This Week's SPECIALS

GIANT — THE QUALITY FOOD PEOPLE

Plus....DOUBLE COUPONS See store for Details Please, No Coupon Clubs

BONUS SPECIAL

USDA Grade A Fresh Chicken **Leg Quarters** With Back Portion 59¢ lb.

Leg Quarters lb. 69¢

Bone In **Beef Blade Chuck Roast** USDA Choice 1.59 lb. Giant Lean 1.39 lb.

BONUS SPECIAL

1/2 PRICE SPECIALS

Au Gratin, Julienne, Scalloped, Hash Browns, Cheddar'n Bacon or Sour Cream'n Chives **Betty Crocker Potatoes** 4.5-oz. to 6-oz. box Reg. 1.19 — 59¢

Hash Browns or Mashed Potatoes **Simply Potatoes** 20-oz. pkg. Reg. 1.99 — 99¢ (Available in the Deli Dept.)

Giant **Vegetable Oil** 38-oz. plastic bot. Reg. 2.29 — 1.14

Parmesan or Romano **Stella Cheese Wedge** 5-oz. pkg. Reg. 2.49 — 1.24

Available in the Produce Dept., Extra Large **Sun Sweet Dried Prunes** 12-oz. pkg. Reg. 1.69 — 84¢

Giant **Wheat Bread** 16-oz. loaf Reg. 79¢ — 39¢

Jergens Scented or Unscented **Ever Soft Skin Lotion** 6-oz. bot. Reg. 2.99 — 1.49

3M 2⅞" x 2⅞" **Post It Pads** each Reg. 69¢ — 34¢

Disposable Twin Pack **Massengill Douche** 12-oz. pkg. Reg. 1.99 — 99¢

Soft **Tempo Antacid** pkg. of 30 Reg. 2.29 — 1.14

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

SUPER SPECIALS

Creamy or Super Chunky **Skippy Peanut Butter** 18-oz. jar — 1.99

Low Fat, All Varieties **Breyers Yogurt** 8-oz. cups — 2/$1

Giant **Italian Bread** 13-oz. pkg. — 67¢

Giant **Tomato Sauce** 15-oz. cans — 3/$1

Regular or Diet **A & W Root Beer or Cream Soda** 6-pack 16-oz. NR bots. Price includes Balt. City & Balt. Co. container tax — 1.91

Quarters **I Can't Believe It's Not Butter!** 1-lb. pkg. Soft, 1-lb. tub or two 8-oz. cups 1.47 Squeeze, 1-lb. plastic bot. 1.49 — 1.27

Regular, Light or Cholesterol Free **Hellmann's Real Mayonnaise** 32-oz. jar — 1.99

Coronet 2-Ply White or Prints **Sparkle Towels** 68.7 sq. ft. roll — 69¢

Frozen, Original All Butter, Family Size **Sara Lee Pound Cake** SAVE 66¢ 16-oz. pkg. — 2.29

Frozen, Banquet Supreme **Microwave Chicken Pie** SAVE 26¢ 7-oz. pkg. — 59¢

PRICES & DOUBLE COUPONS ARE EFFECTIVE THRU SAT., FEB. 10, 1990 in Giant stores in the city of Baltimore; Baltimore, Harford and Howard Counties, Glen Burnie, Severna Park, Annapolis & Edgewater. This merchandise is not offered for sale or available to retailers, restaurants or other commercial enterprises.

The Afro-American — Section C

BUSINESS PULSE

■ Career Corner C3
■ Sports C6

Saturday, February 10, 1990

PACK YOUR BAGS
Conference Update

CAREER WEEK

The George Washington University Career Week '90 will be held at The George Washington University Marvin Center, Room 413 at 800 21st Street, N.W. from, Feb. 6-7, 11:30 a.m. - 7 p.m., Feb. 8, 11:30 a.m. - 2:30 p.m.

Programs offered include: "Employer Insights on Effective Interviewing," "Disability and Employment" and "If You Want the Job You Have to Pass the Test: The Drug Test." For information call Anne Scammon (202) 994-8630.

NOBCO CONFERENCE

The National Organization of Black County Officials, Inc., (NOBCO) will convene its Sixth Annual National Economic Development conference in Savannah (Chatham County), Georgia on May 23-27, at the Hyatt Regency Hotel.

Many officials, joined by mayors, state and local legislators, interested businesspersons and students, will gather in Savannah to discuss topics ranging from minority opportunities in tourism, the role of the Black church in the local economic development process, and opportunities for international trade and foreign investment. For Information Crandall O. Jones Executive (202) 347-6953.

BUSINESS LAW

A one day seminar on everyday basics of business law for the business personnel directors, managers, supervisors, small-business owners. To be held at the Holiday Inn Georgetown in Washingto, DC on March 19, 1990. To register, call toll free 1-800-521-3919, or call (919) 345-2140.

NAREE SPRING SEMINAR

The National Association of Real Estate Editors is a non-profit, professional organization of real estate editors, writers, business journalists, columnists, broadcast journalists, and public relations communications specialists who cordially invite you to join them at the NAREE Spring Seminar on May 31-June 3, 1990.

Register at the Triangle, North Carolina, Raleigh-Durham-Chapel Hill. There will be something for everyone. For reservations and information call Hickory/Beeline Travel (800) 854-1054 or (919) 782-1900.

CHALLENGE IN CHANGE

National Association For Equal Opportunity in Higher Educations will be having their fifteenth national conference on Blacks in Higher Education, March 28-April 1, 1990, at the Washington Hilton Hotel.

The conference theme is "Challenge in Change." The conference shall examine the challenges now upon Blacks. The President's emphasis on education should lead to increased interest in reaching out to Blacks. Some of the nation's best minds will focus on these and other changes. For information call (202) 543-9111-NAFEO.

SUBSTANCE ABUSE AND RECOVERY FOR DEAF

Professionals in the fields of substance abuse, deafness, mental health. interpreting, service delivery as well as deaf and hard of hearing consumers, family members, and deaf and hard of hearing recovery persons will gather for a four-day national conference June 6 - 9, 1990, at Galludet University in Washington, D.C.

For information contact Jackie Roth Kinner, Conference Coordinator, (202)651-5351 (TDD/Voice)

CALLING THE FAMILY TOGETHER/ STRENGTHENING THE BLACK FAMILY

In an effort to edify the principles of family unity the Divine Universal Sisterhood is sponsoring a conference to be held Feb. 24, on the Howard University Campus, entitled, Divine Universal Sisterhood Conference, "Calling the Family Together/ Strengthening the Black Family." For information call 882-4331 or 431-1757.

CHILDREN'S DEFENSE CONFEENCE

The Children's Defense Fund's annual conference will be held on March 7-9, 1990. Panels will address issues vital to American children and the nation itself.

The theme is Paths to Achievement. The conference will be held at the Washington Hilton Hotel 1919 Connecticut Avenue, N.W., D.C. For information contact Lynn Dickerson of the media staff at (202) 628-8787.

Walker builds businesses with integrity, hard work

D.C. entrepreneur presides over $5 M empire

By Hamil Harris
AFRO Staff Writer

"A sale is sale, whether you're selling motor oil or promoting a new record said Will R. Walker who has combined honesty, integrity and hard work for two successful businesses.

One might think that with an auto parts store which does $5 million a year complete with a staff of 32 people, Mr. Walker would be satisfied to settle down with his 13 children and 13 grandchildren, "at last count."

But he's not and so this singing grandfather, who owns WRW auto parts has embarked on his biggest challenge: a gospel record company under the label of WAJJI records.

For more than a decade, Mr. Walker has been the manager of the gospel quartet the True Tones and like many recording artist he and the True Tones have had, "huge problems with the record companies because they wouldn't take us as an artist."

Photo by Lawrence W. Jackson, Jr.

WRW AUTO PARTS, Washington, DC. Shown here are Will Walker (l) with his sons Patrick and George.

WILL R. WALKER

So two years ago Mr. Walker and the other members of the True Tones began a record company, taking the initials from each group member to come up with the name WAJJI Records, and today with artists like the Five Blind Boys and Mildred Clark on the label he said the company is growing.

Located in northeast Washington, DC., WRW Auto is a proud example of a successful black business, but the building is much more than just a warehouse for motor oil and radiators. It is also the home of WAJJI Records.

At first glance one might think they were in just another auto parts store, but a closer look would reveal a complex computerized operation complete with Watts lines, computer tracking and a record room with all the essentials for a record company.

Mr. Walker, who said he, "tries to keep a low profile," is obviously a successful businessman but confesses when it comes to running a record company he has a good start, but there is much work to do.

"As a small label we expect the big companies like MALACO or SAVOY to try and solicit artists from us," said Mr. Walker who explained that this is a typical occurrence in the record business.

"Many artists begin with a small record company, but after they get a hit the big companies make them an offer and they don't stay with the companies that got them there," Walker said.

From using a studio which can cost as much as $10,000 to sending out thousands of free records Mr. Walker said he, "looks to lose," in the beginning, but that is not the main problem.

"The most difficult task is getting the radio announcers to play our records once we send it to them and not put it on the shelf," said Mr. Walker who was echoed by Ike Salmon, vice president of WAJJI Records.

Mr. Walker and WAJJI Records people feel they will be successful because they are willing to give new artists a chance, who might otherwise get turned down by the larger record companies, while at the same time taking care of those seasoned recording stars like Clarence Fountain and the Five Blind Boys.

"If there are gospel groups or soloists out there who want to record we want to know about them," said Mr. Salmon who encouraged artists to call WAJJI at (202) 546-9121.

OPM to kick-off regional job fair

WASHINGTON, D.C.—U.S. Office of Personel Management Director Constance Berry Newman has announced the beginning of a major public campaign aimed at better educating and informing the American public on the Federal Civil Service and its deep and widespread contribution to the nation.

The campaign called the 'Celebration of Public Service,' will begin with six regional job fairs with opening ceremonies on March 1. They are scheduled for Atlanta, Boston, Chicago, Denver, San Francisco and Washington, D.C. The activities are being planned to promote public service careers and to encourage top-quality people to consider careers in public service.

The opening ceremonies at the six regional fairs will honor Federal employees whose work — sometimes in dramatic fashion, more often in unseen ways — has highly influenced the lives of citizens in communities nationwide. A number of speakers from both the public and private sectors will highlight the programs.

OPM Director Newman, in announcing the Public Service campaign, said that "we have to better explain the relationship between government and people's lives. Many people do not really understand what it is that government does, or how important a role government plays in our daily lives.

"This nation cannot afford less than the best in our Federal workforce," Mrs. Newman said. "It is imperative that the best and brightest consider a career in government service. If we are not able to maintain quality in our public servants, then all of us will suffer. If care is not taken now, then tomorrow we will face a crisis in government, a crisis that we can ill afford."

BUSINESS BRIEFS

COMPUTERIZED DIRECTORY

Neil Vaughn, President of Renown Information, Inc. (an Information Management Processing Company), Brooklyn, New York, is currently compiling a database on Black owned companies and professionals in the United States.

Basically, a computerized reference directory, the database will prove helpful to companies large or small, professionals and non-professionals to facilitate their marketing, subcontracting, networking, and employment efforts. For information contact Idette Brown-Vaughn VP at 1-800-RENOWN-2.

URBAN PROFILE EXCELS

Urban Profile, an issues-oriented magazine for the African-American community that tackles the communities education and awareness, has surpassed even the highest expectations on the newsstands, according to its owners.

Available in 52 cities nationwide, the magazine previously achieved 50 percent sales at selected northeastern newsstands without promotion. Circulation for the winter issue is expected to reach more than 20,000, featuring a four part special report entitled "Education and African Americans."

QUICK CASH

Since "Quick Cash" sales began May 1, 1989, D.C. Lottery players have won over $5 million from 82,154 winning tickets.

D. Washington, a native Washingtonian, is the latest "Quick Cash" player to win $250,000, by matching 6 of 39 numbers in the Jan. 19 drawing. She said she has only been playing "Quick Cash" for three weeks. She selected the winning numbers at Division Market, 615 Division Ave., N.E., DC store owner Pyong Yi will receive a $2500 bonus for selling the winning ticket.

GERMANTOWN MASTER PLAN

The Montgomery County Planning Dept. will sponsor a workshop on Saturday, Feb. 10 in the Seneca Valley High School Cafeteria, from 1 p.m. to 4 p.m., to attract businesses to Germantown's Town Center and to insure its ongoing success.

A second community meeting will be held in March to begin work on the design component of a Town Center Design and Development Study of the implementation of the Germantown Master Plan. Later in the year a third community-wide workshop will be held to review staff recommendations based on their own studies and earlier community input, and allow comments prior to presentation to the Planning Board and County Council. For information call 495-4570.

SCHAEFER MOVES ON DISABLED

Maryland Governor, William Donald Schaefer announced a new state-sponsored program that encourages corporations to hire qualified disabled individuals. Maryland Corporate Partnership, Inc. (MCP), provides businesses with a central data bank of qualified disabled employees as well as information on suitable training programs tailored to a company's individual needs.

"One phone call can put Maryland. companies in touch with an untapped workforce that is competent and reliable," the governor said. Since it began last spring a pilot program, MCP's preliminary campaign has resulted in the placement of more than 100 disabled people in jobs throughout the state.

UBF MEMBERSHIP DRIVE

New member agency applications for 1990 are invited now thru Feb. 28 by the United Black Fund of Greater Washington. At present, United Black Fund, Inc. is the largest, charitable, Black fund-raising organization in the country.

The organization has 61 member agencies locally, more than 30 national affiliates, and international components in Africa and Caribbean.