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 cardiologist prescribed Lanoxin for a heart condition. The customer later visited the family doctor who prescribed erythromycin to clear up an infection. The PROFILE system warned us that taken together, these two medications could increase the levels of Lanoxin in the blood, causing a possible overdose of Lanoxin. After calling both doctors, an agreement was made to change the erythromycin prescription to another antibiotic."

Chris Rizzo
Giant Discount Drug Pharmacist

You can take an active role in your own protection by always advising your physician if you are taking any other medications.

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.

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

Aerosol or Non-Aerosol
Miss Breck Hair Spray
7-oz. can or 8-oz. bot.
Reg. 1.99
99¢

Tablets
Giant Ibuprofen
bot. of 24
Compare to Advil
Reg. 1.99
99¢

Giant Natural, Regular or with D
Calcium 600mg
bot. of 60
Compare to Caltrate
Reg. 2.69
1.34

Giant 70%
Isopropyl Alcohol
16-oz. plastic bot.
Reg. 79¢
39¢

Assorted
Flair Pens
each
Reg. 1.09
54¢

Stuart Hall
Indexed Dividers
pack of 5
Reg. 99¢
49¢

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

SUPER SPECIALS

Compare to Bausch & Lomb
Giant Soft Contacts Only
Saline Solution
Reg. 1.99
SAVE 70¢
1.29 12-oz. bot.
Regular or Sensitive Eyes

Assorted
Crest Pump Toothpaste
Reg. 2.09
SAVE 50¢
1.59 6.6-oz. cont.

Original or Peppermint
Scope Mouthwash
Reg. 3.79
SAVE 80¢
2.99 24-oz. bot.

Conditioner or
Ivory Shampoo
Reg. 2.19
SAVE 60¢
1.59 15-oz. bot.

Cotton
Q-Tips Swabs
Reg. 2.39
SAVE 70¢
1.69 pkg. of 300

Anti-perspirant
Sure Roll-On
Reg. 2.19
SAVE 50¢
1.69 1.25-oz. bot.

Cough Mixture Regular, D or M
Vicks Formula 44
Reg. 3.69
SAVE 1.20
2.49 4-oz. bot.

Wide or College Ruled
Filler Paper
Reg. 1.49
SAVE 50¢
99¢ pkg. of 200

This symbol identifies items available only in stores with Pharmacies.

PRICES EFFECTIVE THRU SAT., JAN. 14, 1989 IN GIANT DISCOUNT DRUG STORES. SOME ITEMS MAY NOT BE AVAILABLE IN ALL STORES. We reserve the right to limit sales to dealers. Prohibited where prohibited, taxed or restricted by law.

BUSINESS PULSE

■ Career Corner C3
■ Sports C4

A taxing time...

Tax return preparers get ready for the big rush

By Charles H. Brown
AFRO Staff Writer

As the tired old man of '88 retired and the calendar did a forward flip toward April 15, the confetti and the tinsel of the holidays have given way to a paper rush as an entire nation of taxpayers find themselves in search of a deduction.

Unraveling bundles of receipts, searching out that charitable donation, uncovering medical bills ... all for the sake of shaving a few dollars off of "taxable income."

Rebundling the information, these taxpayers will then toss it into shopping bags, slide it into briefcases and stuff it into pockets and dash off search in need of professional help. The tax consultant.

The sage who said "you can't take it with you" was not referring to a visit to a tax preparer, in which case you take it all.

"Most people will do a year end gathering of all applicable documents including income statements, interest from savings and investments and real estate and side business information," said James Waddy of Waddy Accounting services on Gwynn Oak Avenue.

"If you are working you have some idea of what you need to bring with you," Waddy added.

One cause for the pressing need of professional help is the unraveling of the tax codes since the 1986 Tax Reform Act. The five year schedule of changes has made each year alien to the last.

The only constant fact is the number of professionals and individuals who annually scurry off to tax classes in an attempt to grapple with the fluctuations.

"We are suffering the same consequences as individual users," said Denise R. Mason, C.P.A., president of D.R. Mason and Associates, P.A.

"I just recently attended a three day seminar on the changes and it was packed full of information," Mason added. "Most of the time we spend this year will be lost next year when we have to do it all over again."

Doing it all over again is something that Herman Saunders is all to familiar with. Each year Saunders realigns the focus of his realty business to service the taxpayers who seek out his North Avenue location. By foot or by phone.

"I had a guy call up and ask, 'How much to do a 1040,' " Saunders recalled. "I told him $40 and he said, 'That's pretty cheap. I'll be right over'."

Denise R. Mason

"The average taxpayer will spend $57 to have his taxes prepared," Saunders added. "Those are H&R Block figures."

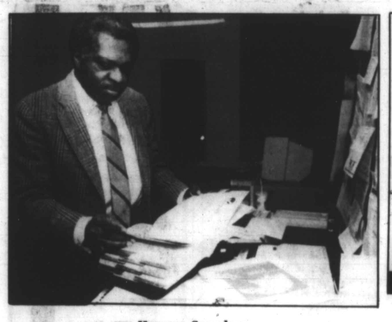
The average working couple will have to do three forms," Saunders added, "a 1040, a dependent form and an itemization schedule if they are buying a home or have high credit bills."

Changes in the '86 Tax Reform Act have slowly reduced the amount of unsecured credit written off by consumers with this year signally the complete elimination of the write off.

Reportedly, the primary goal for the reform was to close unfair loopholes in the tax system and to produce a simplified tax form that would smooth the filing process for the American taxpayer.

"It is not simplified," charges Mason. "There has been a total miscommunication between the administration and the public. The administration has hailed it (the Tax Reform Act) as a means of simplifying the procedures. That is probably the most bogus statement made this century."

Congress is rumored to be considering further changes.



Herman Saunders

(L to R) Rosaline Tyner, James Waddy and Robin Partlow.

BUSINESS BRIEFS

SS numbers for newborns

Parents can now request a social security number for their newborns as part of the birth registration in the District of Columbia and Maryland.

The new service, called Enumeration at Birth, allows parents to fill out the form for a social security number before the mother leaves the hospital. If she does, a social security card will be issued to the newborn without completing a second application.

All children now five years old or older must have a social security number. For returns filed after 1989, the new tax provision lowers this age to two. For information call 653-6945.

'89 CEBA awards competition

The World Institute of Black Communications (WIBC) has launched the 1989 CEBA (Communications Excellence to Black Audience) Awards Competition.

There are 44 categories and the competition is open to advertising agencies, corporations and individuals in the fields of television, radio, consumer print, sales promotion, merchandising and outdoor transit advertising.

Co-chairmen are Allen Rosenshine of Omnicom Group, Inc. and Edward G. Gardner of Soft Sheen Products.

Deadline for entries is March 31. For information call Joan Logue-Kinder, 212-586-1771.

Mercer named council chair

The National Action Council for Minorities in Engineering has a new chairman—Robert E. Mercer, who is also chairman of the Goodyear Tire and Rubber Co.

The council is a nonprofit organization that works to increase the number of blacks, Hispanics and American Indians who earn degrees in engineering.

Mercer, who was formerly president and CEO of Kelly-Springfield Tire Co. in Cumberland, Md. became CEO of Goodyear in 1982 and chairman in 1983. The council is located in New York. For information call 212-279-2626.

Questionable advertising withdrawn

The Better Business Bureau of Metropolitan DC persuaded more than 57 percent of all businesses contacted to withdraw questionable advertising during 1988 to set a record.

Slightly more than 14 percent did not respond to its inquiries and more than 10 percent of all firms contacted provided substantiation of their advertised claimed. Some 15 percent disputed the bureau's views of advertising.

The bureau said that among significant areas which need continued monitoring are the retail automotive and home furnishing trades. "Many BBS contacts were directed at companies engaged in these fields because of the potential for misleading or confusing claims in their advertising", the bureau said. For information contact Jim Brown, 202-393-8015.

Montessori Open House

The Montessori Society of Central Maryland will host an Open House on Sunday, February 5th from 12:30 to 2:00. Prospective parents will have an opportunity to visit classrooms and speak with teachers, administrators and parents about our philosophy and curriculum. The Open House will be followed by a free parenting seminar from 2:00 to 4:00. Entitled "To Help You Help Your Child," the seminar is directed to parents and expectant parents.

The Montessori Society of Central Maryland is a nonprofit organization, established in 1962. For information call (301) 321-8555.

New Federal setasides

PART II

By Frank S. Turner
and
Delroy L. Cornick, Sr.

Frank S. Turner, J.D., is an Assistant Professor of Business Administration at Morgan State University, Baltimore, Maryland, and currently Special Assistant for Small Business to U.S. Senator Barbara Mikulski (D-MD). Delroy L. Cornick, Sr., D.P.A., is a Professor of Management and Public Policy at Morgan State University, Baltimore, Maryland, and an Associate with Strategic Management Associates, Columbia, Maryland.

On the third issue, namely, subcontracting, the Business Opportunity, Development Reform Act of 1988 requires that if an 8(a) firm receives a contract and subcontracts a portion (even a substantial portion) to a non-8(a) firm the entire contract is "charged" to the 8(a) firm unless negotiated with the Small Business Administration.

Clement Wesley, President of Texcom (a Landover, Maryland-based 8(a) firm), is concerned with including the amount of the award subcontracted revenue as part of the prime contract award.

This is expecially harmful to minority firms which are prime contractors and may receive less of the contract award but be credited with the larger amount.

"It may appear that the minority prime contractor received a large contract when in fact the subcontractor received the lion's share."

Charging the contractor with the full amount moves it towards the ceiling established as a "size standard" (especially if the size standard is based on dollars) although the minority firm has not financially or materially benefitted.

By exceeding its primary size standard, the firm will either be "graduated" from the program or required to do business under its secondary Standard Industrial Code (SIC.

The current 8(a) program's revenue limitation or "size standard" relates to a firm's SIC Code classification (both primary and secondary). An illustration of this little known limitation may be in order.

Consider three firms: an engineering firm, a software firm, and a management consulting firm with SIC Codes of 8711, 7372, 7392, respectively.

There are revenue limitations associated with each, e.g., $13.5 million for engineering, $7.0 million for software, and $3.5 million for management firms.

This means, for example, that when the cumulative contracts of an 8(a) management firm (SIC 7392) exceeds $3.5 million, the firm is graduated from the program regardless of how many years the firm has participated in the program and even if the firm subcontracted out a substantial part of their business.

Many firm subcontracted out a substantial part of their business.

Many firms propose that subcontracted work, term arrangements and other transfers be excluded.

The fourth provision requires that contracts and options be performed by the firm which initially received the contract unless (1) the contractor receives prior written approval or (2) the successor is an 8)a) firm or would otherwise be eligible to receive the award directly.

The bill provides for default if the eligible firm transfers directly or indirectly to another concern: joint venture, an organization created from a merger, consolidation, acquisition or other restructuring.

The provision would prohibit a graduated firm from raising capital through a change in its form of ownership by merger, consolidation or by entering into a business combination needed to achieve business viability or avoid adverse financial consequences following graduation from the 8(a) program.

It does so by imposing penalties on the former 8(a) concern, including the cost of reprocurement of the contract.

No similar provision exists prohibiting the owner of a minority or non-minority business which has obtained sole-source or set-aside contrasts with the government from taking action in their own business interests.

Simply stated, no current law for any non-minority, small business set-aside, or SDB concern requires the owner to maintain 51 percent ownership and control after he or she leaves the government contracting program.

The concept of prohibiting the majority owner from exercising the normal business practice of reducing ownership if necessary after graduation is simply bad policy for any firm, large, small or minority small.

This provision is simply bad procurement policy because it requires cancellation of a procurement when an owner deems it necessary in the interest of the concern to reduce ownership below 51 percent.

In other words, this provision could require the termination of the contract under conditions of default. This makes the former 8(a) concern potentially liable for consequential damages and the cost of reprocurement of the contract.

Emmett Paige, Jr., President of OAO Corporation (a Greenbelt, Maryland-graduated 8(a) firm), is somewhat displeased with the impact the 51 percent ownership rule will have on the future sale of 8(a) firms.

As he states, "When it's time to sell, it's time to sell. We need not put artificial barriers on the sale of a minority firm."

The fifth concern is that the Act does not make a change in the calculation of net worth required by an 8(a) applicant. The subject is being considered in the proposed technical corrections legislation.

The Public Law provides that a test of economic disadvantaged, key to the 8(a) set-aside program is the dollar value of the owner's net worth. The 8(a) community wants to see the amount set at $250K exclusive of the equity in his or her residence and the value of the stock owned in the firm.

Finally, two sections of the Public Law deal with the application and tenure process: (1) the Public law pro-

(Continued on Page C2)