1/2 PRICE SPECIALS

Solid Anti-perspirant
Mennen Speed Stick
2.25-oz. cont.
~~Reg. 2.49~~
1.24

Regular or Deodorant
Carefree Panty Shields
pkg. of 26
~~Reg. 2.59~~
1.29

Giant Brand
Latex Gloves
pkg.
~~Reg. 1.19~~
59¢

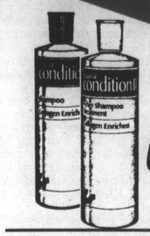
Giant Brand
Beef Basted Knucklebones
pkg. of 3
~~Reg. 3.49~~
1.74

For Dogs, Puppies or Cats
Hartz Mountain 2 in 1 Collar
each
~~Reg. 3.49~~
1.74

For Large Dogs
Hartz Mountain 2 in 1 Collar
each
~~Reg. 3.98~~
1.99

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

SUPER SPECIALS



Shampoo or Treatment
Clairol Condition II
Reg. 1.99
SAVE 70¢
1.29 15-oz. bot.

Regular, Super or Slender
O.B. Tampons
Reg. 3.59
SAVE 60¢
2.99 pkg. of 30

Extra Strength
Tylenol Caplets
Reg. 4.49
SAVE 1.00
3.49 bot. of 50

Regular or with Sunblock
Vaseline Lip Therapy
Reg. 1.09
SAVE 40¢
69¢ .35-oz. tube

Giant Brand
Dental Floss
Reg. 2.49
SAVE 1.00
1.49 200-yd. pkg.

Disposable
Bic Lighter
Reg. 1.09
SAVE 40¢
69¢ each

ISO200 Color
Giant Brand 110-24 film
Reg. 2.69
SAVE 70¢
1.99 pkg.

ISO100 Color
Giant Brand 35mm-24 Film
Reg. 2.59
SAVE 60¢
1.99 pkg.

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

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

PRICES EFFECTIVE THRU SAT., JUNE 25, 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

Tabb on top of retail car scene

By Charles H. Brown
AFRO Staff Writer

"This is Shirley," the woman answers the caller, in her sing-song Arkansas accent. And as sure as history repeats itself another potential car buyer has discovered Shirley Linda Tabb, Baltimore's other black media-motors celebrity.

Tabb who operates out of Koons Ford at Security Boulevard in what she calls a dealership within arrangement, has been adding gas to her sales lately by following the formula for success of John Minor, other wise known as the Inner Harbor Ford Man.

John Minor is as much a household word as Run DMC, though obviously not quite as musically talented. Through his use of television ads "The $99 Down Man" has built his fledgling dealership into one of the Ford Motor Company's favorite models of can do-ism.

The 35-year-old Tabb, a native of Marvell, Arkansas, though not yet as well known, is getting great mileage out of her own ads currently running on Baltimore's WNUV-TV, Channnel 54.

Tabb worked as an agent for Minor for her first two years in the business and considers him a good friend.

"I operate on a $2,500 a month ad budget. If I were John, with a $100,000 a month budget, I could say, 'Hi. I'm Shirley Tabb, come see me at such and such an address and they would do it," Tabb said. "Now I spend the money and they come in and ask for anyone."

Tabb, who writes and produces her own commercials — "I'm like the chief cook and bottle washer: I do it all" — is excited by the current commercial.

"I'm standing there in this long white gown and I say, 'If you think it will take a miracle . . .' then I snap my fingers and wings pop up on my back, a gold belt on my waist, a halo on my head and a wand in my hand and I say, '. . . . to buy a new Ford then come and see me, Shirley Tabb at Koon's Foord.'

"Then there is the new one for college graduates," Tabb said.

The new one is part of Ford graduate buyers program which targets recent college graduates as a prospective class of affluent lifelong customers.

"If you are a new college graduate, with a job or the promise of a job within the next 120 days, we will finance a car for you and get your credit started," Tabb said.

Tabb, who holds a B.S. in the Social Science from the University of Arkansas at Pine Bluff and a Masters in Sociology from the University's Little Rock Campus, began a career as a live in counselor for emotionally disturbed teenagers.

After seven years she considered a career change and took the advice of her friends.

"People had always told me that because of my personality I should sell," Tabb said. "I really didn't understand what sales was all about. I thought you either wanted it or you didn't.

Tabb reconsidered and took a job selling beauty products for Johnson Products, which eventually sent her to New York, New Jersey, Connecticut and Upper New England and sometimes the Baltimore area when there was a need.

This caused her to maintain a residence in Baltimore and led to her getting a part time job with Bamburgers for the Christmas rush. ' . . I got tired of making Mr. Johnson rich and not making anything for myself so I left that. Then me and my manager at Bamburgers got into a little confrontation so I quit there," Tabb said. "I didn't have any prospects but I've always been one to quit a job if I was unhappy."

"When I went home that night I was so depressed," said Tabb, her Little Rock resolve beginning to crumble. "I prayed and said, 'Lord . . . I can't believe I quit that job."

Then as she remained in her apartment watching television she saw her future. "I saw John Minor on TV for his grand opening and I said, 'That's it. That's the answer.

AFRO Photo by Paris Gray

SITTING PRETTY — Shirley Tabb is sitting on top of the local car world as she racks up impressive sales figures at Koons.

I can always sell cars . . . at least until something better comes along."

That was only the beginning.

Tabb sits at her desk surrounded by two typewriters — "One is the new kind with the word processing and all that kind of stuff, but when I really want to type I use the old fashioned kind" — a telephone, a bursting Rolodex, which looks as though it should be turned by an Escort engine, a stack of papers, another stack of papers, contracts, brochures, file cabinets and no secretary.

"I've had about six secretaries and I fired them like Grant went through Richmond," Tabb said. "The woman I have now has been gone for two and a half hours getting her nails done. Sometimes I think they try to take advantage of me because I'm a woman or because I'm nice or whatever," Tabb confides. "But you would think being that she's the seventh one she wouldn't fool with me."

Tabb has a unique working relationship with Koons. As the top producer — "I was number one at Inner Harbor Ford for the two years I was there and I've been number one every month that I've been here" — she is given a great amount of flexibility.

"I set my own hours," Tabb said." This is because of my work ethic. They know when

(Continued on Page 2D)

Douglass says firm will not shortcircuit

ROBERT L. DOUGLASS TAKES AIM — Denying wrongdoing in regarding to allegations of bad debts Douglass seeks to lead his firm, Baltimore Electronics back to solvency.

By Charles H. Brown
AFRO Staff Writer

Former State Senator Robert L. Douglass has run headlong into a controversy with the current city administration.

Douglass, who retired to private industry after losing a 1982 re-election bid, is being asked by the city's Housing and Community Development agency to vacate the American Brewery complex located in East Baltimore, part of which is currently home to Douglass' Baltimore Electronics Co.

The East Baltimore Community Corporation, of which Douglass, former Mayor Clarence Du Burns and former State Sen. Nathaniel Irby were principals, was awarded a renovation contract and a $216,000 renovation loan to develop the defunct brewery.

Initial plans for the development included a 400 car garage, retail and office space in addition to a senior citizens home.

The brewery warehouse located in the rear of the main building, was renovated first after which Mr. Douglass' firm subleased the space from EBCC. Other development plans were stalled soon after.

"He was the subtenant of the main tenant," said Bill Toohey, spokesman for HCD. "We leased the property to EBCC for the purpose of development and return to the tax rolls. The city had the right to approve all subleases," Toohey said.

(Continued on Page 2D)

CHEERING FOR SUCCESS — (L to R) Beverly Hunter, Executive Dir. of the Minority Supplier Development Council and former Coordinator of the Success Series and Bettianne Welch, Staff Mgr. for Bell Atlantic and current Coordinator of The Success series.

Minority contracts get edge

By Charles H. Brown
AFRO Staff Writer

The Small Business Administration and Bell Atlantic co-sponsored the Success 88 Symposium at the Omni Hotel Friday.

In its fourth year, the workshop series, which travels the entire Atlantic region, has drawn increasingly larger numbers of minorities and women entrepreneurs by offering speakers on a variety of small business topics and the possibilities for networking which are the cornerstones of the event.

The theme for this year's symposium was Small Business: Increase Profits Through Marketing. The keynote speaker for the event was Adrienne Zoble, Presi-

(Continued on Page 2D)

BUSINESS BRIEFS

NLRB Silences Employees

On June 2, 1988, the Office of the General Counsel of the National Labor Relations Board (General Counsel) issued a memorandum prohibiting Agency employees from wearing any union insignia and buttons supporting the bargaining demands of their union when meeting with the public.

NLRB field office employees also are members of and support the National Labor Relations Board Union (NLRB) which is involved in a labor dispute with the General Counsel over negotiations for new collective bargaining contracts. In support of NLRBU bargaining demands, employees have been wearing buttons at work. These buttons measure 1-½ inches in diameter and contain the slogans: WE WON'T BE COLLYERED, WE WANT A FAIR CONTRACT, and DON'T BURN THE BRIDGE (the Agency upward mobility program).

BLUES CAREER PROGRAMS

Employees at Blue Cross and Blue Shield of Maryland have created "Network," a unique employee-development program that cuts across all employee levels to expand career opportunities and exchange expertise.

Network matches "participants" with "advisors" who help them learn more about the company and about professional options available in the state's largest health insurance organization.

The Network program has attracted over 100 management and profesional employees as advisors and hundreds of employees as participants since it was started late last year.

SCORE Workshop

SCORE, The Service Corps of Retired Executives, which is sponsored by the U.S. Small Business Administration conducts a workshop every month on "How to Keep Records in a Small Business". Call 962-2233 for the date of the next one.

Realty Briefs

INSOSEARCH, a subsidiary of Gulf-Western Co. which specializes in gathering information for lawyers, has signed a lease for 327 square feet in the Jackson Towers in Baltimore, Maryland. Frank W. Andrews of W. C. Pinkard & Co., Inc., represented the landlord and the tenant in the transaction.

New Manufacturing In Maryland

J. Randall Evans, Maryland Secretary of Economic and Employment Development (DEED), has announced the purchase of a 25,000-square-foot building in Delmar, by American Casein Company of Burlington, New Jersey.

The company, a maker of milk protein products, will employ approximately 50 people.