1/2 PRICE SPECIALS

Dental Floss-Waxed, Unwaxed or Extra Fine
JOHNSON & JOHNSON 50 yd. pkg. Reg. 1.19 — **59¢**

Colgate
Tartar Control Mouthrinse 18-oz. bot. Reg. 2.79 — **1.39**

Regular or Compact
Colgate Plus Toothbrush each Reg. 1.69 — **84¢** Youth Reg. 1.49 74¢

Toothpaste
Pepsodent Fluoride 6.4-oz. tube Reg. 1.89 — **94¢**

Lady Mitchum or
Mitchum Roll-On 1.5-oz. pkg. Reg. 2.99 — **1.49**

800" Roll
3M 1/2" Magic Tape pkg. Reg. 1.49 — **74¢**

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

SUPER SPECIALS

Saline Solution, Sensitive Eyes or Regular
Bausch & Lomb Reg. 2.69 SAVE 1.00 — **1.69** 12-oz. bot.

Pre-moistened
Giant Brand Baby Wipes Reg. 2.49 SAVE 80¢ — **1.69** pkg. of 80
Compare to Scott

Clairol
Condition Mousse Reg. 1.99 SAVE 70¢ — **1.29** 6-oz. can

Regular Tablets or Caplets
Bayer Aspirin Reg. 3.79 SAVE 60¢ — **3.19** bot. of 100

First Aid
Neosporin Ointment Reg. 3.19 SAVE 1.00 — **2.19** .5-oz. tube

Nasal Decongestant
Drixoral Tablets Reg. 3.99 SAVE 1.00 — **2.99** bot. of 10

Vaseline Pure
Petroleum Jelly Reg. 2.09 SAVE 50¢ — **1.59** 7.5-oz. jar

Soothing
Vaseline Lip Therapy Reg. 1.09 SAVE 40¢ — **69¢** .35-oz

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

AUGUST

S	M	T	W	T	F	S
31	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	31			

PRICES EFFECTIVE THRU SAT., AUGUST 6, 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

■ Clean Block 3D
■ Classified 4D

TED COATES:

Going for the Gold

By Charles H. Brown
AFRO Staff Writer

(AFRO Photo by Denise Smith)

RIBBON CUTTING FAMILY—(Left to right) Ted Coates, Beth Coates and daughter Shelley Coates cut the ribbon at the grand opening of Coates new Century 21 offices in Randallstown.

Why is Ted Coates smiling?

Probably because he has a not just thriving, but robust, real estate company. Possibly because he just moved his company into new Randallstown digs. More than likely it's because Ted Coates knows this is just the beginning.

Ted Coates' five years plan calls for growth. Pure and simple.

"We're doing $25 million a year," said Coates. "And we're looking to increase that. We are coming into this area with better offices than we have ever had and we expect to draw more agents and higher producing agents."

Just like the mighty oak tree that Coates resembles, while his company grows it also spreads. Coates is on the cutting edge of the trend to provide not just real estate sales but real estate services.

"That is part of the whole trend," Coates said. "Servicing the client base right down the line. You will never get rich in the brokerage business. If you have the ability to tie in all those other services then you can make money."

As an example of a company that's got it all together Coates points to Sears Roebuck and their Sears Financial network subsidiaries Dean Witter Investments, Coldwell Banker Realty and Allstate Insurance.

"At one time we were looking at mortgage banking but the money market got so complicated that we figured we'd leave it to the people who have all day to do it and stick with the things we know we can handle," Coates said.

The things Coates can handle are not lightwight. The company consists of the Century 21 franchise, a property management company with both a development and an insurance company on the drawing boards - not to mention Century Title Company.

"The title company is completely separate," Coates said. "My wife Beth is the majority owner in the title company and I have nothing to do with it that other than to send her business."

"We look at the brokerage business as a means to an end," Coates said. "It kind of leads you into a lot of things but the brokerage business itself operates in a real small market."

Coates is autobiographically correct. The brokerage business does lead you into other things. It was in that small market that Coates got smitten with real estate 15 years ago.

Coates was then a product salesman at Miles Laboratories and a parttime student at Catonsville Community College. The buzzwords at Catonsville for future wealth weren't plastics they were real estate.

"I got into it kind of by accident," Coates said. Coates classmates were hawking a real estate course as the sliding door to wealth. "I took the course and then everybody was hyped up about taking the exam so I took that. Then everybody was hyped up about getting a job..."

$10,000 a year in commissions and three years later Coates made the admission: "It got into my blood. I was amazed at how much I really enjoyed it," Coates said. "I went back and got my broker's license."

But the security blanket of a $16,000 a year job plus benefits and that company care, kept Coates from jumping into realty with both feet.

Instead he maintained his position with Miles where he handled accounts for Alka Seltzer and One-A-Day Vitamins and then worked the real estate business in the company car afterwards.

Ted Coates

As usually happens when you get two worlds close enough to enjoy the best of both they collide.

"My regional manager had gotten hold of one of my real estate cards," Coates said. "They had been after me to accept a transfer and I had refused it. He asked me, 'Is this why you don't want to transfer' holding up one of my cards. I said, 'No - skimming over the truth like a dragonfly across the pond - 'I'm really not doing that much business with them," Coates said.

The manager then pulled out an ad for Associates Real Estates Coates employer and Coates got the first whiff of his cooking goose. The manager said, 'It looks like you're doing a pretty good amount to me,' "So they kind of forced me to jump in the water and swim," Coates said.

Coates did considerly better than just swim. He breaststroked with his brokers license, he back-stroked his clients and he dog-paddled his ideas to Associates owners, Hyman Adler.

"Hyman encouraged me all the way," Coates said. "Come on and go for it he told me. So when I came in full time I started helping people and answering questions.

"Hyman wasn't big on training, so I developed a

(Continued on Page 2D)

BUSINESS BRIEFS

GSA To Hold Vehicle Auction

The U.S. General Services Administration (GSA) announced today that it will be hold another of its very popular vehicle auctions in Baltimore, Maryland, on Wednesday, August 10, 1988.

The public auction will include approximately 150 late model GSA Fleet vehicles including Sedans, Vans, Pickups, Station Wagons and Buses, and will feature an '81 24' Fiberglass Boat W/Cutty Cabin and Inboard Engine, including a 26' E Z Loan Boat Trailer W/Duel Axle and Electric Brakes.

Vehicles listed for this sale are located at GSA's Fleet Management Office, Federal Depot - Middle River, 2800 Eastern Boulevard, Baltimore, Maryland. Inspection may be made at the site on August 8 and 9, from 8:30 A.M. to 4:00 P.M. Bidding will start promptly at 9:00 A.M. on Wednesday, August 10, 1988.

Complete information on property for sale and inspection is available by calling GSA on (301) 962-7746, or contacting GSA's Federal Supply Service Bureau, Property Management Sales Office, Room 5156, 9th & Market Street, Philadephia, PA 19107. Please ask for a copy of sales notice 3FBPS-88-48.

Seminars scheduled for minority companies

The Baltimore Area Minority Business Development Center of Associated Enterprise, Inc., has inaugurated a comprehensive training program providing seminars in marketing, procurement, and business development to emerging minority companies.

Over 30 in-depth seminars will be offered throughout the year at Associated's offices in Annapolis, Baltimore and Columbia, The first series begins August 16 in Baltimore.

Designed to give traditional minority firms a better edge in sales and procurement, the new program focuses on practical, hands-on training. The seminar schedules are flexible to accommodate the budget and time contraints of a growing business. Seminar topics target businesses that have demonstrated solid business performance or who are positioned in high growth industries.

Participants may select a single, three and one-half hour seminar or choose discounted packages of two, four, or eight seminars. All training takes place on either Tuesdays or Thursdays, between 9 a.m. and 5 p.m.

Tuition for the new training program is affordable to most minority businesses because it is partially subsidized by the U.S. Department of Commerce's Minority Business Development Agency.

Associated Enterprise, a 10-year old Maryland business consulting and voice messaging firm, recently won the competitive award to direct a Minority Business Development Center for the Baltimore Area.

Examples of Associated's seminars include "Finding Money When Cash is Tight," "Negotiating to Win," "Creative Expansion Financing," "Profiting From Lost Bids" and "Surviving Government Audits."

For more information on the Minority Business Development Center and its new training program, call Bili O'Meara at Associated Enterprises, (301) 841-6920.

Blacks suffer economic woes

By Korva De Marr Coleman
AFRO Staff Writer

WASHINGTON — Minorities hold a minuscule fraction of jobs in financial, legal and real estate industries here in the District, a report issued by the city's Office on Human Rights said.

"We really don't know why the numbers are so bad," said OHR director Maudine Cooper. "It could be a number of reasons ... maybe minorities are employed in other occupations. Maybe some of them haven't received adequate training. Maybe racism has played a part."

The findings, based on data gathered three years ago, show that black men hold only 6.2 percent of all professional jobs in financial institutions, while occupying 61.2 percent of the blue collar jobs.

Black women, however, were represented in greater numbers professionally in financial institutions, at a level of 28.3 percent. But, they were largely concentrated in lower paying jobs.

Three fourths — or nearly 77 percent — of all black women in the financial sector held jobs as clerical workers or secretaries, the study found.

While the real estate industry appeared to fare better, with an equal distribution of men (48.8 percent) and women (51.2 percent), "this perception of parity is just that — perception," the report said.

Here, white men held 37.2 of the real estate jobs, and white women occupied 34.1 percent. But black men held only 9.7 percent of the jobs, while black women were represented at 15.9 percent.

Jobs in the legal industries were even more dismal, as black men occupied 2.1 percent of the jobs in legal firms. In the professional category (attorneys) black men held only 1.5 percent of the jobs.

Women were represented in large numbers in the legal industry, at 63.3 percent, but most held clerical or secretarial positions (81.3 percent). Of the 855 black women employed in white collar legal positions, 786 were office/clericals. Of the 46 women employed in blue collar positions, 35 were black.

"We have shared the data with trade associations here in the city," Cooper said. "We hope to enlist their assistance in alleviating this problem. We do have a reputation as an aggressive office, though, and we're not afraid to go out and take on the big boys and girls."

Cooper said OHR has offered recommendations to combat some of the problems. Suggestions include developing affirmative action plans that enumerate specific goals and timetables; soliciting input from trade associations in developing training programs; and adopting groups of young people to explain what a particular industry is all about.

She hopes that the recommendations will be voluntarily adopted by the firms in the study, and that the numbers of minorities will increase.

"If they don't improve, we may have to go in with these numbers and facts, and mandate changes," she concluded.

Minorities hurt by Wedtech

By Chester A. Higgins, Sr.
NNPA Correspondent

Small and disadvantaged businesses seeking contracts at the Dept. of Defense will find the going a bit harder in the future thanks to the Wedtech scandal.

Recently, the Senate passed a bill aimed at overhauling the 8(a) set-aside program, the fifth time Congress has tried to overhaul the Act since 1969.

Wedtech, is a minority-owned (Hispanic) enterprise that skyrocketed into a multi-billion dollar firm ensnaring some high government officials and insiders by use of bribes and fraud to grab lucrative military contracts. Charged with racketeering, the company is now in bankruptcy.

Many minority business unlike Wedtech fail not because of criminality, but, according to DOD's Small and Disadvantaged Business Utilization office Assistant Director George Schultz because they fail to develop other sources of business outside the set aside, neglecting to shore up their enterprises during the seven-to-nine year period they are enjoying set-aside contractural life.

"SBA want to help these businesses, nurture them and make them strong. That way they become self-sufficient. We, too, want them to grow, because we want good tirms to be in competition for our awards. But they can't grow and become strong if they become dependent on only an annual set-aside award," he added. Congress is in the process of setting termination dates for businesses that enter the set-aside programs. So the small firms are put on notice: grow or get lost.

However, problems continue to aride because often minority businesses are woefully undercapitalized, suffering from management inexperience, and lack the network of financial and technical advisers that mainstream firms so often enjoy in abundance, observers say.

Also, for a time, false representation — that is, a Black or other minority artificially fronting a business that is in reality white-owned — in seeking contracts awards was once a problem, according to Schultz. It is not the problem it was because "There are so many checks and balances operating now," he said, "including competing businesses which blow the whistle" on some of these scams plus the installation of strong SBA safeguards.

Despite shortcomings, however, Dept. of Defense contract layouts to small and disadvantaged businesses have nearly doubled since fiscal year 1981.

In 1981, total DOD Small and Disadvantaged Business Utilization (SDBU) awards amounted to $2.428 billion. In the 1987 fiscal year the amount had zoomed to $4.340 billion. These awards were broken down into three categories: Section 8 (a) set asides; prime, and subcontract. DOD has set itself a goal of awarding 5 per cent of its gross $135 billion (domestic) contractural outlays to minority owned businesses.

You don't have to be a math wizard to quickly figure that this comes out to be $6.75 billion, a tidy little annual sum.