THIS WEEK'S SPECIALS

GIANT — THE QUALITY FOOD PEOPLE

PLUS DOUBLE COUPONS... see store for details Please, No Coupon Clubs

100% Pure from Concentrate
Minute Maid Orange Juice
All Varieties
½-gal. ctn. 1.99

USDA Grade A
Fresh Fryers
Whole lb. 69¢
Cut-up lb. 79¢
Perdue Fresh Fryers Cut-up lb. 89¢ Whole lb. 79¢

Bone In
Beef Blade Chuck Roast
Giant Lean lb. 1.19
USDA Choice lb. 1.39

Round
White Potatoes
10-lb. bag 1.99

Washington State Apples
Golden Delicious
lb. 69¢

Ocean Spray Unsweetened
Grapefruit Juice
or Pink Grapefruit Juice Cocktail
64-oz. bot. 1.89

General Mills
Total Raisin Bran Cereal
20-oz. box 2.69

Banquet Frozen Assorted
Cookin' Bag Entrees
Sliced Turkey, Sliced Beef, Chicken ala King, Creamed Chipped Beef or Salisbury Steak
2 4 to 5-oz. pkgs. 79¢

Regular or Sugar Free
I.B.C Root Beer
6-pack 12-oz. NR bots. 1.79

½ PRICE SPECIALS

Betty Crocker **Fruit Roll-Ups** Strawberry, Cherry or Grape — Reg. 1.88 — 94¢

Mariachi **Large Flour Tortillas** — Reg. 1.69 — 84¢

Swift's **Butterball Turkey Franks** — Reg. 1.59 — 79¢

Vegetable in Cheese Sauce **Stokely's Singles** Broccoli Spears, Broccoli, Cauliflower & Carrots or Vegetables & Rotini — Reg. 1.39 — 69¢

Giant **Buttermilk Bread** — Reg. 83¢ — 41¢

PRICES & DOUBLE COUPONS EFFECTIVE THRU SAT., JAN. 7, 1989 in Giant stores in the city of Baltimore & Baltimore County. This merchandise is not offered for sale or available to retailers, restaurants or other commercial enterprises.

BUSINESS PULSE

■ Career Corner C3
■ Sports C4

Leonard Blackshear & MBDC

They said they could do it ...and they did!

By Charles H. Brown
AFRO Staff Writer

Sitting square in the middle of the 900 block of Druid Park Drive is the Control Data Business and Technology Center.

Looking like a cross between a fortress and a stonemason's idea of comfortable surroundings, it looks unassailable, unbreachable. Daring the foolish to offend.

Sitting with his back to a wall covered with enough degrees and honorariums to give a small law firm cause for shame, Leonard A. Blackshear leans in to quietly whisper what the wallpaper has already declared, "We ain't stupid."

Leonard Blackshear is out to extend the effectiyeness of the state's Minority Business Development Centers.

Stupid is not a charge you would level at the company which took the giant Control Data to task and outmaneuvered it for the U.S. Chamber of Commerce's contract for the state's Minority Business Development Centers.

The contract, formerly operated as an incubator in the Technology Center, calls for Blackshear's firm, Associated Enterprises to coax $5 million in financial investments into the firms and $10 million in sales out of them, it is a no profit proposition for Associated with both its pluses and its minuses.

First a minus:

"When we first got the contract Congress cut the Minority Business Development Authority award saying, '...Okay. The goals will stay the same, but you will have less money to meet them'," Blackshear recalls.

"We said, 'what is this ... bricks without straw week. But we said we could do it. We had committed to an approach that was daring, but we decided to stick with it'," Blackshear said.

Associated's approach to developing minority business does not follow the prescribed method of saving enough pennies to get a dollar. Associated would rather find the man who already has a dollar and promise to help him make two if he will invest a portion of his gain in the man with only pennies.

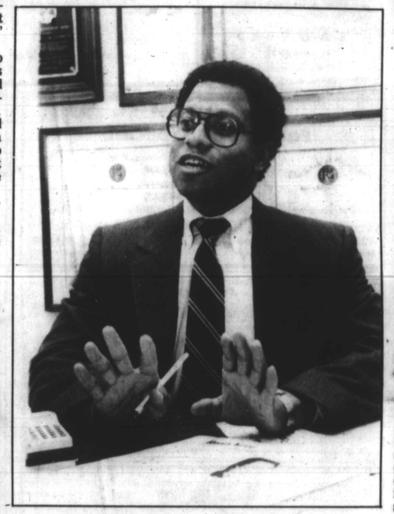
"We are looking for companies doing at least $300,000," Blackshear said. "A guy really has to have $100,000 and show us something before (we talk)."

The approach has been called "elitist". More than once. But Blackshear says Associated has the responsibility of "stewarding minority business in the community."

"We think we're right," Blackshear said. "We could piss the money away and have no impact or we could help firms get bigger and show them how to subcontract out to other minority firms."

As a living example, Associated Enterprises "subs" out its accounting, marketing and legal work to minority firms. Firms previously denied access to the very companies which Associated counsels.

Leonard Blackshear



LEONARD BLACKSHEAR — Backing up the skeptics

"After seeing the caliber of work that these firms are capable of, our clients say, 'I didn't know these guys were so good'," Blackshear adds. "Then you've made a connection. If I go out of business tomorrow that connection will still be there."

"We create connections that get the multiplier working," Blackshear added. "We see this as a way to realign the alliances."

Under the terms of the cooperative agreement with the MBDA, Associated has to stretch its connections across the entire five county area surrounding Baltimore City.

The MBDC three centers, located in downtown Baltimore, Annapolis and Columbia, are located in areas with the greatest concentration of minority businesses.

"This is the first MBDC program to have multiple centers," said Authur Peterson, director of the Baltimore center. "We can better serve our clients by placing our offices where the clients are instead of having them come to us."

Lewis opposes bank takeover

U.S. Representative John Lewis, (D-5th-GA), has expressed his opposition to a plan by Chemical Bank to finance a takeover effort by Minorco, a South African controlled company.

The result of this takeover would be that a South African controlled company would own ARC America, a California based firm which receives a significant income from state and local governments, many of which have policies prohibiting business dealings with South African companies.

Lewis has sent a letter to the chairman of Chemical Bank, Walter Shipley, in which he expressed his opposition to the bank's involvement with Minorco.

In the letter, Lewis said he was appalled Chemical Bank would involve itself in Minorco's takeover effort. The letter also said Chemical Bank's involvement in this matter appears to run afoul of — at least — the spirit of anti-apartheid measures adopted by Congress, as well as by many of our state and local governments.

"We must be united in our oppositioin to apartheid in South Africa. With respect to apartheid, our nation must speak with one voice," said Lewis.

Barbara Bush to host MLK gala

A choral tribute to Dr. Martin Luther King Jr. will be held 8 p.m Monday, Jan. 9 at the Kennedy Center with Mrs. Barbara Bush.

Participating will be the Howard University Choir, The Choral Arts Society, Donald Vails and the Voice of Victory, the Sanctuary Choir of the National Christian Church and the Duke Ellington Choir and Youth Chorale/Alumni.

BUSINESS BRIEFS

Toyota names Merritt

Bob McCurry, executive vice president of Toyota Motor Sales announced that Anthony L. Merritt has been named general manager — San Francisco Region for Toyota Motor Distributors, a subsidiary of TMS.

Anthony L. Merritt

Effective January 1, Merritt became responsible for directing the sales, service, parts and customer relations activities of the 53-dealer network in the San Francisco Region's area of northern and central California.

19-year veteran of the automobile industry, Merritt began his career with Toyota in 1981 as a merchandising manager in the Denver Region. Since then he has held various staff manager positions in the organizations. In 1983, he became field operations manager for the Denver Region.

Between 1985 and 1986 he was assistant general manager for that region. Merritt's most recent position was national merchandising manager for TMS.

Prior to joining Toyota, Merritt spent 13 years with the Ford Motor Company. His last position with Ford was general field operations manager. He earned a B.A. in education from Westminster College, and an M.B.A. from the University of Utah. Merritt will reside in the San Francisco area with his wife, Ann, and their children, Heather and Eric.

Dawkins Affirmative Action

Cheryl E. Dawkins has been named Director—Affirmative Action and Community Relations for Fox Inc., it was announced by Abby Areinoff, Executive Director and Senior Counsel — Employee Relations for Fox Inc.

Cheryl E. Dawkins

In her new position, Ms. Dawkins will be responsible for ensuring that the Fox Inc. units — Twentieth Century Fox Film Corporation, Fox Broadcasting Company and Fox Television Stations Inc. — comply with corporate policies regarding Affirmative Action. She will also serve as a community resource regarding the employment of minorities.

Previously, Ms. Dawkins headed her own private consulting firm, the Dawkins Group, specializing in Human Resource Systems Development and Management Services, and, most recently, served as Executive Consultant on International Affairs for the City of Los Angeles.

Prior to that, Ms. Dawkins held the position of Assistant Vice President, Human Resources for First Interstate Bank of California.

Ms. Dawkins also served as Director of Station Services and Assistant to the Vice President/General Manager at KCBS-TV in Hollywood.

William L. Jews named to Abell Board

William J. Jews, the president and CEO of Liberty Medical Center. Inc. has been elected to the board of directors of The Abell Foundation.

William L. Jews

Prior to his joining Liberty Medical Center in 1982, Jews was assistant director for ambulatory services and director of planning at the University of Maryland.

He is a 1974 graduate of Johns Hopkins University; he attended the Graduate School of Urban Studies and received his masters in Urban Planning and Policy Analysis from Morgan State University.

Active in business and civic affairs, Jews is chairman of the Governor's Task Force For Comprehensive Trauma Rehabilitation.

Churchill named Acting OAE Director

Naomi D. Churchill, associate director of the Equal Opportunity Staff of the U.S. Department of Agriculture's Office of Advocacy and Enterprise, will serve as acting director of OAE effective immediately.

Naomi D. Churchill

OAE provides leadership and direction to USDA's programs of equal opportunity in employment and program services. It also administers the small and disadvantaged business utilization program and a program to assist historically minority colleges and universities.