This Week's SPECIALS

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

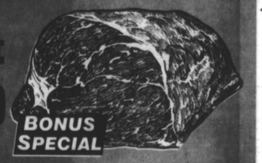
GIANT THE QUALITY FOOD PEOPLE

USDA Grade A Fresh Chicken **Drumsticks or Thighs** Giant or Holly Farms Regular Pak 99¢ lb. Jumbo Pak 89¢ lb.

Perdue Thighs or Drumsticks 1.09 99¢ lb.

BONUS SPECIAL

Boneless **Beef Bottom Round Roast** USDA Choice 2.19 Giant Lean 1.99 lb.



BONUS SPECIAL

1/2 PRICE SPECIALS

For Laundry **Fab Liquid Detergent** 64-oz. plastic cont. Reg. 4.98 — 2.49

Maruchan Beef, Pork or Chicken **Oriental Noodles** 3-oz. pkgs. Reg. 3/1.90 — 3/50¢

Bleu Cheese, Poppyseed, Low Cal Ranch or Honey Mustard **Naturally Fresh Salad Dressings** 16-oz. jar — 1.19

Giant **Lattice Top Cherry Pie** 22-oz. Reg. 2.39 — 1.19

Assorted Varieties **Shra-Lin Pita Crisps** 6-oz. pkg. Reg. 1.99 — 99¢

All Varieties not available in all stores.

Extra Strength **Excedrin Tablets** bot. of 30 Reg. 3.29 — 1.64

Long Life Alkaline **Giant AA Batteries** pack of 4 Reg. 2.59 — 1.29

Compare to Eveready

Antihistamine **Giant Nasal Decongestant** pkg. of 24 Reg. 1.99 — 99¢

Compare to Actifed

ISO200 **Giant Disc 30 Film** pkg. Reg. 4.59 — 2.29

Compare to Kodak

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

SUPER SPECIALS

Hawaiian Guava or Passion Fruit **Ocean Spray Mauna La'i** 48-oz. bot. — 1.59

With Butter Added Reg. or Sandwich **Giant Honey Wheat Bread** 24-oz. loaf — 79¢

Kitchen Queen **Sliced Bacon** 1-lb. pkg. — 1.19

Regular or Caffeine Free **Coke or Diet Coke** 6-pack 16-oz. NR bots. — 1.89

Ragu Homestyle Plain, Meat or Mushroom **Spaghetti Sauce** 32-oz. jar — 1.19

Spaghetti, Spaghettini or Capellini **San Giorgio Pasta** 1-lb. box — 69¢

Giant **Dinner Party Rolls** 1-lb. pkg. of 24 — 1.09

Van de Kamp's Frozen **Batter Dipped Fish Fillets** 10.7-oz. pkg. of 4 — 1.99

Sara Lee Assorted Frozen **Hearty Fruit Muffins** 10-oz. pkg. — 1.49

Frozen Morton's **Macaroni & Cheese** 8-oz. pkg. — 59¢

PRICES AND DOUBLE COUPONS ARE EFFECTIVE THRU SAT., FEB. 25, 1989 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 C4

Saturday, February 25, 1989

The unknown groomer

The best kept secret in town

By Charles H. Brown
AFRO Staff Writer

Imagine a town with no name or a house with no mailbox. Chances are anyone who lives there wants to maintain a very low profile and is more than happy with life just as it is. That's Charles Earl.

Behind the door of his unmarked store, at 6411 Harford Road, Earl has tackled many a snarling beast and bested many a hissing cat, all with little or no fanfare. But when you are the best, you really don't need others to blow your horn. That too you can do best.

"I am the best," toots Earl. "I'll put my skills up against anyone."

"And I will put my money on his skills," says Bennett Gantt, Earl's assistant for 11 years. "He is the best."

A California native, Earl came to Baltimore in 1971. With him he bought his grooming skills, his 63' Cadillac and two dollars.

After some initial bumps and scrapes Earl wound up doing grooming out of the back of his car until he realized his friends had not told him everything about Baltimore.

"I went out one day to start my car and the thing just went 'Kachunk'," Earl recalls. "A friend who was a mechanic asked me why I hadn't put any antifreeze in my car, I said, 'I'm from L.A. What do I know about antifreeze?' "

Earl took his act indoors at the Dog House on 41st Street where he not only groomed, but groomed other groomers in grooming. The time was the late 70's and Earl, figuring he had the hang of Baltimore, decided it was time to go on his own again.

Earl's first shop was in the 7000 block of Harford Road. That's about four blocks north of Northern Parkway in case you are wondering and not exactly a mecca for black business as you probably already know. Earl's friends didn't tell him about that either.

"People would look at me and say, 'What are you doing up here?'," Earl said. "They broke out my front window and this one Italian lady cursed me out. Well my landlord was Italian, so I said, 'Let me be cool in case this is my landlord's mother.' When I found out she wasn't I lit into her."

Now Earl is in his new unmarked shop slightly south of his first one. When asked how it feels to do business in a plain brown wrapper, Earl replied:

"I like it this way. I tried the advertising route once and didn't have much success. Now I just keep my number in the phone book and use word of mouth. I do your dog and you recommend me."

Earl says his new location is more of a social success too. No foreign profanities and no broken windows — of course now no one would know which window to break.

"I end up making all my customers my friends," Earl says. "All races and all kinds of people. People come here from Owings Mills, Cherry Hill and Columbia and they pass a lot of other groomers on the way. When you have people who come that far, you treat them right. That is my main criteria."

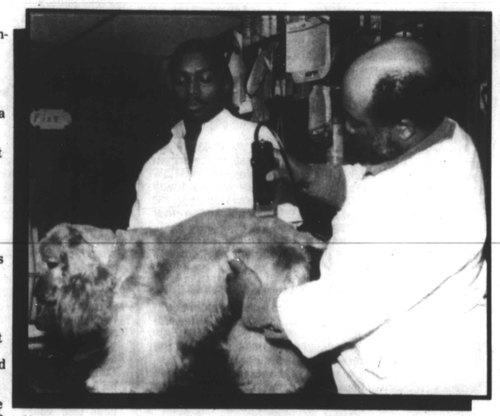
When Earl says he treats the customers right he means across the board. Even to the point of flexing his business hours to accommodate his customers schedules.

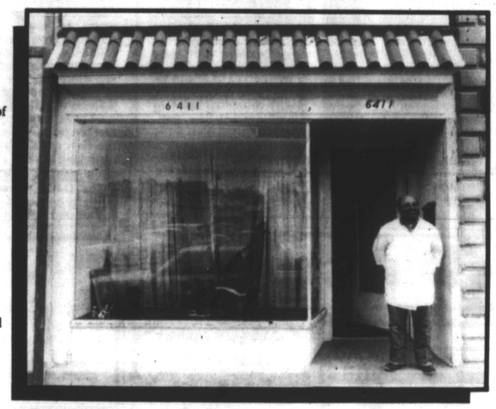
Normally I open at 11 a.m., Earl often tells his customers to pay the sign no mind. In other words, come as you are, when you can.

"If a customer needs to come in at 8:00 am because they have to be at work, I will be here at eight and wait in my car until they get here. Then I will make my rounds and pick up other dogs for grooming," Earl said. "I more or less let the customers dictate what time I open or close."

Then Earl turns his concentration back to a snarling, "Heinz 57 Variety" — translated mutt — that the owner wants transformed into a pedigreed Schnauzer.

Gently blowing the fur as he clips, cuts and shaves and the dog hisses, snarls and snaps, Earl adds: "You have to love this business to be in it."





ABOVE—Charles Earl, assistant Bennett Gantt, give Brandy the treatment.

BELOW—Mr. Charles outside of his unmarked shop on Harford Rd.

Merger creates largest black owned bank in U.S.

Chicago—On February 9, a new era in Chicago banking began when Indecorp, Inc., holding company for Independence Bank of Chicago, completed the acquisition of Drexel Holding Company, Inc., parent of Drexel National Bank, Inc., thus creating the nation's largest black-owned financial institution.

The signing of the sales agreement by Indecorp president and chief executive officer Alvin J. Boutte and Denis Daly, chairman of Drexel Holding Company, took place in the offices of Indecorp lawyers, Sidley & Austin.

The historic purchase marks the first acquisition of a thriving majority-owned bank by a black-owned institution.

"This is a most significant development for black business in Chicago and nationwide," said George E. Johnson, chairman of Indecorp. "The consolidation of the $117,483,000 in assets held by Indecorp with $109,810,000 in assets at Drexel greatly increases our loan capacity and strengthens both banks in many ways, benefitting our customers and depositors," he added.

"Our purchase of Drexel is the culmination of careful planning and work in developing Indecorp and Independence Bank and is of historic significance," said Alvin Boutte. "This purchase provides us opportunities to be an even more important force in the development of black business here and nationally," he declared.

THE BOSS: Super songstress Diana Ross, who left Motown Records after a string of hits, has become one of the owners of the company once owned by her former mentor and lover, Berry Gordy, Jr. Gordy sold the company he founded in 1958 for a reported $61 million last summer.

BUSINESS BRIEFS

Blues name Knox Director

Blue Cross and Blue Shield of Maryland has named Barbara A. Knox director of Underwriting Systems and Support. Ms. Knox will be responsible for the various support departments of the Group Underwriting Division.

These departments include Underwriting Systems, account Installation, Marketing Administration, Proposal Installation, and Contract Development and Administration.

Ms. Knox joined Blue Cross and Blue Shield in 1980. She has held positions of increased responsibility in the Market Research and Development Department and the Underwriting Department.

Prior to joining Blue Cross and Blue Shield of Maryland, Ms. Knox was a business education teacher in the Baltimore City secondary schools.

Ms. Knox has a bachelor's degree from Morgan State University and her master's in business administration from the University of Baltimore.

Ms. Knox is on the board of HUB Organization, which works to help develop minority businesses and professionals. She is also on the board of the Coppin State College Management Science Advisory Board, which is developing programs to better serve the students enrolled in its Adult and Continuing Education classes, and the Community College of Baltimore Advisory Board for Secretarial and Office Science that insures that its instructional programs meet the demands of the business world.

Ms. Knox lives with her family in Perry Hall.

Hill named to Bon Secours Board

Claude Hill, M.D., a member and past president of the Bon Secours Hospital medical staff, has been appointed chairperson of the Board of Trustees of Bon Secours Hospital.

Dr. Hill, who maintains a private practice in obstetrics and gynecology, is Board certified by the American Board of Obstetrics and Gynecology.

He is a commissioner on the State Medical Disciplinary Board and serves on the Board of Directors of the American Association of Senior Physicians. He also served as Councilman of Baltimore City's 4th District in 1987.

Active in many medical societies, Dr. Hill is a former president of the Obstetrics and Gynecology Society of Maryland and has been affiliated with numerous professional and community organizations.

A graduate of Morgan State University and Meharry Medical College, Nashville, Tenn., Dr. Hill completed his residency at Kansas City Hospital in Missouri.

Horizon Distributors opens office

After 3 years of service as a home based business, HORIZON DISTRIBUTORS has opened an office at 3046 West North Avenue. Providing a wide selection of imprinted promotional items and business supplies, the company is the first black-owned business of its kind in West Baltimore.

Mr. Curtis is a 1978 graduate of Frostburg State University. He is also a founding member of FSU's Black Alumni Association. Additionally, he serves on the Board of the Great Blacks In Wax Museum.

Horizon Distributors is open Monday-Saturday 8:30 a.m.-6:00 p.m. Or call for fast service on buttons, bumperstickers, and ad give-aways at 523-1600.

National Business leaders to be honored

Ten of the nation's most prominent business and professional leaders for 1988 will be honored at the Blackbook's 19th Annual National Business and Professional Awards Banquet, Saturday, March 11, 1989, at the Chicago Hilton and Towers hotel.

The ten outstanding business and professional honorees for 1988 include Clyde Allen, director of corporate community affairs, Joseph E. Seagram & Sons Inc., New York; Floyd Brady, vice president/regional director, INROADS/Chicago Inc.; Virgis Colbert, director, container and support manufacturing, Miller Brewing Company, Milwaukee; Walter Grady, president, Seaway National Bank of Chicago; Pat Harvey, news-anchor, WGN-TV, Chicago; Yvonne Kennedy, national president, Delta Sigma Theta Sorority, Inc., Washington, D.C.; John Peck, partner,