

Portland Brewing cuts it's losses

Portland Brewing reported a loss of \$229,000 (or 11 cents per share) for the three months ended March 31, 1997, a marked improvement from a loss of \$405,000 (or 20 cent per share) recorded for the three months ended December 31, 1996.

The company's results for the month of March noted the highest shipments since September 1996 and the first monthly profit since August 1996.

Net sales revenues for the quarter declined 9% from \$2.9 million to \$2.7 million when compared to the quarter ended March 31, 1996. Profits of \$23,000 (or 1 cent per share) were reported for the quarter ended March 31, 1996. Operating income

prior to depreciation and amortization expenses was \$142,000 for the quarter ended March 31, 1997; compared to a loss of \$164,000 for the quarter ended December 31, 1996; and income of \$270,000 for the quarter ended March 31, 1996.

Portland Brewing managed a series of cost-cutting steps to address profitability in the fourth quarter 1996, significantly reducing break-even shipments.

Operating expenses fell 18% in the first quarter compared to the same quarter in 1996. The company has taken the following steps to address long-term profitability:

- * Introduced two new products—the Limited Seasonal and the well-

received Zig Zag River Lager in both draft and packaged.

- * Increased its sales presence in California by adding four new direct sales employees in the market.

- * Expanded its presence in the Midwest, shipping all products from the Portland brewery.

- * Embarked on some Pacific Rim export opportunities and is currently shipping three products to Japan.

- * Completed its second expansion phase at the main brewery and now has full ale capacity of 135,000 barrels, and no immediate requirements for further expansion.

In 1996, Portland Brewing was one of the few breweries to increase both draft and packaged sales in Oregon. Leading the way was its flagship brand MacTarnahan's Amber Ale with a 38% increase. Mac's is still increasing in 1997, despite a very competitive marketplace.

Both restaurants, the Flanders Brewpub & Eatery and the BrewHouse Taproom & Grill are very effective and unique marketing tools since they also contribute positively to the bottom line.

Tony Adams, President and CEO reported, "All in all I am pleased with the changes and the progress that we have made. We have a first class group of employees throughout the whole organization. As it should be, increasing stockholder value is our primary focus."

Group health members approve Kaiser

With an 80% vote of approval, Group Health Cooperative voting members have endorsed a proposal to affiliate with Kaiser Permanente.

As a result, a new, nonprofit organization called Kaiser/Group Health will be formed to oversee many administrative functions of Group Health Cooperative, Group Health Northwest, and Kaiser Permanente in the Northwest. These organizations, which together serve more than one million people, will make up a new, expanded Northwest Division of Kaiser Permanente.

The three component organizations will retain their names, assets, and operations. Patients will continue to see their doctors in the same locations. Group Health will retain its consumer governance structure.

The new arrangement (pending the necessary regulatory reviews) will enable the health care organizations to work more effectively with national and regional groups, to benefit from integrated administrative and management functions, and to preserve nonprofit care in the region's highly competitive health care market.

"This is a very powerful combination of high quality, integrated health care systems," said Robert O'Brien, office head of Foster Higgins/William M. Mercer, a leading human resources and health care consulting firm. "Together Kaiser Permanente and Group Health will challenge the marketplace to match their level of care and service."

Changes will benefit members of

all three organizations. Beginning this summer, Kaiser Permanente and Group Health members will be able to get routine and urgent care at each other's facilities across the United States when traveling or temporarily living away from home. Members will also benefit by the sharing of research, technology, and clinical practices.

"For 50 years, Group Health and Kaiser Permanente have set the standard for care in this country," said Group Health's Chair Jeanne Large. "We, the consumers of Group Health Cooperative, have voted to support this affiliation. These two facts give me hope and confidence for the next 50 years." In a record turnout for a Group Health ballot, the actual vote numbers were 10,813.5 in favor of the affiliation and 2,701.5 against.

Leaders announced Group Health Cooperative President & Chief Executive Officer Phil Nudelman will be president and chair of Kaiser/Group Health. Mike Katcher, current president of Kaiser Foundation Health Plan of the Northwest will be the organization's chief operating officer.

"Phil Nudelman and Mike Katcher are national health care leaders, visionaries, and accomplished executives," said David Lawrence, MD, chairman & CEO of Kaiser Foundation Health Plan, Inc. (KFHP) and Kaiser Foundation Hospitals (KFH). "Together, they will direct the premier health care organization in the region."

"This partnership is a bold step to ensure the success of nonprofit, con-

sumer-focused care in the Northwest," said Nudelman. "It's a move I believe is a winner for anyone interested in high quality health care, and I am excited to be part of this effort."

"This affiliation combines our region's best health care organizations," said Katcher. "Together, we will have an even greater ability to provide quality, patient-certified health care and to forge ahead in innovation and research."

Kaiser/Group Health will be governed by an 11-member board made up of: Phil Nudelman, chair; Mike Katcher; Richard Barnaby, president & COO, KFHP & KFH; Ron Bell, Group Health Cooperative trustee; Aubrey Davis, Group Health Cooperative trustee; Mark Johnson, Group Health cooperative trustee; David Lawrence, MD; Susan Porth, senior vice-president & CFO, KFHP & KFH; Bill Saraceno, Group Health Northwest board chair; Debbie Ward, Group Health Cooperative trustee; and James Williams, senior vice-president of Strategic Development & Human Resources, KFHP & KFH.

Kaiser/Group Health is a Washington corporation; administrative functions will be managed in Portland, Seattle, and Spokane. There will be a local leader in the Puget Sound area for Group Health Cooperative, in eastern Washington for Group Health Northwest and in Portland for Kaiser Permanente. Northwest. Nudelman and Katcher announced that they expect to name people to these positions and other divisional leadership roles in mid May.

The Group Health medical staff is currently in the process of forming Group Health Permanente, a professional corporation that would contract exclusively with Group Health to oversee and provide medical services. Group Health Permanente would be affiliated with the other Permanente medical groups that are part of Kaiser Permanente. Group Health Northwest and Northwest Permanente plan to form a joint organization that would allow them to work as partners at all levels of the new organization in the Northwest.

The affiliation will have some effect on jobs, but it is too early to know how many or where these changes could occur.

Serving more than 670,000 people across Washington state and north Idaho, nonprofit Group Health Cooperative is the nation's largest consumer-governed health care organization.

55 Opened in 1947, the Cooperative is a leader in preventive care, clinical research, and community service. Group Health Northwest is the Cooperative's affiliate which operates in central and eastern Washington and Idaho.

Founded in 1945, Kaiser Permanente is a nonprofit, group practice prepayment organization with headquarters in Oakland, California. Kaiser Permanente serves the health care needs of 8 million members in 18 states and the District of Columbia. In the Northwest, more than 410,000 people choose Kaiser Permanente for their health care.

NTSB asked to check Air Force crash

Oregon's two U.S. Senators want the civilian National Transportation Safety Board to review the Air Force's investigation into the plane crash that killed 10 Portland-based reservists.

Sens. Ron Wyden and Gordon Smith requested the unusual inquiry in a letter this week to NTSB chairman Jim Hall.

The widows of five reservists killed in the Nov. 22 crash asked the senators for assistance after the Air Force investigation failed to determine why the HC-130 aircraft crashed.

"The tragedy, and the uncertainty surrounding the actual cause of the crash, have caused great pain and suffering for the families of the crew members," Wyden and Smith wrote.

Gayle Schott, whose husband was killed in the crash, said she and other relatives of those who died had talked for 1 1/2 hours with Wyden and members of his staff last Thursday night.

"I think it's wonderful," Mrs. Schott said. "This is exactly what we asked for and I'm extremely grateful to see that Sen. Wyden is committed to following this through."

She said it is important for an agency outside the military to review the investigation. She also said she was grateful that Smith had joined in the request, making it a bipartisan issue.

Mrs. Schott said she was "somewhat hopeful" that the Air Force and NTSB would go along with the sena-

tor's request.

"I think if there's nothing to hide, they will go forward," she said. Betty Scott, spokeswoman for the NTSB in Washington, D.C., said her agency had yet to receive the letter and therefore could not comment on whether the agency would agree to the review.

Wyden and Smith asked that the NTSB analyze both the adequacy of the Air Force investigation and the accuracy of its conclusion. They asked

the board to submit its findings by Aug. 15.

After a five-month investigation, the Air Force found that fuel stopped flowing to all four of the HC-130's engines simultaneously, but did not determine why. The plane, a cargo aircraft refitted for search and rescue work, crashed in 5,180 feet of water, and only a small portion of the wreckage could be recovered.

Only one of the 11 crew members survived.

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Public Information Representative 1 (Information Technology Service Group Technical Writer)

Put your technical writing and editing skills to work with the Oregon Department of Transportation in Salem. You will prepare communications plans, compile, write, edit, design, illustrate and produce publications. Requires three years of experience preparing and presenting information to the public, and public relations. A Bachelor's degree in Journalism or Communications may substitute for up to two years' experience. Salary \$2,060 to \$2,732 monthly plus excellent benefits. Completed application materials must be received by May 30, 1997. Announcement #OC07170. Call (503) 986-4030 (TTY 503-986-3854) to request application packet.

For other ODOT opportunities call our Recruitment JOBLINE at (503) 986-3847.

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OREGON HEALTH DIVISION

Principal Executive/Manager E (Child and Adolescent Health Section Manager)

The Oregon State Health Division Center for Child and Family Health is recruiting a public health professional to manage it's Child and Adolescent Health Programs. She or he must have proven skills in managing a large staff with multiple public health programs. Five years of public health leadership experience is required. Medical doctors who have management experience are encouraged to apply. Monthly salary range: \$3,365 to \$4,742. Job announcement # LE970299. Deadline for applying is May 30, 1997. Minorities and women are urged to apply. **Contact the Oregon Health Division's Personnel Office at (503) 731-4005 for an employment packet.**

These are just some of the current openings available with the State of Oregon. For additional information, a copy of the State of Oregon Application Form and more complete announcement listings, call the State Jobline (Oregonian Inside Line) (503) 225-5555 #7777, TTY (503) 378-4672, visit your local Employment Department, or log onto our web site at <http://www.dashr.state.or.us/jobs/>. The State of Oregon and all its divisions are proud to be equal opportunity employers.

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