

TRADEWINDS

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S&P 500 INDEX	DOW	GOLD MERC. SPOT
651.69	30 INDUSTRIALS	\$395.40
-0.96	5,669.51	-\$0.30
NASDAQ COMPOSITE	COPPER MERC.	
1112.50	-14.09	\$1.1770
-1.92		-0.90c

TRIBUNE BLOOMBERG INDEX FOR UTAH	146.62	+81
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MEANWHILE, IN UTAH...

SBA Honors Utah's Lily Electric

The U.S. Small Business Administration is highlighting Lily Electric as one of Utah's outstanding woman-owned businesses in March, during "Women's History Month."

Lily Gregor founded the Salt Lake County-based company in 190. That year she employs 25 and expects sales of \$4 million. The company provides electrical, telecommunications, fiber optics and general engineering services, with an emphasis on federal procurement.

Women-owned companies contributed \$4 billion to Utah's economy and comprised about 35% of all businesses, according to the 1992 census.

Nationally, women-owned businesses are having a significant impact, too. They employ 15.5 million people, representing about 35% more workers in the United States than the combined worldwide work force of all the Fortune 500 companies.

The SBA assists many women- and minority-owned companies with loan and information programs.

One is the new Women's Business Development Program, a joint partnership with the Utah Technology Finance Corp. to offer counseling, training and finance opportunities to women business owners.

Novell Gives Surplus Equipment to IHC

A \$140,000 donation of Novell Inc. computer equipment to Intermountain Health Care will help improve access to medical equipment in rural areas served by IHC.

The donated equipment, which would cost more than \$600,000 to purchase new, will enhance and expand a data-communications network installed in 1989.

The network connects 23 hospitals and 40 other health-care sites. It has helped reduce medical costs by transferring information quickly, IHC officials said.

Some rural hospitals use the network to transfer X-ray images to larger hospitals where specialists view the images and make treatment suggestions. It also is used to transmit clinical test results and medical information.

Linda Linfield, Novell community-relations senior manager, said Novell rarely donates surplus equipment to organizations other than public schools. The company made an exception because IHC is improving access to health care in communities where many Novell employees live and work, she said.

2 Utah Products Win Magazine's Honors

Novell Embedded Systems Technology and GroupWise, both Novell Inc. products, were selected as LAN Magazine's 1996 Products of the Year in the technology and e-mail messaging categories.

NEST is software that allows users to connect products to computer networks.

GroupWise is a messaging system that integrates e-mail, personal calendaring, group scheduling, task management, Internet messages and faxes into one location. It allows users to access and act on information in a place without having to piece together information from other places.

The awards recognize products for overall innovation, originality and ability to advance networking technology.

Recipients are chosen by LAN Magazine editors who consult with analysts, readers and product reviewers.

Consultants Give Their OK to OK Mine

Centurion Mines Corp., Salt Lake City, says an independent mining consulting firm concluded in a preliminary production feasibility study that its OK Mine near Milford has the potential to make Centurion a productive mining concern.

A detailed mine design is in progress, according to company management, which expects copper production on the property to commence sometime in 1997.

The study reported 30 million pounds of recoverable copper and estimated the cost of recovery at 69 cents per pound. Current reserves at the OK Mine will permit a four-year mine life.

BRIEFLY...

Salt Lake City continues to have one of the nation's highest hotel occupancy rates. According to PKF Consulting of San Francisco, Utah's capital tied with Seattle for third place during 1995, with hotel occupancy rates at 78.5%, compared with a national average of 70.6%. First and second place went to Waikiki, 81.7%, and New York City, 79%, respectively.

Subway of Utah has opened its 100th Utah restaurant in West Valley City at 4050 W. 4100 South. Subway of Utah opened its first restaurant in 1982 in Orem.

Scopes-Garcia-Carlisle of Salt Lake City has been hired by the Utah Technology Finance Corp. to offer counseling, training and finance opportunities to women business owners.

Studio 7 Special Interest Video has a new 7,000-title catalog of videos and CD-ROMs online on the Internet. The catalog's address is <http://www.totalmarketing.com/info-age>.

Organizational Consultants to Management of Salt Lake City has formed an alliance with Manchester Partners International of Philadelphia. Manchester is an alliance of consulting firms specializing in career transition, individual and organizational performance. OCM is located in Utah, Idaho, Wyoming and Montana.

Evans & Sutherland Computer Corp. of Salt Lake City has sold two visual systems for \$9 million. The systems will be used in Harrier aircraft trainers. Purchaser is Indra Dita SpA, a simulator manufacturer in Madrid, Spain.

La Mission Imports has opened on the second level of Salt Lake City's Trolley Square. The store features gifts and furniture from Colombia and Mexico. Grand opening is Saturday.

Express Yourself Cards and Gifts in Sandy is planning a ribbon cutting Thursday at the new store. The store is located at 10450 S. State St. in South Tower Center. It is owned by Joyce and Greg Maranto.

The System Engineering Division of Jason Associates Group, located in Draper, has been awarded a \$2.5 million contract to build 40 communications/navigation trainers for the U.S. Navy. The trainers will be located in Pensacola, Fla.

The American Veterinary Medical Association will hold its annual convention at the Salt Palace in Salt Lake City in 2000.

Walkabout Travel Gear of Salt Lake City has won two Internet awards for its online catalog and information source. The award was given by the Internet Directory.

Morris Travel of Salt Lake City has expanded a division and is calling it "Morris Meetings and Incentives." The division has developed programs for incentive groups, meetings and conferences, and executive retreats.

Clearfield Job Corps Votes to Unionize

By Judy Fahys
THE SALT LAKE TRIBUNE

Residential advisers at the Clearfield Job Corps Center have voted yes to representation by Teamsters Local 222.

Management Training Corp., Ogden, said it has no intention of challenging Friday's 57-31 decision of 126 affected workers. The National Labor Relations Board must wait seven days before certifying the vote.

"It was a pretty solid defeat," said Al Longoria, a Teamsters Local 222 organizer who helped employees file the company's anti-union push. "They [MTC management] harassed these people to make them go non-union."

Last Friday's vote is precedent-setting because MTC operates 24 other nonunion Job Corps centers around the country. Employees at those centers also could opt for union representation, Longoria said.

Federally funded, the Job Corps live-in centers provide vocational training, an academic program and social skills instruction for economically disadvantaged people ages 16-24.

MTC residential advisers comprise only a portion of the 503 employed at the Clearfield Job Corps Center.

The advisers originally began exploring union membership about a decade ago, and an organizing effort two years ago crumbled under management pressure, said Longoria.

MTC workers have complained in the past about not having enough say over management decisions and also for being threatened with firing or reassignment if they speak up about workplace problems.

"To be treated fair at work, that's what they are looking for," Longoria said.

The Teamsters, with 3,500 members in Utah, anticipate beginning negotiations next week with the company on such issues as working conditions and pay.

"The workers have spoken," said MTC spokesman Eric Dietrich. "Now we are just waiting to hear from the union in terms of negotiations or issues they want to raise."

GM Strike Is Stuck, Experts Say

Work Stoppage Cripples 26 Assembly Plants

By James Hannah
THE ASSOCIATED PRESS

DAYTON, Ohio — Marathon talks between negotiators for General Motors Corp. and striking workers at 26 brake plants that continued Tuesday without a pact suggested wide differences remained between the two sides, labor experts said.

"There's no reason for optimism," said Dale Brinkner, a labor professor at Michigan State University. "There's just reason to believe they're going to argue the thing through as far as they can. It gets gloomier by the day."

General Motors and United Auto Workers Local 696 recently have decided not to release any information about their differences as they try to negotiate an end to the strike by 2,700 workers that has entered its third week.

The strike has crippled 26 of GM's 29 assembly plants and 17 parts plants. It also has affected dozens of parts plants and independent GM suppliers. GM has been forced to furlough about 166,500 of its 250,000 hourly workers in the United States, Mexico and Canada.

An intense session resumed Tuesday afternoon after a marathon 40-hour session that began Sunday. Daylong talks were also held Saturday.

Neither GM spokesman Jim Hays nor union officials would say whether there had been any progress in recent talks.

The lengthy sessions were encouraging but were caused by "cautious optimism," said Harley Shaken, labor professor at the University of California at Berkeley.

"The fact that they are talking so long means they have something to talk about," Shaken said. "But the length of these sessions indicates there are still a lot of differences being worked out."

Brinkner, associate dean of the Michigan State's School of Labor and Industrial Relations, said the sessions may be getting longer simply because the situation has reached a crisis stage, with more

GM Strike

The strike at two General Motors Corp. brake plants has idled workers around North America. Locations and employees

As of Monday

MICHIGAN

OHIO

KANSAS

ALABAMA

CANADA

TEXAS

INDIANA

LOUISIANA

MISSOURI

NEW YORK

NEW JERSEY

PENNSYLVANIA

TENNESSEE

WISCONSIN

MEXICO

BRITAIN

FRANCE

GERMANY

ITALY

JAPAN

KOREA

SPAIN

SWITZERLAND

THAILAND

UNITED STATES

VIETNAM

YUGOSLAVIA

ZIMBABWE

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Fight Is On Over Japan Air Routes

Competition Would Cut Air Fares, Group Says

By John Keahley
THE SALT LAKE TRIBUNE

Compared with flights to Europe, routes between the United States and Japan are few in number. Only 11 U.S. cities have non-stop service to the island nation — representing fewer than 250 flights weekly.

If more U.S. airlines could penetrate Japan — America's second-largest trade partner — air fares would drop dramatically, spurring tourism and business and pumping billions of dollars into the U.S. economy.

That's the position of Access U.S.-Japan, a Washington, D.C.-based coalition of travel, business and aviation interests, all seeking more U.S. Japan routes.

The group, headed by former Virginia Gov. Gerald Baliles, brought its road show to Salt Lake City on Monday, hoping to add new members and generate support for air-treaty negotiations.

American Airlines and Salt Lake City's largest carrier, Delta Air Lines, are among the coalition's major contributors.

Baliles emphasized he is not seeking nonstop service between Salt Lake City and Tokyo, or from any other specific U.S. city. Rather, he only wants to see the air-route agreement renegotiated. The pact dates back to 1952 in an era predating transoceanic jets.

In calling for more routes, Baliles asked his luncheon audience of business, government and travel executives to consider a comparison of Los Angeles-Japan and Los Angeles-Europe flights.

Los Angeles nearly is the same distance from either London or Tokyo, he said. But it costs \$500 less to fly Los Angeles-London than it does to fly Los Angeles-Tokyo.

The reason, according to the former governor: There are twice as many flights to London.

"Increased competition on more air routes breeds lower fares," Baliles said. "It is that simple."

Of course, Delta Air Lines and other airlines are not alone in this.

■ See COALITION, B-7

GM Has Safety Net to Cushion Strike Fall

USA TODAY

General Motors seems to be preparing for a two-month strike even while it negotiates almost nonstop for an end to the United Auto Workers' union strike at Dayton, Ohio, that shut off everything but the lights at the giant automaker.

If the strike lasts that long, it would match the severity of a two-month general strike in 1970 that idled 400,000 GM workers. A long strike also means dealers run out of cars and some suppliers go out of business.

Plus, the ripple effects could put more than 1 million non-GM people out of work, according to some estimates.

But the auto giant itself

might suffer much less.

GM was flush, sitting on \$10.9 billion cash at the end of 1995. That a substantial war chest to absorb strike losses. And the part of GM that is closed by the strike — North American auto operations — accounted for only 35 percent of GM's \$6.9 billion 95 earnings.

"GM has lots of other things to cushion the blow: international operations, GMAC, Hughes, EDS subsidiaries," says Mary Anne Sudol, senior vice president at Fitch Investors Service. Fitch rates the financial status of companies, and last week reaffirmed its healthy rating of GM, strike notwithstanding.

GM plants and workers idled each day.

The strike has focused primarily on outsourcing, the practice of buying parts from outside manufacturers to reduce labor and production costs. The union sees it as a job-killer, while GM says it needs that option to remain competitive.

The latest strike casualty was the GM assembly plant in Detroit, idling about 250 workers. The plant produces the Chevrolet G/P Cutaway truck and the GMC G/P Cutaway truck.

The latest layoffs also included 200 of the 880 workers at GM's fender-replacement plant in West Mifflin, Pa.

Justice Department Joins Whistle-Blower's Lawsuit

By Ted Cilewick
THE SALT LAKE TRIBUNE

The U.S. Justice Department has joined an Orangeville, Utah, whistle-blower's lawsuit accusing two Utah coal companies of defrauding the government out of royalties from coal mined on federal land.

John Donnelly's 1994 False Claims Act suit, and the Justice Department's decision to join him, were unveiled by U.S. District Judge John Thomas Greene of Salt Lake City.

Named as defendants are General Coal Co. and Castle Valley Resources, both of Huntington, Utah. The latter is a subsidiary of Nevada Electric Investment Co. (NEICO). Also sued were NEICO president Charles Vaughn and vice president Richard Hinkley, both of Las Vegas.

Donnelly contends the defendants shortchanged the federal government by calculating monthly royalty payments on the cost of producing coal, about \$13 a ton, instead of the \$18-to-\$24 per ton price they were getting on the market.

Hinkley, who is a lawyer, assured officials of the federal government by calculating monthly royalty payments on the cost of producing coal, about \$13 a ton, instead of the \$18-to-\$24 per ton price they were getting on the market.

"perfectly legal," Donnelly's suit said. Donnelly and another employee, Andrew King, feared being fired if they did not go along with the plan.

Donnelly's lawyers, Evan and Chant Schmutz, were unavailable for comment. Nor were attorneys for the defendants available for comment.

Under the False Claims Act, individual citizens may sue on behalf of the government. If the case yields money through a jury verdict or a settlement, the individual plaintiff is entitled to a share.

The Donnelly suit levels charges of conspiracy, breach of contract and fraud for the royalty payments from 1990 until the present.

The suit seeks up to \$10 million each month of lower royalty payments and \$5 million in punitive damages.

Clinic Abruptly Locks Out Staff

THE ASSOCIATED PRESS

WEST HAVEN — Employees of an Ogden-area clinic claim they have been wrongly dismissed by a health-care management company.

Five physicians and four mid-level providers submitted a required 60-day notice to resign Friday to the Talbert Medical Group, owners of the Mount Ogden Family Medical Center. Talbert was formerly known as FHP.

They expected to complete the 60 days as a part of their contracts, said David Nemetz, one of the physicians. But as they arrived for work Monday morning, they were given letters of termination and barred from entering the building to collect personal possessions, Nemetz said.

Kathryn Adair, head of Talbert Medical Management's Utah operations, said the medical staff had resigned and the company "felt it important to get the new physicians in place."

"They said they were leaving to pursue other career opportunities," she said. "We took the prerogative to re-staff."

Personal belongings will be shipped to private residences, Adair said. "That is standard procedure," she added.

Nemetz said the medical staff had asked to work the two-month period to notify and continue caring for their patients. Instead, Nemetz said the staff suspect Talbert officials reacted negatively to the fact that they were negotiating a contract with the Ogden Clinic.

"We are saddened and quite surprised at their tactics today. We are especially concerned about our patients."

WADE SCHMIDT
Mount Ogden clinic physician

"We are saddened and quite surprised at their tactics today," said Wade Schmidt, a physician. "We are especially concerned about our patients."

Adair said doctors and nurse practitioners were at the center Monday to help patients. The company also will recruit new physicians for the medical center's more than 16,000 patients, she said.

"As far as I know, not one appointment was missed," she said.

But Ogden resident Greta Philpot, 83, said she waited three hours for her appointment.

"No one would wait on me," she said. "And then I demanded my co-payment back."

"These people don't give a damn. They don't care if anyone lives or not," she said. Schmidt is her regular doctor.

The Talbert Medical Group is an organization of about 150 medical providers in seven locations from Provo to Ogden. It assumed the administrative duties of the Mount Ogden Family Medical Center in December.