This Week's SPECIALS

GIANT
THE QUALITY FOOD PEOPLE

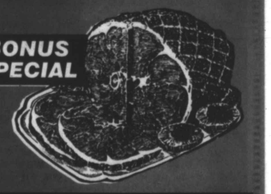
Plus...DOUBLE COUPONS See store for Details Please, No Coupon Clubs

BONUS SPECIAL

USDA Grade A, 10 to 14 lbs.
Fresh Turkeys
79¢ lb.
Swift's Fresh Turkeys are Priced Higher

Giant Lower Salt Special Trim
Fully Cooked Hams
Rump Portion 1.39 lb. Shank Portion 1.09 lb.

BONUS SPECIAL



1/2 PRICE SPECIALS

General Mills
Bugles Snack
6-oz. box
Reg. 1.59
79¢

Viasic
Sweet Gherkins
16-oz. jar
Reg. 1.99
99¢

Frozen Brilliant Small Cooked
Salad Size Shrimp
5-oz. bag
Reg. 1.99
99¢
Available in the Frozen Seafood Case

Giant
Butter Added White Bread
24-oz. loaf
Reg. 83¢
41¢

Pitted or Whole
Sun World Dates
10-oz. to 12-oz. cup
Reg. 2.49
1.24

Giant Tartar Control Formula or with Fluoride Gel or
Minty Fresh Toothpaste
6.4-oz. tube
Reg. 1.69
84¢

Assorted Dental Floss
JOHNSON & JOHNSON
50 yd. pkg.
Reg. 1.19
59¢

Full Size or Compact Head
Reach Toothbrush
each
Reg. 1.99
99¢
Youth or Child 94¢

Cutex Regular
Polish Remover
6-oz. bot.
Reg. 1.49
74¢

Write Bros. Black or Blue
Paper Mate Pens
pack of 10
Reg. 2.09
1.04

Roaring Spring 1 Subject
Spiral Notebook
Wide or College Rule
70 page
Reg. 99¢
49¢

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

SUPER SPECIALS

Light Meat in Oil or Spring Water
Star-Kist Chunk Tuna
6.5-oz. can
69¢

"Special Trim"
Swift Premium Canned Hams
3-lb. can
5-lb. can 11.59
7.59

USDA Grade A
Giant Large Fresh Eggs
dozen ctn.
1.19

Giant
Elbow Macaroni
16-oz. box
59¢

Caffeine Free Pepsi, Caffeine Free Diet Pepsi,
Pepsi or Diet Pepsi
6-pack 16-oz. NR bots.
1.89

Giant
Hot Cross Buns
16-oz. pkg.
1.79

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

Assorted
Stouffer's Lean Cuisine Entree
9.5 to 11.625-oz. pkg.
Lasagna, Salisbury Steak, Cannelloni, Chicken & Vegetables or Turkey Dijon
1.89

Sara Lee Regular or Petite
All Butter Croissants
6-oz. pkg.
1.59

Assorted Flavors
Giant Ice Cream
½-gal. cont.
In Handy Reusable Plastic Container
1.99

PRICES & DOUBLE COUPONS EFFECTIVE THRU SAT., MARCH 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
BUSINESS PULSE
Section C
■ Career Corner 3C
■ Sports 4C
Saturday, March 25, 1989

Nature's Apprentice

Building a healthier body from the ground up

By Charles H. Brown
AFRO Staff Writer

Many of us think about chucking it all in; grabbing life by the horns, staring it straight in the eyes and saying, "Okay, now let's try it my way." For Sandy Robbs the showdown came in 1976. "December 1, of 1976," Robbs says.

Robbs was a ledger analyst at the Towson offices of Exxon and along with rows of other analysts spent her days deciphering video terminals and telling the international oil giant just how many tanks and barges were currently in inventory.

"It wasn't what I wanted to do with my life," Robbs said. "I felt this tiny voice telling me, '...you're only a statistic'."

So when the company decided to move its regional offices to Houston, Robbs elected to stay.

The New York native had been feeding a growing interest in herbalism, food combining and homeopathic medicine for more than 15 years and had received several requests to ply her skills at the Natural Concern, the Towson store where she purchased most of her supplies.

So in 1976, she took the owner up on his offer. For her part of the bargain Robbs received a corner of the store, an inventory of 200 herbs and seasonings and a salary considerably less than she made at Exxon.

"I couldn't afford to do this," Robbs said. "But the opportunity to put what I have learned about the provisions of nature to use was more important than money."

For Robbs that is not a hollow statement. Her level of income after deducting the costs of ongoing research into herbalism, food combination and nutrition, would qualify her for all types public assistance, she says.

The middle aged mother of two, with one son entering graduate school, prefers to continue to delve into the open book of the natural sciences as she has done for these past 15 years - day by day.

"I'm not trying to get rich. If I came into a lot of money it would just go into more supplies and more studies," Robbs said. "I am more interested in quality work."

Saturdays in health food stores tend to resemble Saturdays in most groceries - crowded.

Walking the quiet aisles of the Health Concern comes as a surprise. The uncongested aisles provide relaxed shopping, while the classical music offers a soothing backdrop to browsing; until you reach the rush hour traffic jam of Sandy Robbs aisle.

"Can I help you."

"I think they were here first."

"I just want some Valerium."

"Powder or root?"

"Root!"

"I want Valerium too, but powder."

"No problem," replies Robbs hurrying around the corner and returning with two plastic pouches. One pouch is filled with a brownish mound of dry twigs and the other a powdery swimming substance.

A line forms behind the elderly woman and her husband who receive the leafy valerium and the tall young woman who takes possession of the powder.

Next in the line, which extends well beyond Robbs's counter, is a young weightlifter explaining the benefits of Australian ginseng over the Korean variety to a companion.

"How do you know so much?"

"That's my herbalist," he says pointing at Robbs..

After much of the line has been cared for Robbs, who prefers not to be called an herbalist, "...I'm a student of metaphysics," takes a moment to put some turbinato sugar into a cup of brown liquid that looks mysteriously like coffee. She then sips and relaxes.

"Yes, I am a coffee fiend. What can I tell you, I'm highly imperfect. This is a holdover from my Exxon days." Robbs says. "I get so busy that if I pour a cup of hot coffee it's ice cold by the time I get to it."

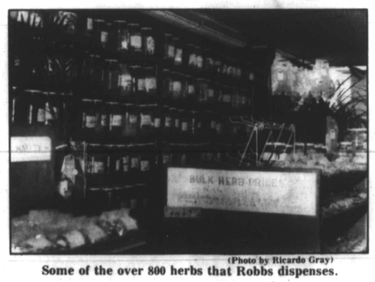
Now Robbs sits behind her counter in front of an inventory of over 800 herbs and spices and a sign which reads: "We do not prescribe. When ill see your doctor."

(Continued on Page C2)

(Photo by Ricardo Gray)
Beverly Jones and Robert Ann McCormick discuss the safe and proper use of herbs.

"I am into everything ... Nutrition, food combining, cosmetology. Not makeup and lipstick, but natural skin conditioners, which I create myself from fesh fruit and nutrients."

Sandy Robbs



(Photo by Ricardo Gray)
Some of the over 800 herbs that Robbs dispenses.

BUSINESS BRIEFS

Bright Named American Life Supervisor

James E. Bright, formerly sales manager in the Baltimore district office, located at 6000 Metro Drive, has been made field training supervisor for American General Life and Accident Insurance Company.

Bright began his company career as an agent in Baltimore, serving there as agent and sales manager until his recent promotion.

During his career he has completed parts I and II of the Life Underwriters Training Council course of Study. The Nashville - based insurer is a subsidiary of American General Corporation,Houston.

Carnation Retains E. Morris, Ltd.

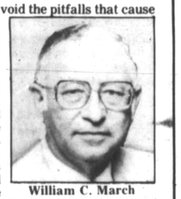
The Carnation Company has retained E. Morris, Ltd. (formerly Morris/Randall Agency, Inc.) to develop an advertising campaign directed to the black consumer market for its Coffee-mate brand, announced John J. Harris, vice president of Carnation Products division.

The campaign "Waking Up With My Coffee-mate" introduced in December 1988, includes radio, print, outdoor and consumer/trade promotion. Harris said, "We are excited about the relationship with E. Morris.

Although the agency has been in existence for a short while, the principals are very experienced in the black consumer market and are very creative."

E. Morris, Ltd. is a full-service advertising and sales promotion agency specializing in the black consumer market.

President's Roundtable Seminars



William C. March

How can a small business avoid the pitfalls that cause thousands of similar enterprises to fail every year? By learning from the mistakes and successes of people who have been there.

That's the idea behind a five-part seminar for small business executives and managers presented by the Johns Hopkins University's School of Continuing Studies.

The Seminar, which begins Saturday, March 11, is offered in conjunction with the Presidents' Roundtable, a professional organization of Chief Executive Officers of Maryland's major black businesses.

All seminars take place at the Hopkins Downtown Center, One Charles Plaza on the 2nd level, and run from 8:30 a.m. to 12 noon.

The seminars are part of the school's Professional Development Programs and are as follows:

Sat. March 25 CASH MANAGEMENT . . . Cash Flow: What it Means in Dollars and Cents.
Arnold Williams, C.P.A., Managing Partner, Abrams, Foster, Nole, and Williams.

Sat. April 1 CAPITAL ACCUMULATION AND PRESERVATION . . . Bank Loans, Credit, and the Art of Raising Money.
William C. March, President, William C. March Funeral Homes, Inc.; Dorothy Brunson, President and Owner, Brunson Communictions, Inc.

Sat. April 8 STAFFING . . . How to Select, Keep, and Reward Good Employees.
Harlow Fullwood, Jr., President Fullwood Foods, Inc.; Sina Reid, President, SMR Ltd.

For more information, or to register, call 338-8516.

Hotline for minorities interested in journalism

By Monette Austin

Minorities and women interested in the newspaper business will be the target of a pilot project designed to "increase the ethnic and gender diversity in the newspaper industry," according to John Blodger, American Newspaper Publishers Association (ANPA) vice president/human resources.

Beginning April 1, those interested can call 1-800-job-ANPA nationwide and hear information on professional jobs in non-traditional newspaper positions, such as engineering, computer programming and purchasing. Each listing will include a description of the position, required qualifications, application procedures and deadlines. Openings will be organized by region and job type.

"This is a venture to see if ANPA can find a better way to be of service to member newspapers and bring more diverse people into newspapers," said Jay R. Smith, Minority Opportunity Committee chairman and publisher of the "Atlanta Journal and Constitution."

The nation will be divided into the Northeast, the South, the Southwest, the Northcentral, and the West Coast. As well as dividing the nation, ANPA broke the job market into eight categories: news editorial, advertising, marketing and promotions, circulation, production, administrative management, accounting/finance/information systems and human resources.

"Most of the positions are first-line supervisor or managerial," said Patricia Renfroe, ANPA director/personnel relations and training services. "There may be some jobs for people right out of school, some require experience. It depends on the position the newspaper has available."

The project used the findings of the "Workforce 2000" study, conducted by the Hudson Institute for the United States Department of Labor in 1984, as a base. The study projected that minority representation in the United States will rise to 25 percent by the year 2000, 80 percent of those entering the job market will be minorities and women. The toll-free "Job-ANPA" project is designed to secure the newspaper industry its share of the influx.

The editorial portion of a newspaper makes up only 15 percent of its staff. "The other 85 percent aren't high visibility positions," said John Blodger, ANPA vice president/human resources.

Although the numbers of minorities and women in the newsroom have increased in the last decade or so, non-traditional newspaper positions are still predominately held by white males. Efforts such as Affirmative Action have contributed greatly to the increase.

Renfroe believes the job bank provides a valuable service. "It will be easy for candidates to find out what's going on in the field. Not all newspapers have the budget to advertise jobs across the country. This can help people find jobs on the East Coast if they live on the West Coast."

The 24-hour service is a project of ANPA's Minority Opportunity Committee. Members were asked to join and then send in their listings. The deadline was March 24. As of March 21, approximately 15 members had joined out of ANPA's 1,450 members, according Blodger.

"Having been around here for a while, I'm driven to see it to its fruition," said Blodger.

At the end of six months, the project will be evaluated. Renfroe is optimistic about the results. "It will be successful. We have no reason to believe it won't work."