1/2 PRICE SPECIALS

Soft, Medium, Hard or Youth
Giant Brand Toothbrush
each
Reg. 59¢
29¢

Giant Brand
Dental Floss
100-yd. pkg.
Reg. 1.49
74¢
Compare to Johnson's

Antiseptic
Giant Mouthwash
32-oz. bot.
Reg. 1.99
99¢
Compare to Listerine

Tablets
Giant Ibuprofen
bot. of 24
Reg. 1.99
99¢
Compare to Nuprin

Anti-perspirant
Arrid Glide On
1.5-oz. cont.
Reg. 2.49
1.24

Works Fast
Super Glue
each
Reg. 1.59
79¢

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

SUPER SPECIALS

Pre-Moistened
Scott Baby Fresh Wipes
Reg. 2.68
SAVE 69¢
1.99 pkg. of 80

Conditioner or
Finesse Shampoo
Reg. 2.99
SAVE 1.00
1.99 11-oz. bot.

Freehold
L'Oreal Mousse
Reg. 3.19
SAVE 1.20
1.99 8-oz. can

Kapseals
Benadryl 25mg
Reg. 3.49
SAVE 1.10
2.39 pkg. of 24

Visine Eye Dropper or
Visine Eye Drops
Reg. 2.39
SAVE 60¢
1.79 .5-oz. bot.

Long Life Alkaline
Giant Brand D Battery
Reg. 1.99
SAVE 50¢
1.49 pack of 2
Compare to Eveready

Long Life Alkaline
Giant Brand C Battery
Reg. 1.99
SAVE 50¢
1.49 pack of 2
Compare to Eveready

Long Life Alkaline
Giant Brand AA Battery
Reg. 2.59
SAVE 60¢
1.99 pack of 4
Compare to Eveready

NO ONE HAS GREATER DISCOUNT DRUG VALUES

PROFILE Rx
All our pharmacies have Profile the computerized prescription system that alerts our pharmacists to possible drug allergies or interactions that may occur with any new prescription.

The interaction information is updated monthly and is derived from the drug interaction database which was developed by and is endorsed by the American Pharmaceutical Association.
AMERICAN PHARMACEUTICAL ASSOCIATION

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PRICES EFFECTIVE THRU SAT., JUNE 4, 1988 IN GIANT DISCOUNT DRUG STORES. SOME ITEMS MAY NOT BE AVAILABLE IN ALL STORES. This merchandise is not offered for sale or available to retailers, restaurants or other commercial enterprises.

GIANT Discount DRUG

BUSINESS PULSE

People 4C
Obituaries 3D
Classified 4D

Chapman predicts boom for blacks

By Charles Brown
AFRO Staff Writer

The Chapman Company, the state's largest minority investment brokerage firm, has just released a research report entitled "First Anniversary Perspective."

The report, coming not long after the well known "Baltimore 2000" report and the Urban League's "Destiny 2000" prospectuse's paints a picture of, not only a Baltimore, but a nation in general that will offer blacks increased opportunity for personal growth and financial gain.

"This is not just a Baltimore statistic but a national trend, said Nathan A. Chapman, Jr., founder of the firm, who cites minority population growth as a positive factor. This is, for minorities at least, a great time to be black in America."

Both the purpose and the effect of the report is twofold. First, it points out to the investment community that a previously ignored body of statistics may be crucial to any future investment strategy and that The Chapman Company is the clearinghouse for timely and conscise minority perspectives.

Second, it alerts the black community to its's potential clout over not only the marketplace but the company pension funds that they will have an increasingly larger stake in.

"Blacks probably make up approximately 50 percent of the Baltimore City's employees," said Samuel Hopkins, consultant to Chapman on the report. "They make up a large number of the county, state and federal government employees as well."

They all have the ability to say where their pensions are being invested," said Chapman.

The Chapman Perspective points to a slew of trends which if unaltered, will mandate a rethinking of the ways firms regard the black market. Historically underemployed and frequently underserved, the factors cited in the report put forth the opinion that as a market, blacks will come into a period of appreciation between now and the year 2000.

"There is the economic necessity to look to the black workers and to bring them into the laborforce," said Chapman. "That is going to create the kind of opportunities that will lead to teens staying in school longer and the ultimate reduction of the single parent family. You might even see a reduction in crime," said Chapman.

"If you look at why people do what they do you see that there is a view in the black community that the opportunities are just not there," said Chapman. "That has been the case where firms, given the choice for whatever reason, have opted not to hire the black person. 'So why do well in school' they might say. 'Or why stay in school' has been the teen motto," said Chapman.

Chapman sees the growth in the business sector and it's requisite need for workers as the antidote to despair. "The opportunity is there and it's not just illusionary," said Chapman.

"Everybody's emphasis has been on the people who have the most problems in the black community," said Samuel Hopkins, who feels that the prayers has been all but ignored.

Hopkins sees these positive results as continuing through the year 2000. "The level of black enrollment at the state colleges is up this year and I believe that is because people recognize that there is an important correlation between business success and education."

Chapman believes that firms will recognize this thrust in black attainment and population growth and will take advantage of it. "If you see that blacks are going to represent an increasingly larger share of the population and it's a population that is likely to be making more money and be better educated because of the opportunities, then someone might say that is a population that might buy my product," said Chapman. "So maybe I should orient my advertising towards them."

The realities of a population in which blacks of working age increase at a rate that is more than six times that of their white counterparts will lead the nations businesses to readjust their marketing and employment strategies. Blacks will be offered more products, more services and more jobs in an effort to attract the best with the most.

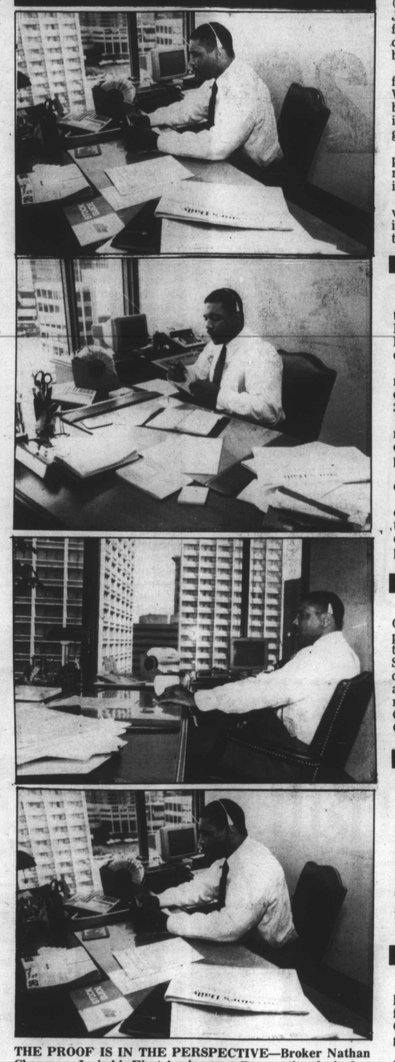
The reasons are at bottomiine.

"Its not just the case of it being a nice thing to do," said Chapman. "There is a whole group of people who want to sell something, so if I'm a retailer, I'm going to start orienting my products to start servicing that particular market. It's a situation where the economics meet a socially acceptable thing to do," said Chapman.

Future professional opportunities bode well for minorities according to the

Continued on Page 2D

BUSY BROKER



THE PROOF IS IN THE PERSPECTIVE—Broker Nathan Chapman, Jr. in his First Anniversary Perspective, looks forward to the year 2000 and sees an economy where blacks earn an increasing share of the country's personal wealth.

BUSINESS BRIEFS

Common Market Growth

MAY 23, 1988 — The Baltimore-Washington Common Market (BWCM) has surpassed New York/Northern New Jersey/Long Island to become the second largest recipient of federal procurement contracts among the nation's 10 largest consolidated markets, according to statistics released today by the Washington/Baltimore Regional Association (W/BRA).

Data compiled by W/BRA indicate that over $14.6 billion in federal procurement contracts was awarded to Baltimore-Washington area firms in FY 1987. That compares to $13.3 billion for New York/Northern New Jersey/Long Island, and is exceeded only by Los Angeles/Anaheim/Riverside which garnered $18.1 billion.

"Clearly, Baltimore-Washington is a major participant in providing needed goods and services to the government market," says W/BRA Chairman James A. Flick, Jr., Managing Partner of Ernst & Whinney.

"Moreover, these statistics indicate that the locational advantages afforded to government contractors with operations in this region will continue to generate new business opportunities and profits."

Procurement Hotline

In response to the growing need for effective communication, the Department of Finance, Bureau of Purchases and the Baltimore City Council have developed a Procurement Hot Line to increase contact with those entrepreneurs seeking to do business with the Bureau of Purchases.

If you are interested in hearing announcements for Informal Contracts (less than $25,000.00) and Formal Contracts (in excess of $25,000.00) for Commodity Procurement, please call: 396-1309.

If you are interested in hearing announcements for Informal Contracts (less than $25,000.00) and Formal Contracts (in excess of $25,000.00) for General Construction and Services, please call: 396-8097.

These announcements will run continuously, and will be updated on a weekly basis.

Before you call the Procurement Hot Line, have paper, pencil or pen available. You will hear the procurement and telephone number to call to have the particular contract/bid opportunity mailed to you. If you need further information, please call one of the above referenced numbers.

Struever To Be Honored

Carl W. Struever, chair of Baltimore's Private Industry Council (PIC), and the Investment in Job Opportunities (IJO) program will be honored at a reception on June 2, 6-8 p.m. at the Government House, 1129 North Calvert Street. Mr. Struever and the IJO program were recipients of the President's first annual Job Training Partnership Act (JTPA) awards. The reception is hosted by the Maryland State Department of Human Resources, the Baltimore Private Industry Council and Office of Employment Development and the Governor's Employment and Training Council.

Community Relations Symposium

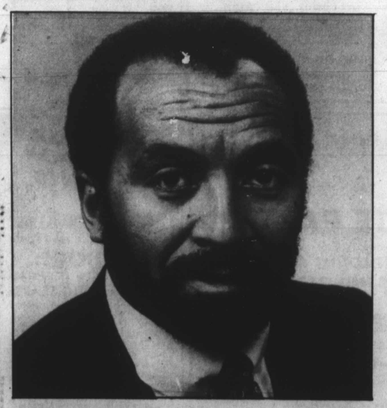
The Community Relations Service of the U.S. Department of Justice and the Baltimore City Police Department will host a law enforcement consultation on "Police/Korean Relations" on June 9, 1988.

The consultation is part of an on-going effort to address racial and ethnic tensions involving Asian communities, particularly those tensions surrounding Korean-owned businesses in minority neighborhoods. The goals of the consultation include reviewing exemplary local and national model programs, and examining strategies for prevention, response and intervention.

Harford County Growth

Five Harford County firms, who in the past year collectively invested more than $4.87 million in new equipment and facilities and hired 96 new employees, today received the Greater Baltimore Committee's Venture Award for their growth.

Harford County Executive Habern Freeman and GBC Economic Development Division President Harold L. Adams, of RTKL Associates, Inc., presented the awards at an 8:30 a.m. breakfast ceremony at the Sheraton Aberdeen.



SENIOR V.P. HASH—Career growth for Provident's Consumer Man, Bert Hash, Jr. has practically gone off the scale as he averages one promotion a year.

Banker finds Providence at Provident

Charles Brown
AFRO Staff Writer

It was 1970 when Bert Hash, Jr. graduated from Morgan State University and considered the field of business and what his eventual role in it might be. After the usual round of interviews he sat down with a representative from Equitable Bank.

"They made me the best offer I'd received," said Hash, who had no prior experience or education in banking. "I figured I'd give it a shot and see what it was all about."

Hash now sits in an office on the second floor of the Provident Bank building on the corner of Howard and Saratoga Streets. As a senior vice president he manages Provident's Consumer Banking Division.

Hash who was born in Jefferson, North Carolina and spent his childhood in West Virginia where his father worked as a coal miner.

When his father was laid off from the mines in 1960 the family moved to Baltimore County.

Hash exhibits the steady nature that sociologists say would go along with someone who is the eldest of four children.

He has an easygoing manner but an obvious can-do spirit. These qualities along with his rural work ethic, have guided him through the corporate channels.

"I was very fortunate," said Hash. "I made the right move at the right time."

Hash's first move was to enter Equitable Bank's management training program when the interest rates were down, financial activity was up and regional banking was only a concept that brought starry looks and dollar signs to the eyes of New York City bankers.

The market was on an elevator ride and a sharp young go-getter, fresh out of the business program at Morgan State University saw the chance. Weighed the risks and took his shot.

After spending 11 months in the management training program Hash was given his first branch to manage, in the Southdale Shopping Center in Glen Burnie.

It was during this time that he got his first taste of banking as a consumer service as opposed to an accounting collection and disbursement system.

After Southdale Hash traveled to a larger branch at Harundale Mall where he remained until 1975 when he opted for a transfer onto the bank's Commercial mortgage staff.

"We did a booming business," said Hash. "I was brought in through the consumer mortgage side and it was exciting. On the commercial side you would work on negotiating a big deal and sometimes see if fall through. On the consumer side it was, 'Get it done. Now! You could see it happen," said Hash. "I like to see things get consumated."

Equitable then established a secondary mortgage department which Hash became involved with. "I came to regard it as my chosen professon," said Hash. The process involved bunching together an attractive group of existing mortgages for sale to private investors and then taking the revenue from the sale and reinvestng it in the form of new mortgages.

"It allows us to constantly move assets off of the books instead of having long term fixed rates" on the bank's in-

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