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Mt. Hood Timeshare 'come-on' ploy questioned

by MICHAEL P. JONES
Post Correspondent

Timeshare vacations at the Green Tee Motel, located on the golf course at the Red Lion Inn at Bowmans, have been called the "vacation breakthrough of the century" by developer Carl Bright.

However, the state Real Estate Division and the Better Business Bureau of Portland have raised concerns about operations and marketing techniques.

The Mt. Hood Timeshare project offers buyers up to 30 years of "trouble-free vacations," according to Bright,

not only at the Green Tee Motel, but also at 600 deluxe resorts worldwide. Buyers pay from \$2,500 to \$10,000—depending on when they want to vacation—and become members in the Mt. Hood Vacation Club.

Bright, president of the vacation club and Resort Timesharing, Inc., who is purchasing the motel from American Guaranty, said all maintenance, maid service, security, taxes and insurance is taken care of once a person becomes a member.

"Timeshare is one of the most exciting things on the market today," Bright said. "While real estate is

dead... we are doing a \$100,000-a-week business."

G. Wesley Preis, examiner for the subdivision section of the Real Estate Division, has concerns dealing with the timeshare sales and rights of members in the vacation club.

He said his office has received complaints about the project from within the state and elsewhere.

One of the problems is getting the timeshare operations filed with the state and getting its salespeople licensed.

In a letter dated Jan. 10, Loren Alexander, then executive vice president of

Resort Timesharing Inc., maintained that his company had "reported beyond any registration requirements" and should be exempt from filing with the state or paying the \$2,500 filing fee.

Preis notified Alexander Jan. 16 that timeshare did fall under the jurisdiction of the state and that documentation concerning officers of the corporations involved be made available to his office.

Preis also requested information about the yearly assessments of the club's members, closing costs and guarantees given members. He also asked for a complete list of purchasers.

Alexander left the timeshare project July 8 and requested that all concerns be handled with Bright.

Preis claims that since that time, there has been a lack of communication and that his office would issue a "desist and refrain" order to prohibit selling anymore timeshares in Oregon. That order, he said, would take effect today, Oct. 22, unless the project complies with state demands.

Bright said Tuesday, however, that

there were no problems. He said the operation met all state requirements.

Bright said his office had received nine complaints from purchasers, "but each of the nine has been satisfied." He added that one-third of the project is sold out.

"There has never been a buyer that has asked to get their money back that didn't and there never will be," Bright said. "Twenty-five hundred prospects have been induced to come up to this property. One out of every 10 buy. Only nine complaints ain't too bad."

Robert Love's office at the Better Business Bureau has also been flooded with calls and complaints regarding direct mailing sent out by the timeshare company.

He said "Prize Winnergrams," mailed by the Mt. Hood Clearinghouse of Incline Village, Nev., are misleading potential buyers.

Love said the notices inform the receiver that they have either won a 1981 Ford Escort or \$5,000 in cash, one-year's tuition at the college of their choice or a four-day, three-night ocean

there in the Bahamas.

Complaints have been filed by winners who felt they were deceived because they were not told they must pay their own transportation to Miami, Fla., to catch the cruise ship.

That cost, Love said, "excludes most of the winners from taking the cruise." He called the prize "merely an enticement for people to go and hear their sales presentation."

Bright denied anything wrong with the "winnergrams."

"People were just upset because they didn't get air fare to Miami included in the package," he said. It costs the company \$400 every time someone takes advantage of the prize.

"The week before last, \$12,000 worth of people went to the Bahamas," he said.

"They can reach into the sack and pay for their own ticket," Bright continued. "We pay for the four-day and three-night cruise. How much more should we do? All they have to do is come and listen to our pitch on timeshare."

Meeting slated for creditors of Hildebrand

Creditors of Hildebrand North America will meet Monday, Nov. 2, in Portland to discuss a plan of action against the former Sandy firm.

The company, now known as Drying Technology Inc., filed papers Sept. 18 seeking to reorganize under federal bankruptcy laws.

Under Chapter 11, the most frequently used course followed by the Sandy firm, a company obtains a federal court order that frees it from the threat of creditors' lawsuits until it can develop a plan to put its finances in order.

While the reorganization proceeds, the activities of management must be approved by the court. The ultimate reorganization plan must be accepted by a majority of the creditors.

A clerk at the U.S. Bankruptcy Court in Portland said Tuesday that the 10 largest creditors of the company will oversee the dealings to make sure everything is acceptable.

Resolution may involve various options, including a full or partial payment of debts.

According to the notice of the meeting of creditors, Feb. 2, 1982 will be the last day that claims against the company may be filed.

The firm set up shop in Sandy Industrial Park February, 1981, for production of its lumber dry kilns, wood waste burners, formaldehyde treatment chambers and microprocessor process control systems.

More than 100 people were laid off in late August, according to one former employee, prior to the court action.

Personnel who have remained at the Sandy site have not responded to questions from The Post.



Photo by Michael P. Jones

Brooking Gex of Wemme joined the thousands of others who have taken to the woods this fall for a bit of hunting. Gex was hunting near Sheer Burn Road, between Trillium and Kenzil Lakes.

Washington stops timeshare sales

by MICHAEL P. JONES
Post Correspondent

Allegations of deceptive advertising and misleading promotional tactics have prompted the Washington State Real Estate Division to stop the sale of timeshare vacation plan at the Green Tee Motel in Welches until questions concerning the corporations involved are answered and proper licensing secured.

In a "cease and desist" order dated Oct. 9, John W. Pegg Jr., chief of state land development registration, ordered Resort Timesharing Inc., of which Carl Bright of Welches is president, to stop all advertising, promotions and sales in Washington.

Also named in the order was the Mt. Hood Vacation Club, Mt. Hood Clearinghouse, Mt. Hood Timeshare Inc. and American Guaranty Financial Corporation.

The Washington Real Estate Division also issued a subpoena ordering the officers and directors of the organizations involved to appear at a hearing scheduled yesterday, Oct. 21, in Olympia, Wash.

The division requested that the individual companies provide documentation of property owners, bylaws of their corporations, a list of purchasers, marketing contracts and promotional materials.

The state also requested the disclosure of "all persons who own greater than 15 percent interest in any of the above corporations and the amount or percentage of such interests."

Pegg said there has been many problems with timesharing in Washington

and that four projects have already failed. His office is not scrutinizing such projects carefully.

Because Mt. Hood Timeshare advertises by direct mail and offers free cruises in the Bahamas for anyone who appears at the Green Tee Motel to listen to the sales pitch, Pegg said his office's concern is justified.

"We've had so many problems with timeshare clubs up here, especially with direct mailers," he said. "So, when Mt. Hood Timeshare started direct mailings in the state and people began to complain, the red lights flashed. We had to intervene to see if there was a problem."

Pegg criticized the misleading something-for-nothing approach of the mailings, claimed the program has discouraged cruises and knocked the tactics used by salespeople in the program. He said some buyers regretted their purchase, because they were not given time to think the vacation plan over. He called it a "boiler-room ap-

proach."

Bright said Tuesday that there is no problem with his personally or his projects in Washington. Rather, he said, it is the marketing firm working in that state. He said the only problem as they didn't file some papers with the real estate division.

"We're not doing anything wrong," Bright said. "It's just because of their regulations. They are just another regulatory agency we have to put up with. I assure you, we will comply."

Late Tuesday, Pegg said nothing had been resolved between the state and the timeshare project. He said subpoenas had been sent to the sheriff's office, but he didn't know if the people had been served.

"The hearing is still scheduled for the 21st (yesterday)," Pegg said. "No one has registered with my office as of this time. Timeshare, by that company, cannot be sold in this state until they get properly registered."

Hollywood star plans benefit for Sandy hospice

Mt. Hood Hospice will welcome Miss Ann Sothern to the Portland area Nov. 20-22 for a series of fund-raising benefits.

Proceeds from the three-day event will benefit the Sandy-based Mt. Hood Hospice.

Mt. Hood Hospice is a community-based, medically-directed health care service in the Sandy-Gresham area. It provides palliative and supportive care for persons with life-threatening illnesses and their families.

Emphasis is placed on pain and symptom control along with home care, psycho-social support, spiritual comfort and assistance with the family during the bereavement period. The full scope of health services is delivered by a specifically-trained inter-disciplinary team which is on call 24 hours a day, seven days a week.

Mt. Hood Hospice provides service based on need rather than the ability to pay.

Miss Sothern, a legendary Hollywood film and television star, has been everything from a Ziegfeld girl to the star of her own television series.

She will share her experience with area actors with a pair of actors' workshops at the Mt. Hood Community College Art Mall Theatre, Nov. 21 and 22. Saturday's workshop will be devoted to the Stanislavsky Method and Sunday to comedy. Admission is \$55 per day or \$100 for the weekend.

Miss Sothern's film roles include "Maisie," "Cry Havoc," "Panama Hattie," "Letter to Three Wives," "Words and Music," and the role for which she received an Oscar nomination, "Lady in a Cage."

She has received seven Emmy nominations for her two television series, "Private Secretary" and "The Ann Sothern Show." She appeared seven times on "The Lucy Show" as the Countess and was heard, but not seen, as the voice in "My Mother, the Car."

Miss Sothern will make a personal appearance at a tea in her honor Nov. 20 at the Portland downtown Meier & Frank Georgian Room from 2:30 to 5 p.m.

Saturday evening, Nov. 21, a Gala Evening with Miss Ann Sothern will be held in the Mayfair Ballroom of the Benson Hotel in Portland. The evening



Miss Ann Sothern

will include an Ann Sothern film retrospective, 1940s dance band, Jim Bosley will again serve as master of ceremonies. The festivities begin at 8 p.m.

Tickets are \$18.50 or \$35 per couple, including canapés, music and dancing.

Tickets for all events are appearances are available at Meier & Frank downtown, Stevens & Son, and Mt. Hood Hospice in Heritage Square, 668-9000.

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County studies motel proposal at Welches site

A Lake Oswego architectural firm will seek a zone change for property in the Welches area next Thursday, Oct. 29, to allow construction of a motel and restaurant.

Olson-Argo Architects will appear before the Clackamas County hearings officer at 9 a.m. at the Department of Environmental Services office, 902 Abernethy Road, Oregon City, to begin steps to change the zone from planned commercial to rural tourist commercial.

The project would include a 100-unit motel, parking for recreational vehicles, 16 units of townhouses and the restaurant.

The site is on the south side of Highway 26, approximately 450 feet east of Welches Road. It is owned by Bucher Norman Construction of Portland.

Also on Thursday morning's agenda, a conditional use application, filed by Paul Sanders who wishes to build a hydroelectric project, will be considered by the county hearings officer. That hearing is scheduled for 10:30 a.m.

Sanders proposes to build a hydroelectric project utilizing a 12-inch intake line to divert water from an existing pond, a settling tank, a 12-inch penstock line to move the water 950 feet horizontally and 300 feet vertically, and a pelton wheel turbine and alternator to be housed in a 12- by 16-foot concrete block structure.

The project would be located on Minikahda Creek, approximately 1,000 feet northwest of Lolo Pass Road, as measured from a point approximately one-half mile northeast of the intersection of Lolo Pass and East Barlow Trail roads in the Zigzag area.

City, postal service search for site

by DAN DILLON

The U.S. Postal Service intends to honor the city of Sandy's request and relocate within the boundaries laid out by the city.

In a letter, dated Oct. 16, Portland Postmaster B.W. Luscher Jr. said the post office plans to relocate between Langensand Road and University Avenue on either Pioneer or Proctor Boulevard.

Monday night, the Sandy City Council formed a committee to work with the postal service on finding a suitable site.

According to Luscher, the postal service plans to construct a facility that would be approximately 5,000 square feet, situated on a site of some 32,000 square feet. The new facility would house up to 22 employees and would provide delivery service and full retail and lockbox service.

To accommodate these functions, Luscher continued, the facility would be designed to provide 17 parking spaces of off-street parking for customers, in addition to adequate parking for employees and postal vehicles.

"I know there are sites that would be available to the post office that meet the criteria of the city and would meet the criteria of the post office," City Manager Roger Jordan said Tuesday. "Now they (the post office) have to go shake through them."

The city earlier sent the postal service a list of criteria it hopes will be considered in the relocation process. That list included concerns such as proximity to the business district, traffic flow, traffic access and parking adequacy.

"The city wants to talk not about the

site," Jordan said, "but, 'if you relocate, how are you going to meet these things?'"

And if the postal service bows its neck?

"We're in hopes that that doesn't happen," Jordan said.

The city's committee to meet with postal authorities is made up of Councilmen Don Blair, Jim Duff and Calvin Jones, Mayor Ruth Loundree and Jordan.

In other action, the council appointed George Morgan, chairman of the Sandy Economic Development Committee and Jordan to serve on the Small Cities Economic Development Project with Estacada, Molalla, Clackamas County and the Port of Portland.

The project is attempting to entice new industries to smaller Clackamas County communities.

Childfind identifies handicapped kids

by DAN DILLON

Children with handicapping conditions need to be identified at an early age so they can begin receiving help. The longer they wait, the harder it is for authorities to work with and offset their conditions so they can lead a life as close to their classmates as possible.

To help identify children with such conditions, area school districts are now engaged in Operation Childfind.

The program, mandated by federal legislation, helps schools identify children with handicapping conditions from birth and lend assistance by beginning early treatment. Persons in

the Cottrell, Bull Run, Boring, Welches, Sandy Elementary or Sandy Union High School districts who know of children with handicapping conditions are asked to contact local school officials, so assistance may be given.

According to Ralph Branson, director of special education in the Sandy Elementary School District, the signs can be spotted early.

"A handicapped child is generally a child who's development and behavior seem to be lagging behind what you would consider normal for his age," Branson said.

Examples include a 4- to 5-year-old who is not talking, a 2- to 3-year-old who

isn't toilet-trained or an infant who doesn't track sounds.

The law mandates that each child is entitled to a free, appropriate education, as close to normal as their handicap will allow.

Area districts have established programs internally, as well as with the Clackamas County Educational Service District (ESD), Portland Public Schools and Western Oregon State College (WOSC) to identify handicapping conditions and work to help children overcome them in their educational goals.

(Continued on page 2, section I.)