GIANT Rx Discount DRUG

SAFETY & RELIABILITY

"We have a customer who has been taking Coumadin, a blood-thinner prescribed by his cardiologist. The customer recently went to an emergency room complaining of severe indigestion. After being diagnosed as suffering from hyperacidity, or a possible ulcer, the emergency room doctor prescribed Tagamet. The Profile system warned us that Tagamet increases the blood-thinning effects of Coumadin which may result in internal bleeding. After notifying both physicians, they agreed to change the Tagamet prescription to Pepcid."

Ed Williams
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

Giant Twin Blade Cartridges pkg. of 5 Reg. 1.99 — 99¢
Compare to Trac II

Shampoo or Conditioner Faberge Organics With Wheat Germ Oil & Honey 15-oz. bot. Reg. 1.89 — 94¢ (Rx Stores Only)

Hundreds of Uses Giant Flexible Swabs pkg. of 180 Reg. 1.39 — 69¢
Compare to Q-Tips

Giant Automatic Pivot Twin Blade Cartridges pkg. of 5 Reg. 1.99 — 99¢
Compare to Atra

Assorted Dexatrim Caplets pkg. of 20 Reg. 4.99 — 2.49 (Rx Stores Only)

ISO200 Giant Disc 30 Film pkg. Reg. 4.59 — 2.29
Compare to Kodak

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

SUPER SPECIALS

Nasal Decongestant Actifed Tablets Reg. 3.99 SAVE 50¢ — 3.49 pkg. of 24 (Rx Stores Only)

Regular Dristan Tablets or Maximum Strength Dristan Caplets Reg. 3.99 SAVE 80¢ — 3.19 box of 24 (Rx Stores Only)

First Aid Antibiotic Neosporin Cream or Ointment Reg. 3.49 SAVE 1.00 — 2.49 .5-oz. tube (Rx Stores Only)

Chocolate, Vanilla or Strawberry Ultra Slim Fast Reg. 7.99 SAVE 2.00 — 5.99 14-oz. cont. (Rx Stores Only)

Pantyhose Renee Ultra Sheer Reg. 2.29 SAVE 40¢ — 1.89 pkg.

VR-G 100 Kodak GA135-24 Color Film Reg. 9.79 SAVE 80¢ — 8.99 3-Pack (Rx Stores Only)

VR-G 400 Kodak GC135-24 Color Film Reg. 11.99 SAVE 1.00 — 10.99 3-Pack (Rx Stores Only)

VR-G 200 Kodak GB135-24 Color Film Reg. 10.99 SAVE 1.00 — 9.99 3-Pack (Rx Stores Only)

This Symbol Identifies Items Available Only In Stores With A Pharmacy.

The Afro-American Section C

BUSINESS PULSE

■ Career Corner C3
■ Sports C4

Saturday, March 18, 1989

Shirley Tabb:

Cleaning up with S.O.A.P.

By Charles H. Brown
AFRO Staff Writer

In her first media incarnation Shirley Tabb appeared as an angel.

Flapping her wings, her white gown fluttering in the air conditioned breeze while taping her first commercial, she offered the next best thing to a chariot: a new car.

As an auto dealer with Inner Harbor Ford and later Koon's Ford, Tabb made a name for herself that stretched from the rear end of Baltimore auto bumpers to the front page of the Wall Street Journal's small business supplement.

Her specialty: The haves and have nots. Those who have credit problems, but have no car.

Tabb consulted with hopeful car buyers and offered advice on a method of coming in to the dealer with as little cash allowable and leaving with as much car as possible.

Her performance at Koon's was so outstanding that at the end of her first year Jimmy Koons, Koon's Motors president, bought her a $10,000 fur coat.

Tabb is no longer operating through her "dealership within a dealership". She has taken her show on the road.

"After selling new cars for three years and working 12 to 14 hour days, I had enough of that end of the business," Tabb said. "I thought about getting out of the business altogether, but I couldn't. People kept calling saying they heard I could help."

Helping the Tabb way is not like assisting elderly women in crossing the street. Tabb helps people buy what elderly women crossing the street are dodging. CARS.

If you need one and have no problem going to the dealer, the bank or your credit union and getting a loan, then you don't need to call Shirley Tabb and Associates.

If you need one and you don't know where to go to get credit due to past credit difficulties, then call S. L. Tabb and Associates at 922-1476. While she will not guarantee results, she will promise what people call her for: HELP.

"My new approach to selling cars is to offer my services directly to the consumers," Tabb said. "Consumers with credit problems will come to me before going to the dealership.

"Not only will I be able to improve the chances of approval, but I will reduce the hassle of running from dealer to dealer," Tabb added. "That will also reduce the number of rejections on a credit record due to excessive inquiries which can itself be a problem."

Shirley Tabb

To clean up a prospective car buyers credit image Tabb usesS.O.A.P. The Subjective Objective Assessment of situation Plan.

"First I will get dealers to look at individual cases," Tabb said. "They forget how a person got into the position of poor credit standing.

"Then I will help the buyer to subjectively see how a dealer looks at a credit applicant, while getting a dealer to look objectively at the deal," Tabb said. "Not looking at why they can't approve the loan, but how they can."

Assessment of the situation results in the buyer understanding what makes the dealer take a chance on "me" and the plan is how to best present all of the information so that the dealer allows the buyer to drive off the lot in a new car.

She says dealers will run commercials claiming to be able to put anyone into a new car, "but they know they will only be able to help 10% of those who respond and don't care about the other 90%." For this reason Tabb feels auto dealers may not like her direct to the consumer prescreening idea.

"I believe that if you are successful you can't worry about being too well liked," says Tabb, her Arkansas accent twanging through an angelic smile. "I'm a businesswoman. As long as it's positive, professional and legal, I'm going to do it."

Catonsville community renewed

By Charles H. Brown
AFRO Staff Writer

Catonsville's Melvin Park, an historically black community is in the final phases of a two year remodeling project.

The Baltimore County development was originally built by developer Henry Knott in 1954 to provide ". . . clean, affordable, low income housing," said John R. Muller, Jr., executive vice-president of the Twelve Knotts Limited partnership, the developments owners.

"It has always been a family community and it is good to see family members continuing to remain after the remodeling," Muller said.

Spreading over 24 acres near the intersection of Winters Lane and Baltimore National Pike, the 262 unit development is more than 80 percent complete, said Patricia Stanley, resident manager.

"It is now a more closely knit community," Stanley added. "The neighbors are watching out for each other more and helping to keep Melvin Park a safe place to live."

John R. Muller, Jr. and Patricia Stanley, flank the welcome sign for the newly remodeled Melvin Park Apartments.

Occupancy during the final phase of remodeling is at 80 percent with new applications being accepted. Stanley feels that due to the community's nearness to public transportation, and Westview Mall, the area is ideal for all age groups.

"Melvin Park has never had a problem maintaining 100 percent occupancy," Stanley said.

Mfume proposes black bankers week

WASHINGTON, D.C. — The National Bankers Association (NBA) announced that a joint resolution, H. J. Res. 179, was introduced on March 9, 1989, in Congress by the Honorable Kweisi Mfume (D-MD), to designate March 13-17, 1989, as "National Minority Financial Institutions Week."

The resolution commemorates the rich history and the significant role of minority owned and operated financial institutions in the United States.

John P. Kelly, President of the NBA said, "a resolution to Commemorate minority owned and operated financial institutions is well deserved recognition, given the unique function of these institutions in providing basic financial services to those communities that have been underserved by majority owned institutions."

The resolution acknowledges minority owned and operated financial institutions for providing employment opportunities and small business loans to minorities and to others who might otherwise not be assisted in the financial services marketplace. It also recognizes these institutions for their contribution to urban development.

The resolution documents the strong operating performance of minority owned financial institutions. It cites recent evidence that indicates that the majority of minority owned financial institution s, particularly a substantial number of Black-owned banks, perform as well as or better than their majority owned counterparts.

Congressman Mfume indicated that as early as 1970, the Executive branch, and more recently the Congress, recognized the role of minority owned financial institutions.

Cong. Kweisi Mfume

The Competitive Equality Banking Act requires the Department of the Treasury, in conjunction with other regulatory agencies, to develop procedures for increasing the use of "underutilized" minority owned financial institutions because, in their view, these institutions are the ideal vehicles through which the economic and business needs of the communities they serve can be met.

Further, the resolution substantiates the growth and the development of the minority owned financial institution, despite rapid changes in economic and demographic patterns coupled with technological adcances that have created a highly sophisticated market for financial services.

Therefore, this resolution is strong evidence that the minority owned financial institution is an important component of the financial services industry.

BUSINESS BRIEFS

Chery Blackwell Byrson Joins Chicago Lawfirm

CHICAGO: Cheryl Blackwell Byrson, a native of Baltimore and formerly Deputy Corporation Counsel for the City of Chicago Law Department, has joined the Chicago law firm of Bell, Boyd & Lloyd as a partner. She will specialize in labor and municipal law.

Ms. Bryson brings to Bell, Boyd considerable experience as a management labor lawyer. As counsel for the City of Chicago, she directed contract administration and collective bargaining activities for the City's 38,000 employees. In that capacity, she gained considerable expertise in health care cost containment issues and employee benefits law.

Ms. Bryson joined the City of Chicago Law Department in 1986 after six years as a labor law attorney with Chicago's Katten, Muchin & Zavis where she represented management in state and federal matters including unfair labor practices, plant closings, staff reductions, and equal employment opportunity litigation.

A 1977 graduate of The Ohio State University College of Law where she was an editor for the law journal, Ms. Bryson, age 38, earned her undergraduate degree in psychology at Morgan State University where she graduated magna cum laude. Ms. Bryson is a graduate of Eastern High School.

She is a member of the Cook County Bar Association and the Chicago Bar Association. She serves on the Board of Directors of the Financial Independence Institute and the Girl Scouts of Chicago.

Ron Brown To Address National Bar Association

Ronald H. Brown, Chairman of the Democratic National Committee will deliver the keynote address at the National Bar Association (NBA) Gertrude E. Rush Award Dinner, closing the first national conference on the future of minority set-aside programs since the U.S. Supreme Court decision overturning set-asides in **Richond v. Croson.**

The Croson decision, which invalidates certain set-aside programs, has created confusion as to the validity of all set-asides.

Concern about the impact of the decision is the theme of the three day conference which begins March 16, 1989. Brown will address the conference theme, **"Richmond v. Croson—A Step Forward or Notable Regression."**

The Dinner will be held Saturday, March 18, 1989 from 7 p.m. to 10 p.m. in the Maryland Ballroom of the Stouffer Hotel in Baltimore.

The Gertrude E. Rush Award, named for the Association's only female co-founder, acknowledges the lifetime achievements of individuals whose activities have served to promote equal justice for all. This year's award recipients are: Ronald H. Brown, Esq.; Hon. Parren J. Mitchell and John H. Stroger, Jr., Esq.

PACK YOUR BAGS
Conference Update

Conference of artists

The 31st annual convention of the National Conference of Artists will be held March 22-26 at the Fairmont Hotel University Place, New Orleans, La. The theme is "Power of Art: The African-American Experience in the 21st Century."

For information call the executive secetary 202-393-3116.

Law Enforcement Conference

The Commission on Accreditation for Law Enforcement Agencies will meet in Hartford, Conn. March 30 to April 2. The meeting will be held in the Parkview Hilton Hotel where rooms will be available. Additional accommodations will be provided by the Sheraton Hartford Hotel.

For more information call (703) 352-4225.

Journalists to meet

The Region 2 Conference of the Society of Professional Journalists will be held at the Annapolis Ramada April 14-16. The theme is "Bracing for the 90s: News in the New Decade."

For further information write Maryland SPJ, 215 Georgetown Rd., Annapolis, Md. 21403.

Civil Rights and the Law

The University of Missouri will host a national symposium examining such issues as voting rights, jury discrimination, and future perspectives. There will be panel discussions and civil rights films. The three-day symposium is free.

For further information and reservations, call (601) 232-7237.