This Week's SPECIALS

GIANT
THE QUALITY FOOD PEOPLE

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

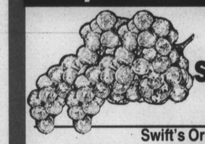
BONUS SPECIAL

USDA Grade A 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.

Blade Bone In
Beef Chuck Roast
USDA Choice 1.29 lb.
Giant Lean 1.09 lb.

BONUS SPECIAL

1/2 PRICE SPECIALS



New Crop California **Red Flame Seedless Grapes** Reg. 1.59 lb. — 79¢ lb.

Swift's Original, Country or Microwave **Brown'N Serve Sausage Links** 8-oz. pkg. Reg. 1.69 — 84¢
Beef Reg. 1.79 89¢

Giant Regular or Lite **Pancake Syrup** 24-oz. plastic bot. Reg. 1.79 — 89¢

Powdered Sugar **Giant Cake Donuts** 13-oz. box Reg. 1.49 — 74¢

Dish Detergent **Sunlight Liquid** 22-oz. plastic bot. Reg. 1.75 — 87¢

Giant **Cold Capsules** pkg. of 10 Reg. 1.49 — 74¢
Compare to Contac

Unscented, Scented or Dry Unscented **Mitchum Roll-On** or Lady Mitchum Roll-On 1.5-oz. pkg. Reg. 2.99 — 1.49

Standard or Legal **Giant Boxed Envelopes** Security box of 36 or 70 box of 50 or 100 Reg. 99¢
Compare to Stuart Hall

Assorted Colors **Crayola Crayons** pkg. of 24 Reg. 1.99 — 99¢

Giant **Hydrogen Peroxide** 16-oz. bot. Reg. 69¢ — 34¢

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

SUPER SPECIALS

Giant **Tomato Paste** 6-oz. cans — 3/$1

Kitchen Queen **Sliced Bologna** 1-lb. pkg. — 1.39

Spaghettini, Capellini or **Giant Spaghetti** 16-oz. boxes — 2/$1

Hearty Grain **Giant Honey Oatmeal Bread** 1-lb. loaf — 69¢

Caffeine Free Pepsi, Caffeine Free Diet Pepsi, **Pepsi or Diet Pepsi** 6-pack 16-oz. NR bots. — 1.99

Sunshine Crackers **Sport Snacks** 9-oz. box — 1.19

Non Fat Yogurt, All Varieties **Yoplait Light** 6-oz. cups — 2/99¢

Frozen Assorted **Patio Burritos** 5-oz. pkgs. — 3/$1

Frozen Celeste **Cheese Pizza** 17.75-oz. pkg. — 2.29

Frozen Sara Lee Butter Streusel or Pecan **All Butter Coffee Cake** 11.5-oz. pkg. — 1.99

PRICES AND DOUBLE COUPONS ARE EFFECTIVE THRU SAT., JUNE 3, 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, June 3, 1989

Togetherness Unlimited, Inc.

Buying and selling according to Murphy's Logic:

By Charles H. Brown
AFRO Staff Writer

Eastside - Westside Shoppers north and south Togetherness Unlimited offers 5% discounts

David L. Murphy, Jr., saw a problem where everyone else saw paradise.

The growing number of black owned businesses could be regarded as one benefit of the civil rights struggles of the '60's. Opportunities: increasing; role models: multiplying; economic base: expanding; alliances... Uh-oh.

The absence of "black businesses networking with other black businesses" brought Murphy up short.

So Murphy decided to do something about it.

That something turned out to be Togetherness Unlimited, Inc., Murphy's seven month old enterprise which is part business, part social group and part mission.

Murphy contacted over 500 area businesses and offered them a simple proposition: Agree to join and give every other business that participates a five percent discount, other businesses will in turn give you the same discount on their goods and services. All this at no cost to the businesses.

Then for five dollars, Togetherness Unlimited sells memberships to shoppers who, upon showing their card, get five percent off of all purchases at member businesses.

With the 250 businesses that saw Murphy's logic, Murphy has formed a linkage that stretches across Baltimore and a growing customer base that already numbers in the "thousands".

Businesses, customers, businesses, all "Together" and everyone benefiting.

"Many businesses told me, 'It's about time someone did something to unite black businesses with the community,'" Murphy said. "They said it was good to promote unity and best of all it was at no cost to the businesses."

A press operator for Baltimore Office Supply, David Murphy may not seem the most likely source for such an idea. A resident of Edmondson Village and a member of New Psalmist Baptist Church, Murphy makes no claims of advanced degrees or socio-economic erudition and insight.

TOGETHERNESS UNLIMITED INC.
• • •
DISCOUNT DIRECTORY

TOGETHERNESS UNLIMITED ECONOMICAL STRENGTH

- Saving Consumers Money
- Promoting Businesses
- Creating More Jobs
- Supporting Communities
- Helping The Homeless
- Feeding The Hungry
- Supporting Religious Organizations
- Supporting Special Interest Groups

"I am what you might call a hardworking, average guy who has a burden for his people," Murphy thoughtfully admits. "I came up on the rough side and I've done a lot of things in my life. I know what the person on the corner is going through."

But Murphy says he has seen enough of the drugs and violence to be convinced of a need for an uplifting on two fronts: the Christian and the community.

"Black people spend over $250 billion a year and own over 270,000 businesses in this country," Murphy said. "If we just supplied ourselves we could be more self-reliable.

"I am a God-fearing man who believes that we as a people can come together," Murphy said. "Somebody has to take a stand."

So it was the born again David L. Murphy who stood up and devised a plan for getting the most out of Baltimore's share of the $260 billion black economy.

By helping the money to circulate within the black community - from black consumer, to black businesses, from the black owned business to its black employees and on to yet another black business - Murphy and his 14 member group aim to educate and unify.

To accomplish this Togetherness Unlimited hopes to attract only a certain kind of business and only a certain type of consumer into their marketplace alliance:

"Anybody who is doing anything to uplift the black community," Murphy said. "The way I see it, our young people don't stand a chance unless businesses, the church and the community come together.

"Strength to our black businesses and hope to our young people. A lot of people don't believe it can be done, but I believe it can.

James Webb (left of R Wright Optical and David Murphy discuss business.

Business Briefs

Dulan NCNB President

DALLAS—Michael H. Dulan has been named president of the NCNB Texas downtown Dallas banking center, effective immediately, NCNB Texas officials announced today. Dulan oversees consumer and small business lending, customer service and deposit services for the largest banking center in the NCNB Texas system.

Dulan served as senior vice president and manager of Consumer banking and deposit services from 1984 until assuming his current title.

A native of Oklahoma City, Dulan earned a B.B.A. degree from the University of Oklahoma at Norman in 1974 and an M.B.A. degree from Southern Methodist University in 1978. He graduated from Consumer Bankers Association's Graduate School of Retail Bank Management at the University of Virginia in Charlottesville in 1982.

Dulan is a director for the City of Dallas Industrial Development Corp. He serves on the board of trustees of the African American Museum of Life and Culture and is a member of the Communications and Membership Committee of the Consumer Bankers Association.

Small Business Workshops

Suggestions for "Starting Your Own Small Business" will be offered at a two-hour workshop beginning at 7 p.m. on Tuesday, June 6 at the Woodlawn Branch of the Baltimore County Public Library.

This free program will be presented by Dick Aarons, from the Baltimore County Chamber of Commerce, and Catherine Lockhart, from the Maryland Small Business Development Financing Authority. Their featured topics will include how to write a business plan and how to obtain financing.

For free tickets, call 887-1336 or visit the library, located at 1811 Woodlawn Drive.

* * *

The Service Corps of Retired Executives (SCORE) and the U.S. Small Business Administration will conduct a one day workshop entitled "How To Start and Manage Your Own Business" on: Wednesday, June 7, 1989.

The workshop will begin promptly at 8:45 a.m. and run through 4:00 p.m. and will be held at the Towson United Methodist Church, Dulaney Valley Road and Hampton Lane (Beltway Exit 27N), Towson, Maryland.

This workshop is designed for anyone thinking about starting a business or who recently did so.

This workshop will address such topics as organization, business plans, advertising, site selection, marketing and others. Registration fee is only $15.00 per person.

To register and get further details call SCORE: 962-2233.

* * *

The Service Corps of Retired Executives (SCORE) and the U.S. Small Business Administration will conduct a workshop entitled "How To Keep Records in Small Business" on: June 14, 1989

The workshop will begin promptly at 8:45 a.m. and run through 4:00 p.m. and will be held at the Towson United Methodist Church, Dulaney Valley Road and Hampton Lane (Beltway 27N), Towson, Maryland.

This workshop will familiarize the business person with the financial terms and responsibilities that are so critical to an entrepreneur's success. Included are such subjects as cash flow projections, taxes and payroll. Registration fee is only $15.00 per person.

To register and get further details call SCORE: 962-2233.

AFRO reporter wins journalism appointment

By Charles H. Brown
AFRO Staff Writer

Outdistancing a field of 200 applicants, AFRO - AMERICAN Newspaper assistant city desk editor, Alisa Samuels, has been selected as a winner in the prestigious METPRO program, a minority journalism training program sponsored by the Times - Mirror Newspaper syndicate.

One of ten chosen for admittance to the five year old program, Samuels will undergo a year of daily newspaper training under the staff of the Los Angeles Times Newspaper and a one year internship at one of six Times-Mirror Newspapers across the country. Both the Baltimore Sun and Evening Sun, are members of the Times-Mirror family.

The program, aimed at African-American, Hispanic and Asian journalists, is designed to provide a wider degree of exposure and daily news writing experience, than can normally be obtained by minorities.

"We are trying to find people who can make it and become top notch, but who might never make it without the proper training, said Gary Gorman, METPRO (Minority Editorial Training Program) director. Gorman was also one of two editors assigned to review Samuels's application.

"I was very impressed with Alisa," Gorman said. "Hers was among the strongest presentations in my portfolio. I think we were all impressed with the stories she has 'broken.' Including the story of the South African Flag at the World Trade Building."

Backed up by the financial and newsgathering resources of the Times-Mirror syndicate, admittance to the METPRO program is sought after by minority journalists nationwide.

At the expense of Times-Mirror, thirty-seven finalists were chosen from among 200 applicants and invited to a three day stay in Los Angeles for final interviews.

The ten participants chosen include nine reporters and one photographer. Three African-Americans, three Hispanics and four Asians were selected based on past experience, knowledge of current events and performance in a mock interview.

"It was pretty grueling for us and the applicants," Gorman said. The ten participants selected included eight women and two men. The training which will begin in July, consists of several phases including classroom training and regional field assignments in Southern California.

Housing will be provided for the participants and a weekly salary in addition to the use of a company car in emergency. The cost of the program is over $800,000 annually. Since its beginning five years ago the program has graduated 46 minority journalists.

Samuels — Sammy as she is called by her coworkers — as excited as she is about winning admittance to METPRO, is concentrating on career objectives and professional development.

"I'm not sure which direction I want to go," Samuels said in reference to a particular "beat" or coverage. "I just want to be the best general assignment reporter that I can and from there I can do anything."

But the calls from friends planning on California visits have already begun coming in. Including one call from another METPRO winner, Thuan Le, a Vietnamese woman, currently living in the dry flatlands of Arizona.

"I can't wait to get to the beach," she said.

George Mason University English professor, Marilyn Mobley, has received a Ford Foundation Postdoctoral Fellowship for Minorities for the next academic year. She will work on a book about the novels of author, Toni Morrison. Mobley also received a grant from the National Endowment for the Humanities for summer study of Morrison.