



## AFRO-AMERICO NEWS

Thursday, September 28, 2006

 EMAIL ARTICLE  PRINT ARTICLE

### Black-owned newsstands show major presence at BWI

*Ernest Alexander*  
AFRO Staff Writer

Flying now a day is a hectic process that can often wear down even the most avid of travelers. For many, the only thing to keep their sanity is a magazine, a book or a handheld video game. These are all things that you can get from a newsstand in the airport and this is also where Sandy and Terri Roberts have had the opportunity to demonstrate their business acumen.

Sandy Roberts along with his wife Terri are the principals of Olympic Supply, a certified small minority-owned and operated wholesale and retail business founded in 1991. The two have recently made the move into airline newsstands and their growth is quite evident.

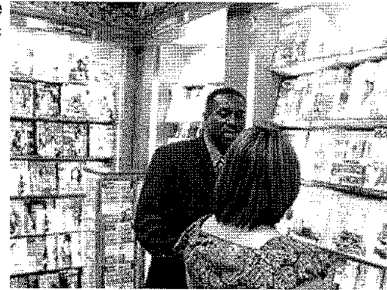
Since 2004 Olympic, along with its joint venture partner the Hudson Group, has operated 16 retail Hudson News and Gift locations at Baltimore Washington

International Thurgood Marshall Airport in Baltimore. This past summer Olympic has opened three of their first six stores under the Olympic News banner at BWI. The remaining three stores are scheduled to open by the end of 2006.

Olympic Supply, traditionally a wholesale company, has distributed medical, janitorial and industrial supplies and equipment to hospitals, the United States military, and government and institutional clients since 1991.

Roberts, who has been an entrepreneur for the past 18 years, is a corporate attorney and credits much of his success to this fact. "I'm very business minded...I've always had to advise and deal with other peoples' businesses all the time so it is a little different running my own, but my experiences are helping me," said Roberts.

The get-all-you-need, one-stop-shop bookstores have gone through recent construction to make them more open and bring in more business. "That is my goal," said Roberts. "I want to have an environment where customers feel comfortable when they shop and where employees enjoy coming to work."



Despite it being a smaller business, Olympic has a professional team of

representatives and customer support staff that they can trust and know that the job will get done. "I don't have to be here as much because I know that Khalil has everything in order. That's the key to running a successful business, having a people you know can get the job done," said Sandy about his district manger for Hudson News and Olympic News Mr. M. Khalil. Besides the current news stands that Roberts has in BWI he also has some in Nashville National Airport and even has some new concepts for stores in the making. "I am always trying to expand and find new business ventures," said Roberts. "That is what business is about." With a new look and an experienced staff to back them up Roberts has it all in order to get things done.

Olympic is certified by the Maryland Department of Transportation and the Washington Metropolitan Area Transit Authority. Olympic is a member of Airport Minority Advisory Council and is a founding member of the Prince George's County Black Chamber of Commerce. Olympic is currently active in numerous other trade and business organizations.