This Week's SPECIALS

GIANT
THE QUALITY FOOD PEOPLE

Plus....DOUBLE COUPONS —See Store for Details-Please No Coupon Clubs

USDA Grade A Fresh Chicken
Drumsticks or Thighs
Giant or Holly Farms Regular Pak 99¢ lb. Jumbo Pak 89¢ lb.
Perdue Thighs or Drumsticks 2 Pkgs. 1.09 99¢ lb.

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

BONUS SPECIAL

1/2 PRICE SPECIALS

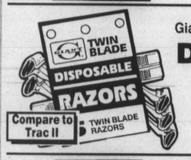
General Mills
Wheaties Cereal
12-oz. box
Reg. 1.93
96¢

Beef, Ham, Turkey, Corned Beef or Chicken
Buddig Wafer Sliced Meats
4-oz. pkgs.
Reg. 1.09
54¢

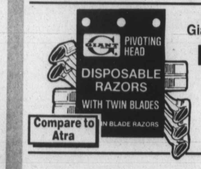
Giant Pourable
Salad Dressing
Country French, Saucy French, Italian with Olive Oil, Creamy Italian or 1000 Island
16-oz. bot.
Reg. 1.69
84¢

With Raisins
Giant Rum Buns
15-oz. pkg.
Reg. 2.19
1.09

Gentle Tip
Johnson's Swabs
pkg. of 100
Reg. 1.29
64¢



Giant Fixed Head, Twin Blade
Disposable Razors
pkg. of 5
Reg. 1.19
59¢



Giant Pivoting Head, Twin Blade
Disposable Razors
pkg. of 5
Reg. 1.19
59¢

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

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

SUPER SPECIALS

Vegetable
Wesson Oil
48-oz. plastic bottle
2.29

Mrs. Filberts Quarters
I Can't Believe It's Not Butter
1-lb. pkg.
Soft 1-lb. tub or 2 8-oz. cups 1.45
1.29

Assorted 1-Ply
3-Pack ScotTowels
264 sq.ft. pkg.
2.19

Giant Reduced Calorie
Light White or Wheat Bread
1-lb. loaf
89¢

Regular or Diet Coke, Caffeine Free Coke or Cherry Coke
6-Pack Coke
16-oz. NR bots.
1.99

Glad
Handle-Tie Garbage Bags
box of 20
1.99

Giant
Sliced Lunchmeats
Meat or Beef Bologna, Meat or Beef Cooked Salami
1-lb. pkg.
1.59

Frozen Concentrate
Giant Apple Juice
12-oz. can
69¢

Frozen Hanover Blue Lake
Whole Green Beans
16-oz. bag
1.09

Frozen Pound Cake, Cheesecake or Chocolate Fudge
Sara Lee Snack Cakes
8 to 9.75-oz. pkg.
1.99

PRICES EFFECTIVE THRU SAT., MAY 13, 1989 in the City of Baltimore, Baltimore, Harford & Howard Co. Glen Burnie, Serverna Park, Annapolis & Edgewater Giant stores. This merchandise is not offered for sale to other commercial enterprises.

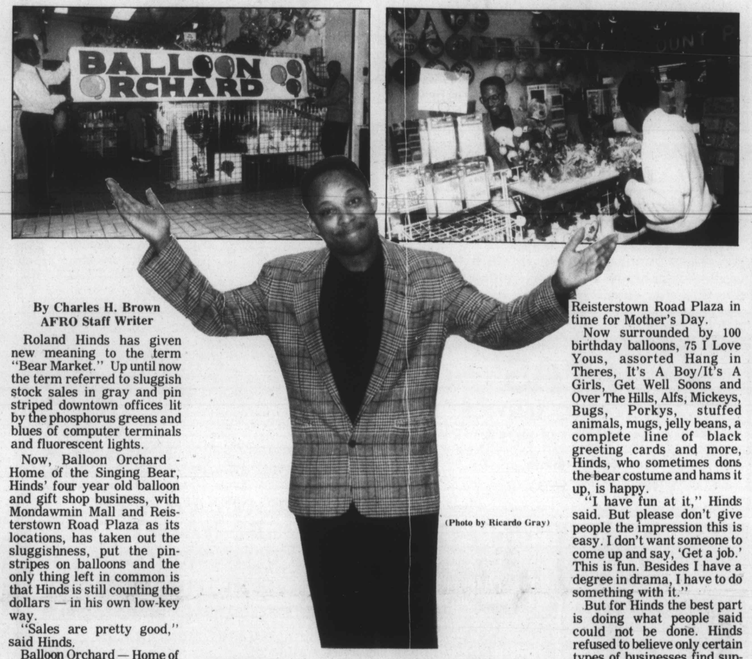
BUSINESS PULSE

■ Career Corner C3
■ Sports C4

Saturday, May 13, 1989

In the balloon business:

The Sky is the limit



(Photo by Ricardo Gray)

By Charles H. Brown
AFRO Staff Writer

Roland Hinds has given new meaning to the term "Bear Market." Up until now the term referred to sluggish stock sales in gray and pin striped downtown offices lit by the phosphorus greens and blues of computer terminals and fluorescent lights.

Now, Balloon Orchard - Home of the Singing Bear, Hinds' four year old balloon and gift shop business, with Mondawmin Mall and Reisterstown Road Plaza as its locations, has taken out the sluggishness, put the pinstripes on balloons and the only thing left in common is that Hinds is still counting the dollars — in his own low-key way.

"Sales are pretty good," said Hinds.

Balloon Orchard — Home of the Singing Bear, is a colorful, fun filled, on the go roadshow. Everything in the shop can be delivered to your home, office or wherever. That's right, wherever.

"Carroll County, Anne Arundel, Howard, D.C., Frederick, yes Frederick," Hinds said. "If you know someone 100 miles away, we will deliver it. Of course you will have to pay the price."

Hinds, originally a St. Croix, U.S. Virgin Islander, moved to Detroit, Mich. in 1979 where he earned a degree in drama from the University of Detroit.

"Go Titans, Go," cheered Hinds. "I have to do that. It's the obligatory school cheer."

Hinds moved to Baltimore in 1984 and in 1985 he entered what turned out to be on the job training when he went to work for a shop similar to his in Mondawmin Mall. Fortunately, Hinds was a quick study. The store closed within the year and Hinds was out.

"I took a vacation (a week), and reassessed my life," said Hinds. "I decided I wanted my own business."

Hinds approached the management of Mondawmin with the idea of opening the balloon shop but this time doing it on carts. He received his license and went to work.

Eventually Hinds added another cart, the delivery business, the singing bear and a lot of happy, loyal customers.

Last year Hinds took his store indoors on the Upper Concourse of Mondawmin and recently opened the second location of Balloon Orchard at Reisterstown Road Plaza in time for Mother's Day.

Now surrounded by 100 birthday balloons, 75 I Love Yous, assorted Hang in Theres, It's A Boy/It's A Girls, Get Well Soons and Over The Hills, Alfs, Mickeys, Bugs, Porkys, stuffed animals, mugs, jelly beans, a complete line of black greeting cards and more, Hinds, who sometimes dons the bear costume and hams it up, is happy.

"I have fun at it," Hinds said. But please don't give people the impression this is easy. I don't want someone to come up and say, 'Get a job.' This is fun. Besides I have a degree in drama, I have to do something with it."

But for Hinds the best part is doing what people said could not be done. Hinds refused to believe only certain types of businesses find support in the black community; a balloon and gift shop not being one of them.

"I want to be able to say, I'm offering this neighborhood something that is not already here," Hinds said. "Nobody black is doing what I'm doing in Baltimore today.

"I really feel an obligation to stay a part of this community," Hinds added. "If Owings Mills becomes available I'll take it, but I will never give up Mondawmin. I feel very strongly about that."

BUSINESS BRIEFS

New AAA Bd. members

Two prominent Maryland business executives — Leonard A. Blackshear and Richard E. Hug — have been elected to the board of directors of AAA Maryland.

11 picas

They succeed retiring directors Ferdinand P. Kelly and Dr. Pearl C. Brackett. Mr. Kelly served on the board for 35 years, including 11 as chairman, from 1973 to 1984; and, Dr. Brackett served for 13 years from 1976.

Mr. Blackshear is president of Associated Enterprises, Inc., and Mr. Hug is chairman, chief executive officer and owner of the Environmental Elements Corporation. Both new board members are residents of Anne Arundel County.

23 picas

Considered an innovator in the rapidly growing voice message industry, Mr. Blackshear holds a BS degree in Physics from the University of Maryland and a Masters in Business from American University. he also has done post graduate work in international finance and marketing at Washington University.

Mr. Blackshear is a member of the small business and agriculture committees of the Federal Reserve Bank; a member of the board of Anne Arundel General Hospital; president of the Health and Welfare Council of Central Maryland; regional vice president of the National Business League and a member of both the Governor's Employment & Training Council and the Commission on Health Policy & Finance.

Earlier, Mr. Blackshear was co-chairman of the Maryland/District of Columbia delegation to the White House Conference on Small Business. He is a former vice president of the Maryland Chamber of Commerce and chairman of its small business council.

Mr. Hug has a BS degree and a Masters in Forestry from Duke University. Active in community affairs, he serves on the boards of the Greater Baltimore Committee, United Way of Central Maryland, Kennedy Institute for handicapped Children, Maryland Chamber of Commerce, Maryland Manufacturers Association, Maryland National Bank, Blue Cross & Shield of Maryland and the National Aquarium, to name a few.

Mr. Hug has served as Maryland chairman for the U.S. Olympic Committee and was most active with the Boy Scouts of America who gave him their coveted Silver Beaver Award. He is a past president of the Chamber of Commerce.

Minority construction firm selected

A total of 47 qualified minority-owned firms have been selected to compete for various construction work packages on the new World Trade Center in DC. These firms are now eligible to compete for contracts ranging from $1,000 to $1 million. Competition for all contracts will be limited only to the 47 firms selected for this phase of construction. Construction of the World Trade Center complex is currently scheduled to begin in mid-1989, with completion scheduled for early 1991.

Crestar to boost minority bidding

RICHMOND, Va. (UPI) — Crestar Financial Corp. is increasing the flexibility of its bidding process to give it more discretion to use minority vendors, the chairman and chief executive officer of the bank holding company said Wednesday.

"While we're still interested in price," Richard Tilghman told a meeting of the Virginia Minority Suppliers Council, "we'll be balancing price with other important issues such as quality and dependability in selecting vendors.

"We believe this new policy will allow us to develop relationships with a broader base of minority vendors who will serve as well," Tilghman said.

He also said Crestar has decided to restructure its general service procurement program to designate that at least 10 percent of its annual office supplies budget is targeted to qualified minority vendors.

"Again, quality, not price, will be the determining factor in awarding contracts; and where possible, we'll be splitting bids to give business to a larger number of minority vendors than might otherwise be the case," Tilghman said.

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"Again, quality, not price, will be the determining factor in awarding contracts; and where possible, we'll be splitting bids to give business to a larger number of minority vendors than might otherwise be the case," Tilghman said.

He also issued a challenge to businesses to join the council. "While the effort the business community is making is good, we can do a lot better," Tilghman said. "We now have 55 corporate members serving the council, but I believe we're capable of doubling that figure, given the size and economic health of our marketplace.

"I believe we ought to have at least 100 corporate members actively involved in the very important work the council is doing," said Tilghman, who is chairman of the council's membership drive beginning this summer.

"I believe majority businesses ought to put their very best foot forward in 1989 and beyond to help them."

Fullwood receives three(3) awards

Harlow Fullwood, Jr., a graduate of the Kentucky Fried Chicken National Training Center, Virginia Union University and the Community College of Baltimore, recently received three prestigious honors: the Institute for American Business (I.A.B.) Service Award; the U.S. Small Business (S.B.A.) Minority Business Advocate of the Year for Maryland; and the Maryland State Board for Community College Focus on Excellence Award.

Mr. Fullwood, the owner of three Kentucky Fried Chicken franchises in Baltimore, Maryland, received awards from both the S.B.A. and the I.A.B. in ceremonies held on May 5.

The I.A.B. Service Award was presented to him in recognition of his "distinctive community service" and as part of the organization's efforts to "heighten public discussion between Black business development and Black community development."

The I.A.B. Award was cosponsored by Pepsi Cola Company, Phillip Morris Companies, Inc., and the General Motors Corporation.

The S.B.A. Minority Business Advocate Award for Maryland was presented to Fullwood because of his services on behalf of minority entrepreneurs.

During a ceremony attended by Governor William Donald Schaefer, Mr. Fullwood received the MSBCC Focus on Excellence Award during April in recognition of his "outstanding achievements".

Top 10 hot jobs into the next decade

Top 10 hot jobs into the next decade

Job title	Training needed	% of growth by 1995	Avg. Salary
Paralegals/ legal asssts.	Varies 2-4 yrs of college special training	97.5%	$23,750
Computer programmers	Varies 2-4 yrs of college/tech training	71.7%	$24,000
Computer Systems Analysts	4 yrs of college	68.7%	$28,500
Medical Assts.	1-2 yrs technical training preferred	62.0%	$12,500
Computer technicians	1-2 yrs technical training	56.2%	$23,000
Electrical/ Electronic technicians	1-2 yrs technical training	50.7%	$23,000
Computer operators	1-2 yrs technical training	46.1%	$16,500
Travel agents	Varies 2-4 yrs of college and travel school	43.9%	$18,000
Health Service administrators	6 yrs of college	40.0%	$80,000
Engineers	4-8 yrs of college	36.0%	$40,000

Source: The U.S. Department of Labor Bureau Statistics