This Week's SPECIALS

GIANT
THE QUALITY FOOD PEOPLE

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

BONUS SPECIAL
Whole Frying Chicken
USDA Grade A Fresh Fryers Whole 79¢ lb. Cut-Up 89¢ lb.
Fresh Fryers Cut-Up 99¢ Whole 89¢ lb.

Beef Bone In Full Cut Round Steak
USDA Choice 1.99 lb. Giant Leah 1.79 lb.
BONUS SPECIAL

1/2 PRICE SPECIALS

Available in the Produce Dept.
Fresh Salad Bar
No sulfites are used on our salad bar ingredients.
Reg. 1.99 99¢ lb.
Please limit your purchase to 6-lbs.

For Dishes
Joy Liquid Detergent
32-oz. plastic bot.
Reg. 2.45 1.22

Family Size, Small Cooked
Brilliant Shrimp
Available in the Frozen Seafood Dept.
14-oz. bag
Reg. 5.39 2.69

Sliced Turkey Lunchmeats
Mr. Turkey Variety-Pack
12-oz. pkg.
Reg. 3.99 1.99

Giant Food Plain or Raisin
Natural Cereal
16-oz. box
Reg. 1.99 99¢

Naturally Fresh Regular or Mesquite
Bar-B-Que Sauce
Available in the Fresh Meat Case
16-oz. jar
Reg. 2.39 1.19

With Butter Added
Giant Honey Wheat Bread
24-oz. loaf
Reg. 1.09 54¢

Pain Reliever
Nuprin Tablets or Caplets
bot. of 24
Reg. 2.59 1.29

Elmer's
Glue Stick
each
Reg. 99¢ 49¢

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

SUPER SPECIALS

Assorted Varieties
Golden Grain Rice-A-Roni
4.3-oz. box
69¢

Kitchen Queen
Sliced Bologna
1-lb. pkg.
1.39

Giant
Potato Rolls
16-oz. pkg. of 12
79¢

Giant
Apple Juice
64-oz. bot.
1.29

Lemon Lime or Mandarin Orange
Regular or Diet Slice
6-pack 16-oz. NR bots.
1.89

Giant Lowfat Cottage Cheese
The Light One
12-oz. cup
2-lb. cup 1.75
75¢

Giant
Tortilla Chips
Nacho Cheese, Unsalted or Sour Cream & Onion or Tortilla Rounds, Regular or Nacho
7-oz. bag
59¢

Frozen Assorted Microwave One Serving
Green Giant Vegetables
SAVE 26¢
4-oz. pkg.
59¢

Frozen Hanover Primavera or Italian
Pasta Salad
SAVE 60¢
16-oz. bag
99¢

Peanut Butter Fudge, Chocolate Dip or Chocolate Mousse
Weight Watchers Bars
SAVE 60¢
20.4-fl.oz.-21-fl.oz. pkg.
2.29

PRICES & DOUBLE COUPONS EFFECTIVE THRU SAT., AUG. 12, 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

■ Business/ Career Corner C2
■ Lacy Sports C5
Saturday, August 12, 1989

The public life of a private investment broker:

Merrill Lynch's Richard Dixon

By Charles H. Brown
AFRO Business Editor

Western Maryland's Carroll County was once a long place from anywhere and what was in Carroll County was particularly Carrollish: rural, conservative and tinged with suspected latent overtones of racism.

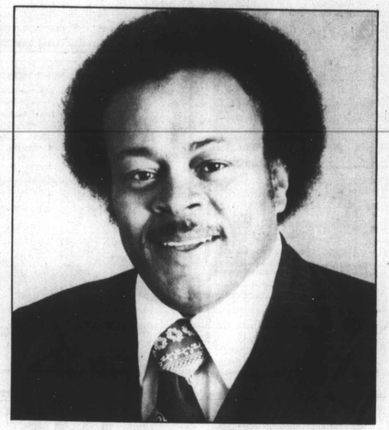
This morning, as on most weekday mornings, Richard Dixon woke up in Carroll County, descended from his second floor bedroom, climbed into his 4-year-old sedan and like thousands of other Carroll County residents commuted 40 miles down the 15-year-old I-70 to downtown Baltimore.

After reaching the six block long financial district, in the 30-year-old Charles Center development area, Dixon parked his car beneath the nine-year-old Equitable Bank Building at One Hundred South Charles St.

He took the elevator to the ninth floor where after three quick rights and a left, he entered the office where as a first assistant vice-president with Merrill Lynch, Pierce, Fenner and Smith, he spent a full day of dealing with numbers...big numbers.

"I recently had a $100,000 transaction over the telephone," Dixon says: "Just like that. No written contracts. Seldom will you find anywhere else in this country where you can function involving large sums of money on basically oral contracts. And it works."

And Dixon works with it. After a 20 year career with Merrill Lynch, Dixon was recently appointed assistant vice-president, making him one of the highest ranking blacks in Baltimore's Investment banking community and the bullish Merrill Lynch's national chain of offices.


Richard Dixon

Now — five decades later — for four days a week, three months a year, Richard Dixon travels to Annapolis, where he helps to determine state economic policies, pass laws, determine budgets for both black and white communities and as the duly elected representative for the sub-legislative district 5A in Carroll County,delivers his constituents opinions before the 144 members of the state House of Delegates.

For Dixon the constant between the two worlds is travel and the home in New Windsor, Maryland, he shares with his wife, Grayson Dixon.

Growing up in Carroll County was for Richard Dixon the same as for many other small town blacks. He attended a segregated school, his father worked as the projectionist in one of the town's two theaters and his mother took in laundry.

The decision makers in the Carroll County of Dixon's youth reflected the 97 percent white population. They determined the county's economic policies, passed the laws, determined the budget for county facilities in both the white and black communities and delivered constituents' opinions to the state house 66 miles away in Annapolis.

When asked how that happened, Dixon replied, "I'm good. The people I represent know my philosophy is the same as theirs. They know me well and they trust me to represent them. If I don't, they call me."

"Does your phone ring often."

"Nope."

For Dixon the constant between the two worlds is travel and the home in New Windsor, Maryland he shares with his wife, Grayson Dixon. Everything else is separate.

"There are two things that you never discuss with your investment clients," Dixon says, "politics and religion.

"There are two distinct groups that I deal with: People who deal with me as a legislator and people who deal with me as a broker," Dixon adds. "There are those clients who aren't even aware of my other status, because it doesn't have any bearing on them."

There are those who do come to straddle the low, unobtrusive fence between Dixon's dual careers. These "Constitu-clients" by way of legislative relationships or referrals by other longstanding investment clients, get the benefit of a single Dixonian philosophy.

"My word is my bond," Dixon said. "I'd like to think I'm pretty good. I like to say that because Muhammed Ali said it all the time, but when you say it you have to back it up. When I say I'm going to do something, I do it."

The majority of Dixon's Carroll County neighbors became familiar with his honesty when after eight years in the Army, he came home to serve seven years on the County School Board; with a year and a half of that as the board's president.

"We had the same problems as any other school board," Dixon said. "Test scores, redistricting, negotiated agreements, executive board relationships. You name it, we got it. And a lot of people say I did a very good job, I might add," Dixon added.

That gave him his first taste of public responsibility, as well as his earliest trips to Annapolis on behalf of the school budget. And after his first attempt at elected office failed, Dixon running true to his philosophy and school board history, sought the office of state delegate and running as a conservative won it in 1982.

Now when the State Legislature meets for regular session, Dixon alters his morning commute schedule and trades the Inner Harbor view of his downtown office for the meeting and chamber rooms of the State House.

"My two jobs mesh very well," says Dixon, who even from a distance, claims his clients find ways to reach out and touch him. "When you're dealing with someone's money, they want to be able to talk to you."

When Dixon talks they get more of the Dixon philosophy.

"I like to buy what I consider to be low out of favor stocks," Dixon says. "If you do that with consistency you can make a lot of money for people. You can make a lot of money for yourself also.

"Case in point: Exxon. Even though they are in the news lately for some difficulties, Exxon has done excellently. Anyone who would have purchased Exxon 15 years ago, would have done extremely well."

Sitting in his office the day of the interview, Dixon sits quietly. The market has closed, the office is nearly empty and the maintenance crew is beginning to sweep away the remains of millions of electronically transacted dollars.

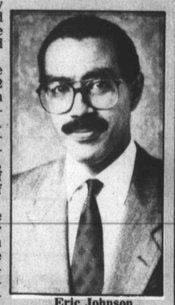
Dixon says this particularly hasn't been one of his better days. It doesn't happen often, but from time to time the feel of the market escapes his grasp. When that happens Dixon hops into the car and heads for home, where even there he keeps track of both of his investments: the public trust of his constituents and the financial trust of private clients.

"I've kind of simplifiea my business," Dixon says. "I told you I was good."

Biz Briefs

New man for proud lady

Eric G. Johnson, president and chief operating officer, Johnson Products Co., Inc., was recently elected to the American Health and Beauty Aids Institute (AHBAI) Board of Directors during the group's second quarter board meeting held in Dallas.


Eric Johnson

Johnson, 37 has been active in the industry since 1972 holding executive positions in marketing, sales and franchising for Johnson Products. He holds a B.A. in Management and Finance from Babson College, Wellesley, Mass., and attended the University of Chicago Graduate School of Business.

Since taking the helm of the Chicago-based manufacturer in December 1988, Johnson has spearheaded a corporate renewal program to maximize the company's leadership position. Shifts in personnel, and marketing strategy are among the major changes implemented.

Eric succeeds his father George E. Johnson who founded the company in 1954 and now serves as its chairman and chief executive officer.

The senior Johnson was also the founding chairman of AHBAI serving from 1981-1983, and continues as an active member of the AHBAI board.

AHBAI is an international trade organization representing Black manufacturers in the ethnic health and beauty aids category. Its members are the industry leaders with more than $250 million in joint sales.

The Institute will also sponsor "The Proud Lady Beauty Show," a national trade exhibition, September 16-18, 1989 at the Hyatt Regency Hotel in downtown Chicago. Over 5,000 cosmetologists and industry professionals are expected to attend.

For more information contact: AHBAI Headquarters, 111 East Wacker Dr., Suite 600, Chicago, IL 60601

Consolidations Supv.

MILWAUKEE — Damitia Boyd has been named corrate consolidations supervisor for Miller Brewing Company, based in Milwaukee.

Damita Boyd

Boyd is responsible for consolidating the company's financial statements and internal financial reporting.

She joined Miller in August 1980 and most recently was branch controller at Miller's company-owned distributorship in Kent, Wash.

A native of Dayton, Ohio, Boyd earned a bachelor of science degree in accounting from Tennessee State University, Nashville, in 1985. She is a certified public accountant.

Small Investor strategies

On Thursday, August 17 at 10:30 a.m. the Florence Bain Senior Center will sponsor a seminar entitled "Strategies for the Small Investor." The discussion will focus on financial instruments appropriate for individuals looking for ways to invest $10 to $50,000. Special attention will be devoted to safety and liquidity features.

Cathleen Jordan of Heritage Financial and Robert Stachura of Prudential will conduct the seminar. Although the seminar is free and open to the general public, reservations are required.

To reserve a seat or for more information, please contact the Senior Center at 730-7697. Florence Bain Senior Center is located at 5470 Beaverkill Road in Columbia.

Maxima president takes federal post

WASHINGTON — President George Bush has named Joshua I. Smith, founder of one of the country's largest Black-owned businesses, chairman of the Commission on Minority Business Development.

The commission, which consists of Federal government officials, small and large business executives and educators, will conduct a two-year study to advise the President on ways to bolster minority-owned business.

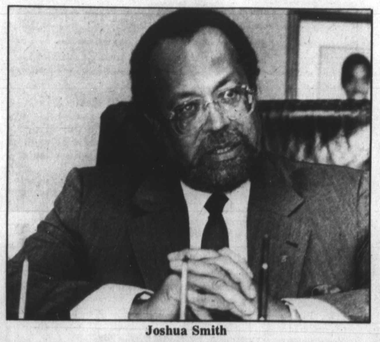
Republican National Committee Chairman Lee Atwater said Smith's experience as an entrepreneur makes him a great choice to head the commission.

"The commission is going to tell us which policies have helped minority firms and make recommendations on how to increase their participation in the American economy," Atwater said. "I can't think of a better man for the job than Joshua Smith."

In 1978, Smith founded the Maxima Corporation with $15,000. By 1986, Maxima, a computer consulting company, had $54 million in revenues and more than 1,400 employees.

In June, Black Enterprise magazine ranked Maxima as the ninth largest Black-owned industrial/service company in the United States. In 1988, Maxima had revenues close to $60 million.

Smith, whose business is based in Rockville, Maryland, was the honorary chairman of the Maryland Bush/Quayle Campaign last year.


Joshua Smith

Society recruiting women engineers

BALTIMORE — The Society of Women Engineers (SWE), a national non-profit organization designed to encourage women to enter engineering fields, has launched a new outreach program aimed at minority women.

With funding from the National Aeronautics and Space Administration (NASA) and support from the Westinghouse Electronic Systems Group, SWE is sponsoring a one-week summer workshop that began Aug. 6, that introduces participants to four branches of engineering.

During the workshop, 25 Washington, D.C.-area ninth grade students will perform "hands-on" laboratory exercises in electrical engineering at Morgan State University in Baltimore and mechanical, chemical and manufacturing engineering exercises at the University of Maryland at Baltimore County (UMBC) in Catonsville.

Some of these exercises will involve making a burglar alarm, determining the strength of materials, and analyzing food additives and their properties.