu, Special Assistant to the Mayor of Baltimore (holding the coffee glass) and City Police Commissioner Edward J. Tilghman, as they interact at the conference.

Aim is better community relations

Koreans meet with local police

Ejike Obineme
AFRO Staff Writer

Competition between Korean business owners and black people often lead to serious confrontations and boycotting of Korean businesses by blacks. Koreans face similar problems when they move into predominantly white neighborhoods.

In some documented incidents, some whites climbed the street posts and defaced all the Korean signs.

Some blacks ofter conclude that the federal government gives Koreans and other Orientals special loans to set up businesses and as a result, the Koreans are very successful. This impression leads to even more tension between blacks and Korean merchants.

These and other problems were discussed in Baltimore Thursday, when a conference attended by over 90 delegates from Baltimore and around the nation, discussed the problems faced by Korean merchants in the United States.

The conference was sponsored by Baltimore Police Department and the U.S. Justice Department's Community Relations Service.

(Continued on Page 2D)

BUSINESS BRIEFS

Legal Accounting Div. formed

The Baltimore accounting firm of Grabush, Newman & Co., P.A. has announced the establishment of a special division within the firm to serve law firms and lawyers.

According to managing director Barry B. Bondroff, the special unit will be headed by Michael J. Agetstein, also an officer of the firm.

"Law firms are undergoing considerable economic pressures as expenses increase and resistance mounts to higher billing rates," Bondroff said.

"One of the things we do is train partners and associates in management of a law firm. We teach a series of six workshops on the various aspects of financial management of a law firm," continued Bondroff.

Grabush, Newman & Co., certified public accountants, has provided accounting and related services in the Baltimore metropolitan area since 1968.

How To Pay Less Taxes

The U.S. Small Business Administration together with ADP/Automatic Data Processing and the Baltimore County Chamber of Commerce will host a breakfast seminar for small business owners entitled "Don't Pay More Taxes Than You Are Supposed To Pay" on Wednesday, June 15, 1988 from 8:00 a.m. to 10:30 a.m. at the ADP Building, Joppa Road at Mylander Lane, Towson, Maryland.

The seminar is designed to present timely information about the new tax rate for unemployment, your responsibilities under the Unemployment Act and how to lessen your tax. Cost for the program is $5.00 which includes a continental breakfast and materials.

To register, call the Baltimore County Chamber of Commerce at (301) 825-6200.

German Manufacturer Relocates to the Corridor

Lieutenant Governor Melvin A. Steinberg welcomed German industrialist Friedrich Schwarz, chairman of the board of Rohde & Schwarz, at the official opening of the company's U.S. facility at the Forbes Center in Lanham June 9.

According to J. Randall Evans, Maryland Secretary of Economic and Employment Development (DEED), Rohde & Schwarz is the world's largest supplier of electronic test equipment.

Kenneth Schwenk, president and chief executive officer of Rohde & Schwarz, said that the responsive assistance of state and county economic development officials was a deciding factor in his company's selection of Maryland over locations in Pennsylvania, New York, Massachusetts, Florida and Georgia.