Business

Finance

PAGE A7

Commodities Up On **Weather Worry**

Weather worries boosted prices in coffee, grain and petroleum markets on Monday. At the New York Mercantile Exchange, oil prices rose on worries that Hurricane Bertha would damage refineries as it roared through the Caribbean. At the Chicago Board of Trade, grain prices closed mostly higher after hot weather and little rain in the Corn Belt over the weekend sparked worries about yields this autumn.

Wage Hike Debates

The Senate opened debate Monday on a bill to increase the minimum wage 90 cents an hour, from the current \$4.25 to \$5.15. President Clinton has promised to veto the measure if it includes a Republican amendment that would exempt businesses earning less than \$500,000 annually from giving their employees a raise. Senate Republican leaders say the hike would be a "job killer" for small business. Democrats say what Republicans really want to kill is the minimum wage increase.

Job Cuts Up In 1996

1996 is shaping up to be one of the worst years of job losses in the United States this decade. A new study finds that companies announced 270,513 job cuts in the first half of the year. The study by SW Fourth Avenue in downtown Portthe outplacement firm Challenger, jand. By 1997, the business center will Gray & Christmas says that's up provide 24-hour services for Pacific from 211,711 in the first half of Power customers and will employ 1995 and 6 percent higher than the about 150 people. 254,878 announced in the first half thousands of jobs earlier in the PacifiCorp. 1990s are hiring again.

Comperator Gets New President

Comperator Systems Corp. which is facing a lawsuit and investigations by the Securities and Exchange Commission for alleged fraud, has named a new president to serve until the next stockholders meeting. Armond Schroeder will succeed Richard Floegel, who resigned as president and director on June 28.

Chrysler Extends Incentives

Chrysler Corp. extended its sales incentives on select 1996 models that were set to expire Monday until Oct. 7. It also increased its cash rebate for the Dodge Dakota pickup truck to \$1,500 from \$1,000 in all states except California and Hawaii, where it already is \$2,000 for a regular cab and \$1,000 for a club cab model. Chrysler also delayed the release of its secondquarter results from Thursday until Friday because of a board meeting scheduled for Thursday. Analysts estimate that Chrysler will report earnings of about \$1.1 billion, or about \$2.75 a share.

British Airways Talk To Union

British Airways said Monday it will hold talks within 24 hours with its main pilots' union in an attempt to avert a potentially crippling open-ended strike next week. The union called the strike for July 16 in an attempt to force the airline to improve its pay offer to pilots, particularly those based at Gatwick, London's second airport. BA announced the plans for the talks after the Pilots' Association wrote to the airline suggesting negotiations to stop what would be BA's first pilots' strike since 1977. The union's General Secretary says he would be making some suggestions on ending the dispute.

New Northwest Insurance Distribution Organization

Hurely, Atkins & Stewart joins hands with Campbell Galt & Newslands/USI Corporation.

The Pacific Northwest gains a major a new insurance distribution organization with the merger announced today by two leading insurance brokerage firms in Portland and

Seattle-based Hurley, Atkins & Stewart, Inc. is joining with Portland-based Campbell Galt & Newslands, Inc, a member of USI Insurance Services Corp., creating one of the most significant insurance and insurance-related financial services firms in the Northwest. Terms of the transaction were not disclosed.

According to Andrew F. Whittaker, Chief Executive Officer of CGN, and Ronald R. Hartz, President of HAS, the merger will substantially expand both firms' presence in the Pacific Northwest by allowing them to deliver new products and services to clients through facilities available through the nationwide USI network

HAS is a highly respected and prominent retail insurance agency and risk management firm formed in 1952. For years the firm has been an industry leader specializing in construction and professional liability.

One of Oregon's leading insurance and risk management firms, CGN serves a broad range of commercial, industrial and individual clients with comprehensive property, casualty, surety, health, life and risk management services.

"Building this new relationship with CGN allows us to expand our access to the insurance marketplace and its many specialty programs," said HAS Chairman Ronald Hartz. "We are also delighted to be playing a key role in the nationwide expansion of USI in the Pacific Northwest. This partnership is a wonderful opportunity for the future of our firm".

"We look forward to blending our mutual expertise to extend services throughout the Pacific Northwest." said Andrew F. Whittaker, Chief Executive Officer of CGN. "We share the same ambitions and anticipate being an even more dominate force in the marketplace following our merger.

The USI affiliation positions HAS to deliver a wider spectrum of insurance, risk management, benefits and financial services to its clients through broader programs and greater market access.

tle and Everett as well as its individual identity, staff and entrepreneurial "We are delighted to bring Hurley,

Atkins & Stewart into the USI family

more ways to pay bills, including elec-

tronic transfers and credit card pay-

PacifiCorp is leasing 40,000 square

feet in the Fourth Avenue building

from Gerding Edlen Development

Company. PacifiCorp will make ex-

tensive renovations to the facility, in-

cluding installing ergonomic work sta-

tions, state-of-the-art computer and

telephone systems, a resource library,

and other employee tools and features

designed to enhance customer service.

dates inside the company and exter-

nally. The positions include customer

service associates, customer service

coaches, trainers, quality assurance

TeleServices, Inc. to co-manage the

PacifiCorp has selected APAC

specialists and other jobs.

PacifiCorp is recruiting job candi-

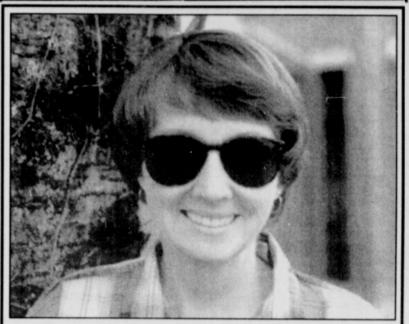
HAS will retain its offices in Seat-

as we further extend our commitment to serving the Northwest, "said Bernard H. Mizel, Chairman and Chief Executive Officer of San Francisco-based USI

We seek our partners thoughtfully and evaluate them carefully for integrity strong financial management, solid market presence, quality relationships with clients, carriers and employees, and a shared vision of the future, "Mizel added. "Evidence of this is the industry leadership of principals in this affiliation--Andy Whittaker is president of the Independent Insurance Agents Association of Oregon and HAS Executive Vice President Ronald Getchell is President of the Independent Insurance Agents Association of Washington.

The fastest growing insurance and insurance-related financial services firm in the country, USI was formed in 1994 with plans to become one the nation's leading forms and already ranks as the 12th largest insurance brokerage in the U.S. according to industry sources. With the merger of CGN and HAS, USI's revenues now top \$100 million.

USI is sponsored by Saratoga Partners, an investment fund managed by Dillon, Read & Company, a nationally prominent investment banking firms, and several institutional in-



Good Customer Relations: Barbara Payone is the 1996 J.C. Penney Golden Rule Award Winner.

Port Receives FAA National Award

The Port of Portland has been recognized by the Federal Aviation Administration (FAA) for significant accomplishments in providing disadvantaged business enterprise (DBE) opportunities at Portland International Airport (PDX).

The award was presented at the level of DBE participation in its food and beverage and retail concessions program; its DBE mentoring program, which was begun by Stempel, and the direct services it provides to small, disadvantaged firms to ensure that the managerial and administrative skills of those firms increase along with their ability to handle progressively larger projects.

The Port more than tripled DBE-operated food, beverage and retail sales at PDX by revamping its concessions management, amounting to nearly \$9 million in DBE gross revenues the first year of operation.

The FAA also recognized Dallas/ Fort Worth and Minneapolis/St. Paul airports for their DBE efforts.

PacifiCorp

PacifiCorp has selected Portland as The business center is an integral the site of its first new business center, part of PacifiCorp's strategy to expand which will open in September at 1900 customer service options. In addition to opening the business center, PacifiCorp is expanding payment options at convenient locations and with extended hours, and it soon will offer

"We choose Portland because it has of 1993, which was the biggest an excellent labor pool, and it has the job-loss year of the decade. But infrastructure for the most advanced the study also had some good news technologies that will allow us to betfor American workers: some of the ter serve our customers," said Shelley companies that cut hundreds of Faigle, Senior Vice President of

PacifiCorp, which serves 1.3 million customers in seven western states, plans to open a second business center employing 80-120 people in another city in 1997. The city has not yet been determined.

"We are looking forward to the day when customers can choose their electricity supplier, and we intend to be their utility of choice," said Faigle. 'To do that, we need to be accessible to our customers 24 hours per day, and we need to meet all our customers' needs with just one phone call."

Illinois, APAC manages business centers for United Parcel Service, Westem Union, Compaq and a number of

other companies. In creating its business center, PaicfiCorp studied 15 centers around the country and formed two task forces of experienced customer service employees. They made extensive recommendations on how the center should

operate to improve customer service. "We found that to deliver superior customer service, you need a skilled work force where people are cross trained, highly motivated and team oriented, and you need to offer flexi-

Selects Portland For New Business Center

bility and a positive work environment to employees," said Faigle. Employees will receive five weeks' training and will have con-

tinuing opportunities to upgrade their

PacifiCorp plans to transfer or hire about 140 customers service associates who help customers on a variety of issues, including billing, credit and collection, power outages, energy efficiency, and new services. The company also will hire or transfer about eight coaches.

business center. Based in Deerfield, Companies Doing Business On The Internet

(NAPS)-Information technology and electronic communications have become a daily part of many American companies of all sizes and industries.

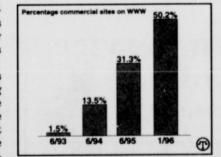
The investment community has been in the forefront of conducting business in this fashion for quite some time already. Now, some adaptive investment management companies are using this new wave of information technology to benefit interested investors and clients.

According to a recent survey conducted by The Danforth Associates, Inc., 70 percent of respondents who have a computer subscribe to a service that allows them access to the Internet. It is because of this trend, the company offers a World Wide Web site with updated information and links to investment resources for people wishing to invest their money in common stocks. Danforth also hopes to offer individual client portfolios online sometime in the near future.

For what may be the first time in business history, an abundance of information is available to the layperson, not just "computer gurus."

For example, savvy investment advisors have been able to buy shares of stock, track industry and stock trends, access daily quotes, retrieve reports on mutual funds, subscribe to online services and consult other brokers about choosing stocks. Now, just about anyone with a computer and a modem can access the same information.

One issue many users have is regarding security and confidentiality on the 'Net.



A growing number of businesses are using the Internet to collect data, market their products and provide valuable information and services to online users.

"Many people have concerns about security on the Internet," explains Stuart G. Danforth, Treasurer of The Danforth Associates, Inc. "But with growing technological advancements in this area, it is a certainty that these issues will not exist for long.

With revolutionary internet security being introduced from the experts at MasterCard and Visawho have been working jointly to develop technical industry standards that will become Secure Electronic Transactions (SET)many concerned users will have their fears put to rest and begin conducting personal business on the Internet freely. It is expected that SET will become available before the year's end.

You can visit the Danforth web site at http://www.da-online.com or e-mail for more information at Info@da-online.com or call 800-

"LAST WEEK, WE WALKED INTO U.S. BANK AND LEFT WITH 2 BEDROOMS AND A BATH."



Owning a home is something you should be able to do. Even if you don't make a million dollars, drive a fancy car, or have more credit than Donald Trump.

That's why we've designed HomePartners" loans. They help more people become home owners because qualifying is easier. And there aren't a lot of hassles, either. So before you write another rent check, apply for a HomePartners loan with U.S. Bank. Just call our Community Lending Specialists at 503-731-1885 or stop by your neighborhood branch. As always, we'll leave the welcome mat out for you.

HOME LOANS FROM U.S. BANK



Without you, there's no us.

C1996 U.S. Bank. Home loans are made by a mortgage lending affiliate of U.S. Bank

