This Week's SPECIALS

GIANT

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

BONUS SPECIAL

USDA Grade A Fresh Pick of the Chix 1.49 lb.

Whole, 18 to 30 lbs. Boneless Beef Bottom Rounds Can Be Custom Cut at No Extra Charge

USDA Choice 1.69 lb. Giant Lean 1.49 lb.

BONUS SPECIAL

SOLD TO YOU UNTRIMMED AS WE RECEIVE THEM FROM THE PACKER.

1/2 PRICE SPECIALS

Available in the Produce Dept. Fresh Salad Bar Reg. 1.99 99¢ lb.

No sulfites are used on our salad bar ingredients. Please limit your purchase to 6-lbs.

San Giorgio Elbow Macaroni 16-oz. box Reg. 95¢ — 47¢

Refrigerated, All Flavors Swiss Miss Pudding Chocolate, Chocolate Fudge, Vanilla, Butterscotch or Tapioca 4-pack, 4-oz. cups Reg. 1.59 — 79¢

Fruit Punch or Cherry Wyler's Fruit Slush 4-pack, 16-oz. pkg. Reg. 1.69 — 84¢

Frozen Ground Turkey Mr. Turkey 1-lb. pkg. Reg. 1.69 — 84¢

Giant Butter Added White Bread 24-oz. loaf Reg. 85¢ — 42¢

Assorted Conditioner or Flex Shampoo 15-oz. bot. Reg. 2.39 — 1.19

Giant Automatic Pivot or Twin Blade Cartridges pkg. of 5 Reg. 1.99 — 99¢

Compare to Atra or Trac II

Anti-perspirant Ban Roll-On Scented, Unscented, Ocean Breeze or Powder Fresh 1.5-oz. bot. Reg. 2.39 — 1.19

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¢

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

Giant Vegetable Oil 38-oz. plastic bot. — 1.49

IT'S NEW Giant Oat Bran English Muffins 14-oz. pkg. of 6 — 79¢

Diet or Regular Sprite 6-pack 16-oz. NR bots. — 1.79

Giant Cheese Popcorn 9-oz. bag — 99¢

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

Regular or Country Style Minute Maid Lemonade SAVE 26¢ 12-oz. can — 69¢

Green Giant Microwave Vegetables, Assorted Garden Gourmet SAVE 40¢ 9.5-oz. pkg. — 1.49

Combination or Pepperoni Totino's Party Pizza SAVE 49¢ 10.2 to 10.5-oz. pkg. — 1.29

PRICES & DOUBLE COUPONS EFFECTIVE THRU SAT., JULY 15, 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, July 15, 1989

MWBOA and the rising STAR

By Charles H. Brown
AFRO Staff Writer

If you were to judge this profile by the title you might expect a folk tale about an African tribal youngster and an ascending sphere in the heavens that guides him through adolescence. Wrong.

The rising S.T.A.R. refers to Barbara Robinson, president of S.T.A.R. (Strategies, Tactics and Results) her four year old consulting firm.

M.W.B.O.A. is the acronym for Minority Women Business Owners Association where Robinson, as the president of the newly formed Baltimore chapter, meets to share experiences with other minority business women.

But like an African griot, Robinson has a dynamic tapestry of experiences to draw from in her sharing. A onetime welfare mother with four children to support and a husband disabled by a gunshot wound, a resident of the Murphy Homes projects and more. How much more?

"Drug abuse, child abuse, broken home, the whole nine yards," says Barbara Robinson, not flinching at having survived what many only hear whispers of. "If I went through all of it we would be here all day."

All day to complain about the past is time Robinson would consider wasted. Rather, a productive day with Robinson is one of arriving before the staff, working through lunch, seeing the staff off at day's end and then putting in a few hours more before heading home to a family that is understanding of her schedule. No one else seems to be, Robinson says.

"Everybody I know is working 9 to 5, so they can't understand," Robinson says. "They don't understand going in at 9 a.m. on Thursday and coming out at 2 p.m. Friday."

But Robinson says going the burden alone without some sort of support group, proved harder than anticipated, which led her to join several business organizations.

Barbara Robinson

Most of the groups which specialized in small business or women-owned businesses seemed to be just what the venture capitalist ordered until Robinson noticed some shortcomings.

In the small business group, where she was a member of its legislative body, when Robinson tried to discuss with the group what was being done to address the needs of minority businesses one white male stood up and asked, "What does this have to do with us?"

On the side of the women-owned support groups things were only slightly better.

"There were some commonalities but there are some distinct differences," Robinson said. The differences were large enough for Robinson to get involved with M.W.B.O.A. in its Suburban D.C. chapter.

The purpose of M.W.B.O.A. is to share expertise, to network and for the economic development of its members.

"When I say economic development what I mean is that often there are Requests for Proposals (RFP's-the form inviting companies to submit bids on government and private projects) that come across my desk that I am not able to handle," Robinson says. "But there are others in the group who are experienced and can benefit from that information."

Robinson in fact has made a science and built her business on finding the right "others". Robinson's S.T.A.R. (Strategy, Tactics and Results, specializes in management consultation, training and development, but often when an RFP came across her desk requiring skills beyond her realm, she flipped through the three rolodexes on her desk, put a number to a name and possibly a deal to a contract.

"We as blacks have been afraid to enter into businesses with others," Robinson says. "We have this 'thing' where we say this is MINE."

"We come out of this environment where we feel that way and we go into business feeling the same. We won't even go into businesses with black males and females."

Robinson says that as one of a handful of Minority Business Enterprises (MBBE's) certified in her field she is frequently contacted by white males about entering into joint ventures. She says the deals have been profitable on several levels including revenues, exposure for her business and the contacts that she has built up by working on the inside.

"We need to join in and learn from white males because they have perfected this game a long time ago."

What Robinson has learned she shares every first Saturday in Room 209 of the Control Data Building at 2901 Druid Park Drive. There the women of M.W.B.O.A. meet to discuss the "game" plan and the pie slice.

Robinson invites all minority women who are in business or considering an entry into business.

"There is a psychology of entrepreneurship," Robinson adds. "It's scary taking that first step. But when you join in a group like this you find that others have been through the same thing."

MWBOA MEMBERS — (From left) Grace E. Sloan; Vicki L. Jones; Brenda Lee Oliver, 1st V.P.; Barbara Robinson, Pres.; Sandra Levern Jones, 2nd V.P.; Harriet Singleton, Treas.; Patricia S. Workman

For M.W.B.O.A. information call 727-1558

BUSINESS BRIEFS

U of M Medical Career Day

High school students who are interested in a career in health care will want to attend Health Careers Day, Wednesday, July 19, 9:30 to 2:30 p.m., at the Universtiy, of Maryland Medical System.

Health Careers day, which is also sponsored by the Maryland Association of Hospital Auxiliaries, is a yearly event designed to help high school students get first hand information about health careers.

Students can attend workshops about emergency medical technology, medical technology, dentistry, respiratory therapy, nursing, and a number of other fields.

The program is free, but students must register in advance. Students should bring a bag lunch. (Drinks will be provided). For more information or to register, call 301-328-5600.

The 1989 George K. Horn Awards for excellence in high-school printing were presented during the Education Night Banquet of Printing Industries of Maryland and Southeastern Pennsylvania in June. From left are Constance Frederick and son Leon, a graduate of Mergenthaler Vocational Technical High School in Baltimore, MD, who won a $1,000 scholarship for college printing studies; Donald Logan, printing instructor at the Center of Applied Technology North in Severn, MD, and his student, LeRonn Herbert of Crownsville, who won a $500 scholarship; and LeRonn's parents Lorie and Ray Herbert.

George K. Horn Awards

The 1989 George K. Horn Awards for excellence in high-school printing were presented during the Education Night Banquet of Printing Industries of Maryland and Southeastern Pennsylvania in June. From left are Constance Frederick and son, Leon, a graduate of Mergenthaler Vocational-Technical High School in Baltimore, MD, who won a $1,000 scholarship for college printing studies; Donald Logan, printing instructor at the Center of Applied Technology North in Severn, MD, and his student, LeRonn Herbert of Crownsville, who won a $500 scholarship; and LeRonn's parents, Lorrie and Ray Herbert.

SCORE

SCORE, The Service Corps of Retired Executives, and IRS, the Internal Revenue Service will present a workshop on Income Tax Preparation for both federal and state returns for small businesses on: Wednesday, July 26, 1989.

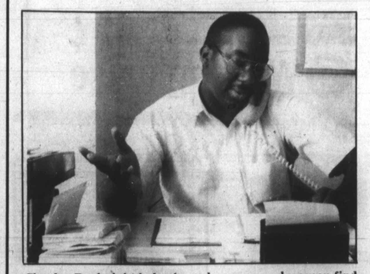
The workshop will begin promptly at 8:45 a.m. and run through 4:00 PM. and will be held at the Towson United Methodist Church, Dulaney Valley Road & Hampton Lane (Beltway Exit 27N), Towson, Maryland.

This workshop is designed to assist the small business person in becoming better acquainted with tax rules, regulations & laws for small business. Attendance will give you a better insight on these all important business requirements which should be profitable in the long run. Registration fee is only $15.00 per person.

Call SCORE at 962-2233 for details and registration form.

Charles Bouknight:

A Job Corps success story



Charles Bouknight helps homeless men and women find jobs as part of his responsibilities at the Traveler's Aid Society.

Charles Bouknight of Baltimore knows success. Dissatisfied with working at a fast-food restaurant, he enrolled in Job Corps, completed three trade areas and earned his high school equivalency diploma. At 23, this Job Corps graduate is now working as director of employment at Traveler's Aid Society in Baltimore.

Bouknight, who has been with the agency for two and one-half years, helps homeless men and women find jobs and housing. His responsibilities include supervising a six-week job search workshop, writing job training manuals and counseling.

Job Corps prepared Bouknight for employment by giving him skills in business and clerical disciplines, like word processing, typing and bookkeeping. Bouknight, who started as a clerk-typist with the agency, plans to continue his work there and enroll in college to study human resources.

Young people from different backgrounds live together at Job Corps centers and share different cultures and languages. As a student, Bouknight received a room, meals, medical and dental care, and a monthly allowance. After graduation, he received an additional allowance to help him adjust to a new life.

Now in its 25th year, Job Corps has provided educational and occupational training to 4.1 million youths nationwide. Through the program, youths can take college courses or earn their G.E.D.s, learn a vocational trade, get their driver's license, and receive career counseling.

In addition to the college program, young people can choose from a variety of training programs that include business-clerical, welding, medical, construction, landscaping, culinary arts, and others.

Eighty-four percent of Job Corps graduates go on to full-time employment, earning on average $1 more per hour than those without training. Others go on to college, additional vocational training, or the military.

Young men and women, ages 16-21, who would like to know more about the program should call 1-800-TRAIN YOU.

When asked what advice he would give to someone considering Job Corps, Bouknight responded with an emphatic "Go!"