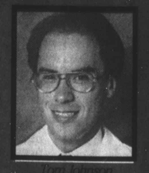
GIANT Rx Discount DRUG

SAFETY & RELIABILITY

...two of the reasons we fill more prescriptions per store than any other drug chain in the country.

"We have a customer whose internist prescribed Tegretol for epilepsy. Less than a week later, the customer's family doctor prescribed Emycin to clear up an infection. Fortunately, the PROFILE system warned us of a possible interaction between Tegretol and Emycin which could have caused adverse effects from an increased blood level of Tegretol. We immediately notified both doctors who agreed to change the Emycin prescription to another antibiotic."



Tom Johnson
Giant Discount Drug Pharmacist

To take advantage of Giant PROFILE, we recommend you complete a PROFILE form and have your prescriptions filled at the same Giant Discount Drug location every time.

You can take an active role in your care, protection by always advising your physician if you are taking any other medications. For more information about PROFILE, our Free Prescription Safety Service, ask your Giant Pharmacist.

PROFILE Rx FREE PRESCRIPTION SAFETY SERVICE

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

1/2 PRICE SPECIALS

Pain Reliever
Nuprin Tablets or Caplets
bot. of 24
Reg. 2.59
1.29

Fluoride
Dentagard Toothpaste
6.4-oz. tube
Reg. 1.89
94¢

ISO200
Giant Disc 30 Film
pkg.
Reg. 4.59
2.29

Scotch 3M
Package Mailing Tape
2" x 800" pkg.
Reg. 2.99
1.49

Cleo Boxed
Christmas Cards
box of 20
Reg. 3.99
1.99

Baker's Secret
15 Inch Cookie Sheet
each
Reg. 3.99
1.99

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

SUPER SPECIALS

Assorted
Flex Shampoo or Conditioner
Reg. 2.29
SAVE 60¢
1.69

Anti-perspirant/Deodorant
Arrid Spray
Reg. 3.89
SAVE 70¢
3.19

Lotion
Old Spice After Shave
Reg. 4.49
SAVE 1.50
2.99

Saline Solution Reg. or Sensitive Eyes®
Bausch & Lomb
Reg. 2.69
SAVE 1.00
1.69

Dr. Scholl's
Air Pillo Insoles
Reg. 1.99
SAVE 70¢
1.29

1/2"x450", 3/4"x300" or 1/2"x1000"
Giant Transparent or Invisible Tape
Reg. 89¢
SAVE 20¢
69¢

1/2"x800" or 1/2x1500"
Giant Transparent or Invisible Tape
Reg. 99¢
SAVE 20¢
79¢

Burns 2-3 Hours
Giant Firelog II
Reg. 1.49
SAVE 50¢
99¢
5-lb. Log 1.39

This symbol identifies items available only in stores with Pharmacies.

BUSINESS PULSE

■ Career Corner C3
■ Sports C4

Lillian H. Lincoln:

A shining example of success

By Olive Vassell
AFRO Assistant Editor

The awards are mounting up on the walls of Lillian Lincoln's Prince George's county office. They include Maryland's "1981 Small Business Person of the Year," "Regional Minority Service Industry Firm of the Year," and most recently, the prestigious "National Minority Entrepreneur of the Year."

For Lincoln, the presentation of the award by President Reagan at a recent White House ceremony was the culmination of 12 years of hard and diligent work.

"Ms. Lillian Lincoln is a shining example of minority entrepreneurship at its finest. Through dedication, hard work and initiative, Ms. Lincoln has managed to turn her academic expertise in business into a successful thriving enterprise," said James H. Richardson Gonzales, of the Commerce department in presenting Lincoln with her award.

Indeed, Lincoln faced steep odds when she decided to open her own business back in 1976 after working for three years in the janitorial industry. Getting investments for her small company was relatively easy, she said. "I had good credentials, an MBA from Harvard and experience in the industry."

LILLIAN H. LINCOLN

Harder to resolve was the problem of her two young children, but Lincoln was soon juggling motherhood and business and running her building maintenance services firm — Centennial One — from the garage of her Maryland home.

"I had two small children aged two and four and ran the business from home so I could spend time with them."

Lincoln's first contract came from the government's 8A minority set aside program. She worked on the $150,000 project with her 20 part-time employees for three or four months, before going after other business.

"Afterwards, I picked up other small jobs from commercial firms and the business grew from there," she said.

Today, Centennial One employs some 800 people servicing clients like IBM, Westinghouse and Comsat. Last year, the business turned over $7 million.

The hardest part of running the flourishing firm is finding and keeping good workers, Lincoln said. "The turnover is pretty intensive in this industry and so it's hard to get and keep good people."

But dedication is Lincoln's trademark and she is convinced it will take her to the top. "The job always gets done. The buildings are always cleaned whether it takes nine people instead of the desired 10," Lincoln said.

Pack Your Bags
Conference Update

EDITOR'S NOTE: As a regular service to the community, Pack Your Bags will list upcoming events of interest. Unless so noted, all conferences take place in Washington, D.C.

Organizations or businesses wishing to have their conference listed should write to the AFRO-AMERICAN — PACK YOUR BAGS, 2002 11th St., N.W. Washington, D.C. 20001.

International Black MBA Student Association

The International Black Masters in Business Administration Student Association invites the public to attend its first annual convention Dec. 27 — 31 at the University of California at Los Angeles. Special Guests include British Parliament Member Ms. Diane Abbot, Mr. Dick Gregory, Dr. Harry Edwards, Mr. Don King, Assemblywoman Maxine Waters, Congressman Mervyn Dymally and Chief Aare Abiola of Nigeria.

The conference concludes with a gala banquet Dec. 31, with keynote speaker, the Honorable Robert Mugabe, President of Zimbabwe. Call 213-825-9460 or 213-825-9460 for further information.

Black Managers Videoconference

Northern Virginia Community College's Annandale campus teleconference center will hosts the First Annual Black Managers' Forum. It will be held Wednesday, Jan. 18, from 1-5 p.m. Registration is $30 and seating is limited. Co-presenting the event are the American Management Association and the Annandale campus's Business Division in celebration of Dr. Martin Luther King's birthday. For more information call Lillie Anderton, 703-323-3498 or Diane Harris 703-323-3168.

Frank M. Conaway

Perfume is the name of the game

By Charles H. Brown
AFRO Staff Writer

Frank M. Conaway, former delegate; insurance broker; cosmetics distributor; has a new wrinkle. He's now calling himself the "biggest little squirt in town."

A line of fragrances, a staff of managers and a suite of offices have transformed the former West Baltimore politico into the King of Dollars and Scents.

Ebony Fragrances, Conaway's new company, is in the business of making folks smell good, but more importantly it's in the business of making people reek of money.

"People are not taking advantage of an opportunity in what has historically been a white owned business," Conaway said," and one that has been selling to black folks."

"I made it clear when I came into this company that I wanted to promote black ownership. I want to change the complexion of this company," Conaway said.

The company Conaway is referring to is Scentura Creations, another of those Atlanta success stories. It was begun by Larry Hahn, a high school drop-out, who already has made $100 million from selling knockoff designer fragrances.

The fragrances are created by the same companies that create all of the better known fragrances, in fact they're the same colognes. The difference is that Scentura requests 10 percent more oil be added to the cologne allowing it to retain its scent longer and raising it to the parfum category.

The parfumes are then distributed to companies, such as Ebony Fragrances, for sale. Saying sale to Frank Conaway is like saying deal to the Dodge boys. It's like playing his song. And Frank Conaway does a mean rhumba when the beat is just right.

Since first looking into Scentura in April Conaway has set numerous sales records and is currently number one nationally in individual sales for the entire 500 office company.

Conaway also established his own office in two months. A feat that Scentura says normally takes a minimum of nine months and a maximum of three years. But that was Scentura B.C. (before Conaway).

"It's all in the mind," Conaway said. "There have been more millionaires made in multi-level marketing in the past ten years than in any other business."

"It takes only an average brain to be a success in business," Conaway said. The primarily Southwestern company's people aren't the smartest in the world, Conaway said. "I rub shoulders with blacks everyday who are head and shoulders above all of them."

When asked why it was that the majority of the company's money is made by whites Conaway said: "We don't believe."

"We're taught in school: get a job; by our parents: get a job. We've been geared to do the nine-to-five-pick-up a payeheck (routine). You work for anybody else and you'll never get rich."

A nine to five has never been Conaway's bailywick. Consequently he's developing plans to take his Ebony Fragrances to headier heights. He has a fragrance cart and kiosk in Mt. Clare Station Mall in the works and is also negotiating for billboard space as well as radio and television time. All touting the "biggest little squirt in town."

Conaway's offices off of Franklin Street are seeing an increasing number of the inquisitive as well as the decided. The inquisitive get the spiel, the decided get the sales kit.

"I've made six managers," Conaway said. "By January I expect to have made six owners."

To those who doubt that they have what it takes to sell Conaway has this story:

"I know a young man who didn't believe he could sell. Now he's one of my best managers," Conaway said. "I often remind him of those words."

Frank Conaway amid the scents of his success.

Army to offer new training to women

The Department of the Army is opening 11,138 additional positions in the active and reserve components to women soldiers. Women soldiers comprise almost 11 percent of the Active Army, 19.2 percent of the U.S. Army Reserve, and 5.8 percent of the Army National Guard.

Now available to women are: the military occupational specialty (MOS 52G) that installs and maintains electrical distribution systems, and selected positions in engineer combat support equipment companies. The remaining positions come from units already open to women, e.g. headquarters and headquarters companies of infantry and armor divisions, corps Chaparral air defense artillery battalions, and signal battalions in some light infantry divisions.

The opening of these additional positions is in response to a review of positions closed to women recommended in a January 1988 Department of Defense task force report on women in the military.

The task force suggested the military services use the "risk rule" to review those jobs in non-combat units involving risk of direct combat, exposure to hostile fire, or capture. If the type, degree, and duration of such risks was equal to or greater than those of the combat units with which they would normally associate in combat, the positions would be closed.

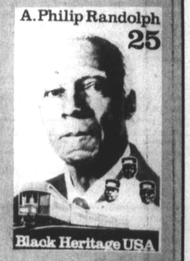
Randolph Stamp

A stamp paying tribute to labor and civil rights leader A. Philip Randolph was unveiled by AFL-CIO Vice Presidents Frederick O'Neal and Richard Kilroy and U.S. Postmaster General Anthony M. Frank, December 12 in Washington, D.C.

The unveiling was a prelude to the First Day of Issue Ceremony on February 3, 1989.

The Randolph Stamp will be the twelfth in the Black Heritage Series of commemorative stamps. Approximately 160 million of these special stamps are distributed nationwide by the U.S. Postal Service.

April 15, 1989 marks the 100th anniversary of the birth of Randolph, the founder of the Sleeping Car Porters and organizer of the 1963 March on Washington which died in 1979.



O'Neal, succeeded Randolph as chairman of the AFL-CIO Civil Rights committee and heads labor's Randolph Memorial Committee. Kilroy is president of the union that now includes the Sleeping Car Porters.