1/2 PRICE SPECIALS

Regular or Menthol
Giant Brand Shave Cream
11-oz. can
Reg. 99¢
49¢

Giant Brand Pivoting or Fixed Head
Disposable Razors
pkg. of 5
Reg. 1.19
59¢

Assorted
Halsa Shampoo or Conditioner
13-oz. to 15-oz. bot.
Reg. 1.99
99¢

Rubbermaid
Ice Cube Trays
pack of 2
Reg. 1.49
74¢

2¼-Qt. Almond or Slate Blue
Rubbermaid Pitcher
each
Reg. 3.49
1.74

Ekco
Ice Cream Dipper
each
Reg. 2.29
1.14

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

SUPER SPECIALS

Anti-perspirant Deodorant
Lady's Choice Solid
Reg. 1.99
SAVE 60¢
1.39 1.5-oz. pkg.

Aerosol or Pump
Finesse Hair Spray
Reg. 3.19
SAVE 1.00
2.19 7-oz. cont.

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

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

Suntan Lotion
Coppertone SPF 4
Reg. 4.29
SAVE 1.30
2.99 4-oz. bot.

Giant Brand Fluid
Charcoal Lighter
Reg. 1.62
SAVE 63¢
99¢ 32-oz. plastic cont.

Giant Brand
Instant Light Charcoal
Reg. 3.49
SAVE 80¢
Compare to Kingsford
2.69 8-lb. bag

Giant Brand
Charcoal Briquets
Reg. 2.49
SAVE 90¢
Compare to Kingsford
1.59 10-lb. bag

SUPER SPECIAL
SUPER PRINTS
20¢ Per Print at time of development
REG. 29¢
For a limited time you can get your film developed and printed in our larger 4-inch Super Print size for the same price as standard-size prints.
ACTUAL SIZE OF YOUR PRINT
35mm ..... 4"x6"
110 ..... 4"x5"
DISC ..... 4"x5"
Offer expires Saturday, July 9, 1988

JUNE/JULY

S	M	T	W	T	F	S
26	27	28	29	30	31	1
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 TUES., JULY 4, 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

BUSINESS PULSE

■ Classified 5D
■ Obituaries 3D

Couple pioneers in toning business

By Catrice Greer
AFRO Correspondent

The crowd was small but the hopes huge, Saturday at the grand opening of Tone Masters Figure Salone, a black-owned health spar which opened its doors Saturday, June 25.

Tone Master, owned by Ester Faulkner and Roan Faulkner, is located at 1826 Woodlawn Drive. It represents the first state salon specializing in a relatively new exercise system which emphasises body toning.

Tone Master is a toning salon featuring seven toning tables.

The tables are designed to shape and firm as well as decrease inches from certain focus points on the body.

The toning tables range in function from the Stretching Table which firms and shapes the abdomen and midriff to the Circulating Table whose function serves as reliever of stress and tension by its vibrations.

According to Esther Faulkner, each machine operates for eight minutes per session. It is a gentle and relaxing way of toning the body.

Persons who use the machine are instructed personally by a qualified staff member.

Currently, Rachael Rawlins, a Physical Therapy major at University of Maryland Eastern Shore is the exercise technician of Tone Master.

When using the tone tables persons are instructed by a staff member how to operate the machine correctly and provide the correct resistance needed for full toning capacity.

The owners have been actively involved in the health field since 1982.

At that time their experience was chiefly involved with weight reduction.

In the fall of 1987, they received extensive training in the field of body toning with tone tables, then decided to get into the new wave of physical fitness.

Capitalized about $30,000, Tone Master is the only Black owned health salon in the state of Maryland, according to the owners.

Toning table exercise is a relatively new concept on the East Coast. To date it exists in New England, Florida and now in Maryland at Tone Master.

Because of the shop's close proximity to Social Security, Tone Master's owners Esther Faulkner and Roan Faulkner are aiming to capture the interest of the business clientele from Social Security.

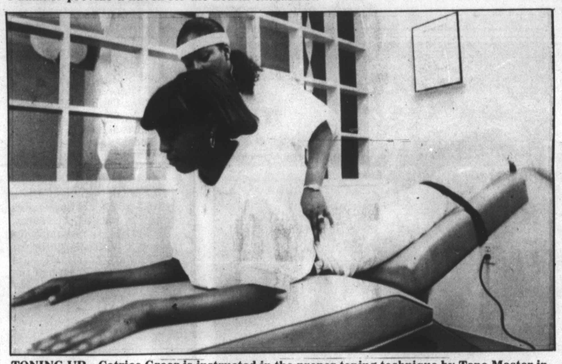
"This area has not been tapped," said Esther Faulkner. "It's sort of borderline county and city"

According to Esther Faulkner, Tone Master is ideal for "anyone who cannot do traditional exercise," specifically senior citizens.

How does Tone Master plan to capture the public interest? Currently, Tone Master is being promoted through community newspapers, flyers, direct mail and broadcasting over the radio. As the salon prospers, the owners of Tone Master plan to expand their marketing strategies to advertisements on the television.

In addition to expanding their marketing audience the owners of Tone Master Figure Salone are aiming to expand their business by adding tanning and body wrapping features between the fall of 1988 and the first of 1989.

THE TONE MASTERS—(from left) Gladys Brockington, Roan S. Faulkner and Ester Faulkner provide a haven for the health enthusiast.



TONING UP—Catrice Greer is instructed in the proper toning technique by Tone Master instructor Rachel Rawlings during the facility's grand opening.

CMEA upset by CUB as city union

By Charles H. Brown
AFRO Staff Writer

The City Union of Baltimore (CUB) ratified its first contract on behalf of Baltimore's municipal white collar employees on June 16.

The employees, previously represented by the Classified Municipal Employees Association, elected representation through CUB in November with final certification bestowed in January.

By gaining the white collar group, which includes some of the city's highest paid and most senior employees, CUB has succeeded CMEA as Baltimore's largest municipal workers union.

Key issues in the negotiations were pay raises and overtime compensation.

Prior to entering into negotiations with CUB the city settled on pay increases of 4.1 percent for the first year and 4.4 percent for the second year. CUB negotiators took issues with this level of hikes.

"We felt it was not what our members expected of us," said Rudy Porter, Field Representative for CUB.

"We were able to break the pattern" and secured for CUB rank and file a 4.25 percent and 4.75 percent increase for the first and second years of the two year contract respectively.

The issue of overtime was an additional sore spot in the talks. Under the CMEA contract the average employee worked a 36 and ⅔ hour week. Everything else up to 40 hours was considered an unpaid lunch period.

According to Porter, workers were often asked to work overtime and were paid straight time for all hours up to 40.

"That was happening quite a lot," said Porter.

Under the new contract, as of July 1, all hours after 36 and ⅔ will be paid at time and a half," said Porter.

CUB has also established a total of seven committees which will continuously meet with management over the course of the contract to study issues such as child care and the safety of its members who work with video display terminals.

"Without a question those are the most important concerns of our members," said Porter.

Woman's business group meets

By Charles H. Brown
AFRO Staff Writer

The executive Women's Network held a dinner recently at the Sheraton Inner Harbor to recognize the completion of the first year of its Mentorship and Education Program.

The group, which represents executive level women in fields such as government, medicine, communications and legal as well as the academic field, sponsored the mentorship program through its T-CAP committee.

T-CAP, which stands for The Community Action Project, chose the mentorship project both as a means of reinvesting a portion of its success in the city and fulfilling one of the purposes of the Network which is to contribute through community support.

"We wanted to make a commitment to the community of some sort and the Mentorship and Education program had the most interest from the organization as a whole and the greatest member support," said Kathleen Powell of Communique Inc., EWN's communications officer.

The group then aproached the Board of Education and together developed a program.

As a result 14 young women from the ninth grade at City College High School were teamed with 11 members of T-CAP in motivational and role modeling relationships. The T-CAP members would then also offer workshops and seminars at the college or escort the young women to dinners and events around the city.

"It has allowed them to get exposure that they would not have gotten in any other way," Powell said.

The T-CAP members will continue with the students through high school and into college or careers and will then begin with a new group of ninth graders.

Mayor Kurt L. Schmoke, the main speaker for the evening, thanked the membership of the network and encouraged them to continue in their efforts to build a public/private bridge of support for the Baltimore school system.

"I wanted people to reach out and be role models and your program is certainly one of the good ones," said Mayor Schmoke.

Dick Gregory urges new obesity institute

NEW YORK — Flanked by 13 seriously overweight persons, Dick Gregory, the comedian turned nutritionist, said that obesity represents an urgent health hazard to this nation and he called for the support of President Reagan in establishing a National Institute of Obesity and Weight Management.

He called, in addition, for a national clearing-house "to give information on obesity treatment programs" and for "a Congressional investigation of this national American health crisis.

"The crisis of obesity in America is both a medical and public health problem and it needs immediate Government support."

* * *

Gregory, who is chairman of the nutrition firm, Correction Connection, Inc., in Philadelphia, Pa., said he would personally "start a 40-day fast and prayer vigil for the obese of our nation."

Gregory said obesity afflicts 34-million Americans and more than 11-million of these are extremely overweight.

He said: "This association of obesity with coronary artery disease, hypertension, and diabetes mellitus is well-known. Mortality rates rise precipitously with increasing body size. America is the most obese nation in the world. We are 40-million tons overweight. Current estimates predict you lose at least one year of life for every 10 pounds of excess body fat."

BUSINESS BRIEFS

Mitsubishi-Benz

A Japanese subsidiary of Daimler-Benz A.G. of West Germany said it has established a joint venture with Mitsubishi Motors Corporation of Japan to market the popular Mercedes-Benz automobile in Japan.

The venture, called Stuttgart Auto Service Inc., is to be controlled by Daimler, which will retain 51 percent of the ownership of the company to Mitsubishi's 49 percent.

Kazuhiro Joh, a spokesperson for Stuttgart, said the company plans to sell 5,000 cars per year through it's own dealership and Mitsubishi's sales networks and anticipates that figure to rise to 3,000 cars annually by 1992.

Dial It Again Sam

BALTIMORE — Beginning Sunday, some AT&T customers in Maryland must dial "00" (zero - zero) to reach an AT&T operator directy. The change from familiar "0" (zero) is part of a statewide conversion that separates operator services between AT&T and C&P Telephone Company. Implementation will be phased in throughout the state until all telephone exchanges are converted by December. Currently, the local company contracts with AT&T to provide its long distance operator services.

The changes are being made as part of the 1984 divestiture agreement between AT&T and the government. The agreement specified that the local Bell Telephone Companies, such as C&P Telephone, would provide phone service and operator assistance within regional calling areas, while AT&T would provide calling services and operator services between calling areas.

BG&E Pays BIG

Baltimore Gas and Electric Company recently paid to the State of Maryland a Gross Receipts tax of $38,089,159.

Levied annually on electric and gas revenues in lieu of State income tax, the Gross Receipts is assessed to the utility for State permission - a franchise - to conduct business in Maryland. The tax is calculated as a percentage of the Company's annual electric and gas gross operating revenues.

BG&E's payment represents the Gross Receipts tax assessment for the balance of fiscal year 1987, and an estiamated 50% prepayment on the 1988 tax assessment.

Baltimore Gas and Electric is the largest taxpayer in the State of Maryland.

Send your business briefs to business writer Charles Brown at the AFRO.