Area decision makers optimistic: It's a good idea...but will Inland Empire concerns be heard?

Lately, the six Japanese students put away their worn textbooks and gingerly bowed to their instructor before filing out to the tarmac in front of a jet-black Hughes 300 helicopter. It was a quiet March afternoon and the air was wet after a rain shower. In the distance you could hear cars driving by on Baseline Road.

The City of Rialto, located west of San Bernardino, has a population of 70,434. Bordered by rolling mountains and flat sheep-grazing pasture, one would be surprised to discover that virtually every day eager young students from Japan make a statedown investment: five months and $40,000 dollars worth of flight training at the Rialto airport.

The California American Research Information (CARI) Institute, located on the airport, was founded in 1978 and is headed by President and Chief Pilot, Kazuyuki Komorida. The school, located one mile west of Riverside Avenue on Baseline Road, leases a 12,000 square foot hangar and two modular structures on the 400 acre airport.

Why Rialto? Many ask.

"Japan has no aviation training facilities and their flight lanes are too full to accommodate student pilots," says Anna Murphy, a spokesperson for the city. "It is very expensive for anyone to fly even small aircraft in Japan. CARI Aviation found the economic climate ideal here. The lease package was attractive and housing costs for the students were low. Although we do have restricted airspace, it is more economical and students receive more freedom than trainee pilots from other countries."

Originally, CARI Aviation was based in Corona but later relocated to Rialto for reasonable rates and expanded operations. The impact, and to some degree the challenge has been increased air traffic. "In one and one-half years the airport has increased in operations what would have normally taken five to 10 years to accomplish," says Murphy.

Please see "CARI" Page 3

It was pouring rain and the sky was the same color as the ground—grey.

The executive stood up and loosened his tie. His dress shirt was soaked with sweat. He felt a stubble of beard.

He didn't feel like much of a banker, and yet he had saved the company-fo what it was before.

The new Federal rules had changed everything—the margin requirements, the documentation for loans.

The bank hadn't been ready. Oh yes, during the good old days—the Reagan

A Crisis of Sorts

Great American Bank Sells Calif. Offices

Years--it had been easy to cover, because things always got better. Housing starts. New car loans. You name it, you were doing better this week than last week.

But then the cow pucky hit the proverbial fan, and the regulators were closing in–like hired hit men sent in by cattle ranchers to wipe out the sheep ranchers.

The tired executive had opted for a merger to save the bank. It had been bloody. Damned bloody. The field of battle was littered with casualties. ("I'd rather be trying to take Baghdad," he joked to a colleague.) But they were still afloat.

What sounds like a clip from a best selling mystery novel is now more real than ever.

Today's bankers are a worrisome bunch in light of new Federal regulatory reserve requirements.

Only recently, Great American Bank, with offices in Riverside, Temecula and Murrieta, was forced to sell its California branches to Wells Fargo.

"We will continue to exist after the sale of the California branches,"
This Month in the Inland Empire Business Journal

Arlington's $3 million deal

Great American Insurance Group plans to divest itself of its California branches.

Birthecker's new facility

A new facility is under construction in Corona, bringing new jobs to the area.

The single best predictor

The single best predictor of growth is previous decline, and the single best predictor of death and failure is stability.

Journals' annual report


This Month in the Inland Empire Business Journal

April 1991

Page 2 - INLAND EMPIRE BUSINESS JOURNAL

April 1991

INLAND EMPIRE BUSINESS JOURNAL - PAGE 3

Great American Insurance Group plans to divest itself of its California branches.

Birthecker's new facility

A new facility is under construction in Corona, bringing new jobs to the area.

The single best predictor of growth is previous decline, and the single best predictor of death and failure is stability.

Journals' annual report

Empire area could be a much better the Science Space over transportation, technology, energy issues. Owens' area University ber Buder, the real power of Riverside and San Bernardino both commerce, a O'Connor members. Butler, Country Riverside and San California Department the electric cars. I efforts, to Riverside, the the Oub, Palm Riverside, of Los freeways, eight information sharing, a full-scale Western Region of the research center might like that. Sam. Butler: 'Just get our hopes up and until we see something on the ground.' An artist's conception of what an overall view might look like. The reason why Sacramento was chosen is probably due to the fact that there are already an array of State Transportation labs located there. I think this due in the future, everyone will benefit—different counties can always plug into this thing.' According to Senator Leonard, if Inland Empire concerns are to be heard, area, lobbyists and decision makers will have to be a lot more 'noisy' to beat the log from Los Angeles. "Don't bribe or wait to be asked for a contribution," says Leonard. 'I carried a very important bill regarding the proposed Football Freeway a few years ago but it died because the State Transportation Committee couldn't agree on how to spending some of the money."

According to Schmid, the legislature, says Jack Rady, "the General Motors providing have already received letters from six other major car manufacturers that want to move in this thing." According to Rady, there are several emission device organizations which have expressed interest in the project. Rady was open minded to the fact that Inland Empire concerns will need attention. "The Sacramento area is not isolated in the sense that it will not serve all of Southern California or all of the" Western Region for which the research center might like that. The reason why Sacramento was chosen is probably due to the fact that there are already an array of State Transportation labs located there. I think this due in the future, everyone will benefit—different counties can always plug into this thing.' According to Senator Leonard, if Inland Empire concerns are to be heard, area, lobbyists and decision makers will have to be a lot more 'noisy' to beat the log from Los Angeles. "Don't bribe or wait to be asked for a contribution," says Leonard. 'I carried a very important bill regarding the proposed Football Freeway a few years ago but it died because the State Transportation Committee couldn't agree on how to spending some of the money."

On Tuesday, March 19, the Riverside City Council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center on April 1, according to a city official. During the discussion, council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."

The council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center on April 1, according to a city official. During the discussion, council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."

On Tuesday, March 19, the Riverside City Council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center. The city council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."

The council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center on April 1, according to a city official. During the discussion, council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."

The city council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center on April 1, according to a city official. During the discussion, council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."

The city council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center on April 1, according to a city official. During the discussion, council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."

The city council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center on April 1, according to a city official. During the discussion, council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."

The city council voted unanimously to enter into a contract with Renew Real Properties Inc. to operate and manage the airport. The council had approved a new hotel and convention center on April 1, according to a city official. During the discussion, council member Joe Valeski, who chairs the city's airport commission, said that he was "very happy" with the decision. "The entire project will take six years to complete," Valeski said. "It's just part of the city's economic development strategy."
Lorri Aguirre of, San Bernardino, has been elected president of the Association of Bridal Consultants. Aguirre operates Unique Brides, 2925 S. Sepulveda, San Bernardino, offering services to brides in the Inland Empire. She is a full service designer exclusively dedicated to serving wedding professionals worldwide.

Chapin Medial Company

A fire broke out during the night at a neighboring apartment complex and 15 victims with life-threatening burns have been brought to the hospital — the facility available. The hospital does not have the blood products on hand to provide adequate care for all of these patients, and more victims may be on the way. Within minutes, the necessary supplies have been loaded on to Chapin Medical's helicopter. They will reach the hospital in less than 20 minutes.

The call comes in to Chapin Medical Company at 2:00 a.m. from a community hospital more than 40 miles away. With a sense of urgency added to the situation, she has reached her professional network and contacted several hospitals in the area. The hospital's emergency room is overcrowded, and there is a need for blood products. She quickly gathers information and makes the necessary arrangements.

Chapin Medical Company is a full-service medical company located in Ontario, California. The company is known for its quick response time and ability to provide life-saving medical products when needed. They are dedicated to helping hospitals and medical centers in the Inland Empire area.

The company offers a wide range of medical products, including blood and blood products, immunoglobulins, and other pharmaceuticals. They are committed to providing quality products and excellent customer service.

In this case, Chapin Medical Company was able to quickly gather information and make arrangements to provide the necessary blood products to the hospital. This is just one example of how they are always ready to help whenever there is a need.

The company's commitment to providing quality products and excellent customer service has earned them a reputation as a trusted partner to hospitals and medical centers in the Inland Empire area. They are always ready to respond to any emergency situation and ensure that patients receive the care they need.


The Water Biz

From Famine to Feast, All in One Week

The Washington State Anneciation Campaign

AWAC's $50,000 Campaign in 1991

The Metropolitan Water District's new desalination plant in Santa Catalina Island.

Columbia River, which flows 350,000 gallons of potable water per second into the Pacific Ocean. "All the water in the state of Washington is used only about one percent of the water," says Schwarzkopf. "We intend to let them know that one percent plus another one percent for growth. We'll pipe it down percent down to San Francisco.

The Kyoto Offensive

The general hinted only at a general tactical for the coming offensive. "We'll use the Ensign Airbase to create a diversion on the east side of the state. We'll hope to distract enough reserves and National Guard so that we can capture the riverhead and start to build our pumping station."

The general expects only token resistance. "They have to remember that I'm a four-star and ovate every senator in the state. They have to realize this.

The state of Washington will be designated a county of California. All military care will be required in CHP, inmates. Oregons will be given an ultimatum: quick, or to move along with the Californiaization of the West Coast or be occupied once Washington is second."

We told Washington the way it was," says the general, "but hell's bells, I sure as all that's going to waste will be criminal."

The Metropolitan Water District is scheduled to receive 160,000 acre-feet of water in 1991. An "acre-foot" is 325,851 gallons. This is only 10 percent of its request from the Water Project. In January and February, approxiately 136,000 acre-feet was left, and 193,000 left.

The Metropolitan Water District also receives water from the Colorado River, and this year it will be allowed to pump at full capacity, for a total of 1.3 million acre-feet from the source.

Just how much water each water district gets isn't computed on the rainfall for the month before, but according to the Metropolitan Water District's allocation for the month of June and July, it is expected to receive 90% of the amount of fresh water in the coming year.

The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial.

The problem is that there is not enough money to help alleviate the growing shortage.

The March rains may have changed things for the better, but until they start, the state has no storage water left in San Luis reservoir. Both reservoirs have been "drawn down" on water supplies to cover things like pre-ordered delivery, delta outflow, fish requirements, etc. Normally, they would be replenished by snow and rain, but the snow only fell on the south end of the Delta.

In the Orovile reservoir, they kept more water than they had in 1991 in anticipation of the drought. Why can't the water be 1990 in 1991? It doesn't work that way--the demands will be met. From people who have contracts for delivery of fish and wildlife for Delta outflow, that's what they want from 1990.

Thus, the March rains came.

The impact of the water shortage won't be felt, the Metropolitan Water District spokesperson, Alan Jones, says. "The effects will depend on whether the rain falls through the winter, or in the case of the Columbia River, which flows 350,000 gallons of water per second into the Pacific Ocean."

The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial. The ripple effect on the economy is expected to be beneficial.

The Metropolitan Water District's new desalination plant in Santa Catalina Island.

To the Kitchen...For a Glass of Fresh Seawater

Experts say it's only a matter of time before Los Angeles and other major cities in Southern California also turn to desalination. "We're convinced that the desalination process will play a role in the water scene of the future," said Ralph Swett, senior vice president of Pasadenabased James M. Wicks and Associates, Inc., which is introducing a major U.S. patent in the desalination process to anticipate the growing demand.

New, California's long-running drought, combined with the contamination of ground water wells and tightening environmental regulations, is forcing government and business to take another look at desalination as another option to qualify the threat of Southern California's booming population.

By Phillip Dimen

FOR WHOLESALE DISTRIBUTORS OUTSIDE CALIFORNIA

NEW! NOW! IF YOU WANT TO DO BUSINESS IN THE INLAND EMPIRE... THIS IS THE MOST IMPORTANT BOOK YOU'LL EVER OWN!

Ontario, California 91761

The INLAND EMPIRE BUSINESS JOURNAL ANNOUNCES THE 1991 BOOK OF LISTS

To Order: 714/991-0900

The potential economic business growth in the Inland Empire is tremendous--maybe greater than anywhere else in the United States. Our readers, as well as our local sources and marketing your products and services in the Inland Empire. We're here to help! Our 4,970 men have been dedicated to research for publication--sent to the Inland Empire Business Journal. Of course, we have more informed our readers are, the more you will be able to capitalize on future opportunities.

THE INLAND EMPIRE BUSINESS JOURNAL

SAN MANUEL BUSINESS DISTRICT, SAN ANDREAS STREET, SUITE 103, ANAHEIM, CA 92801

APRIL 1991

SPECIAL OFFER: $34.50


NEW! NOW! IF YOU WANT TO DO BUSINESS IN THE INLAND EMPIRE... THIS IS THE MOST IMPORTANT BOOK YOU'LL EVER OWN!

BY PHILIP DIMEN

"My daughter is so proud of me. I've just switched to a new, challenging career. Thanks, AppleOne."

Hundreds of satisfying fulltime positions are offered by AppleOne. The West's fastest-growing independent employment service. New career? Please offering! For a quick start, call our nearest office:

CORONA (714) 276-1995

SAN BERNARDINO (714) 384-4125

ONTARIO, CA 91761

DANIELLE'S DESALTING PLANT

$27.50! ONLY

THE INLAND EMPIRE BUSINESS JOURNAL ANNOUNCES THE 1991 BOOK OF LISTS

The potential economic business growth in the Inland Empire is tremendous--maybe greater than anywhere else in the United States. Your readers, as well as our local sources and marketing your products and services in the Inland Empire. We're here to help! Our 4,970 men have been dedicated to research for publication--sent to the Inland Empire Business Journal. Of course, we have more informed our readers are, the more you will be able to capitalize on future opportunities.

NEW! NOW! IF YOU WANT TO DO BUSINESS IN THE INLAND EMPIRE... THIS IS THE MOST IMPORTANT BOOK YOU'LL EVER OWN!

Ontario, California 91761

The INLAND EMPIRE BUSINESS JOURNAL ANNOUNCES THE 1991 BOOK OF LISTS

To Order: 714/991-0900

The potential economic business growth in the Inland Empire is tremendous--maybe greater than anywhere else in the United States. You, the reader, is how real and that the local sources and marketing your products and services in the Inland Empire. We're here to help! Our 4,970 men have been dedicated to research for publication--sent to the Inland Empire Business Journal. Of course, we have more informed our readers are, the more you will be able to capitalize on future opportunities.

NEW! NOW! IF YOU WANT TO DO BUSINESS IN THE INLAND EMPIRE... THIS IS THE MOST IMPORTANT BOOK YOU'LL EVER OWN!

Ontario, California 91761

The INLAND EMPIRE BUSINESS JOURNAL ANNOUNCES THE 1991 BOOK OF LISTS

To Order: 714/991-0900

The potential economic business growth in the Inland Empire is tremendous--maybe greater than anywhere else in the United States. You, the reader, is how real and that the local sources and marketing your products and services in the Inland Empire. We're here to help! Our 4,970 men have been dedicated to research for publication--sent to the Inland Empire Business Journal. Of course, we have more informed our readers are, the more you will be able to capitalize on future opportunities.

NEW! NOW! IF YOU WANT TO DO BUSINESS IN THE INLAND EMPIRE... THIS IS THE MOST IMPORTANT BOOK YOU'LL EVER OWN!

Ontario, California 91761

The INLAND EMPIRE BUSINESS JOURNAL ANNOUNCES THE 1991 BOOK OF LISTS

To Order: 714/991-0900

The potential economic business growth in the Inland Empire is tremendous--maybe greater than anywhere else in the United States. You, the reader, is how real and that the local sources and marketing your products and services in the Inland Empire. We're here to help! Our 4,970 men have been dedicated to research for publication--sent to the Inland Empire Business Journal. Of course, we have more informed our readers are, the more you will be able to capitalize on future opportunities.
### Top Mortgage Lenders in the Inland Empire

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Address</th>
<th>% of E.M. Market Mortgage Co</th>
<th>Amount $</th>
<th>Offices in L.E.</th>
<th># Offices Co. wide</th>
<th>S. 1990 Loan Vol. Amount $</th>
<th>Parent Co</th>
<th>Exec. Title</th>
<th>Top Local Exec</th>
<th>Dist. Mgr.</th>
<th>Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Security Pacific Nat'l Bank</td>
<td>3573 Main St., 3rd Floor</td>
<td>3.55</td>
<td>74,357,287</td>
<td>67 Brks. Off. 18.6 Ln. Cr.</td>
<td>625 Brks. Off. 21.2 Lns. Cr.</td>
<td>100% (+3-4 units)</td>
<td>John Dugan</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 278-1150</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Bank of America</td>
<td>300 North D St.</td>
<td>2.94</td>
<td>60,494,457</td>
<td>51</td>
<td>N/A</td>
<td>1992</td>
<td>R. E. Lim</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 448-7831</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>First Federal S&amp;L</td>
<td>1355 Spruce St.</td>
<td>2.95</td>
<td>60,256,523</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Don Davis</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 627-7601</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Wards Trust Co.</td>
<td>303 North D St.</td>
<td>2.92</td>
<td>62,667,258</td>
<td>51</td>
<td>N/A</td>
<td>1991</td>
<td>James Montgomery</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 593-3340</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>The Bank of California</td>
<td>285 North D St.</td>
<td>2.90</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Richard Dool</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 836-9681</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Citizens Bank</td>
<td>1525 E. 11th St.</td>
<td>2.89</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Robert Nichols</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Eastside Savings</td>
<td>501 Main St.</td>
<td>2.88</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Joe Pierce</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 836-9681</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>National Savings &amp; Loan</td>
<td>100 Main St.</td>
<td>2.87</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Steve Green</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 836-9681</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>South Coast Savings &amp; Loan</td>
<td>1355 Spruce St.</td>
<td>2.86</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Vernon Miller</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>First Federal S&amp;L</td>
<td>303 North D St.</td>
<td>2.85</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Hans Slaton</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Citizens Savings</td>
<td>1525 E. 11th St.</td>
<td>2.84</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Joe Pierce</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 836-9681</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Eastside Savings</td>
<td>501 Main St.</td>
<td>2.83</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Steve Green</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 836-9681</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>National Savings &amp; Loan</td>
<td>100 Main St.</td>
<td>2.82</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Hans Slaton</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>South Coast Savings &amp; Loan</td>
<td>1355 Spruce St.</td>
<td>2.81</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Vernon Miller</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>First Federal S&amp;L</td>
<td>303 North D St.</td>
<td>2.80</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Hans Slaton</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Citizens Savings</td>
<td>1525 E. 11th St.</td>
<td>2.79</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Joe Pierce</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 836-9681</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>Eastside Savings</td>
<td>501 Main St.</td>
<td>2.78</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Steve Green</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 836-9681</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>National Savings &amp; Loan</td>
<td>100 Main St.</td>
<td>2.77</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Hans Slaton</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>South Coast Savings &amp; Loan</td>
<td>1355 Spruce St.</td>
<td>2.76</td>
<td>60,472,000</td>
<td>114</td>
<td>72%</td>
<td>1991</td>
<td>Vernon Miller</td>
<td>Exec. V.P.</td>
<td>Exec. V.P.</td>
<td>(714) 857-9678</td>
<td></td>
</tr>
</tbody>
</table>

**Note:** This is a partial list only. Not all Available Wns. = Would Not Disclose. The information in the above list was obtained from the companies listed. To the best of our knowledge the information supplied is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, considerations might result in typographical errors sometimes occurring. Please send corrections or additions on company letterhead to the Inland Empire Business Journal at 431 East 11th Street, Ontario, CA 91761. 

---

**Women & Business Expo**

- Over 50 Learning Workshops
- Seminar Sessions
- "Positive Actions in Negative Times, Helping Your Business Thrive in an Economic Downturn"
- "Political Activism — How Women Can Get Involved" "How to Access Board & Commission Positions"
- "The Juggling Act: Balancing Your Personal & Professional Lives"
- "Steps to a Dynamic Career Change in the 1990s"
- "Finding Your Focus — The Key to Personal and Professional Fulfillment"
- Nationally Recognized Keynote Speakers
- Advance Reservations $90.00
- Price Includes Five Workshops, Breakfast, Lunch, Three Keynote Speakers, Reception
- Make Checks Payable To INLAND EMPIRE BUSINESS JOURNAL

**For Reservations**

See Form Page 22

---

**Gloria Allred**

President of the Women's Equal Rights Legal Defense and Educational Fund and internationally known for her aggressive advocacy and current appointment as Louis D. Brandeis Visiting Professor of Law at Harvard Law School, Allred has been a frequent critic of the "me too" movement and is known for her work against sexual harassment. She has also been a strong advocate for women's rights and has written extensively on the topic. Allred has been involved in high-profile cases, including that of Anita Hill and Bill Clinton.

**Bobbi Glee**

Ms. Glee began her career sharing the stage with singer-songwriter Patti Smith, US. with the band "Patti Smith Group." She is the only female speaker to have her message on "Masters of Ballads." She is an accomplished singer-songwriter who has released several albums featuring America's greatest speakers.

**Patricia Frip**

In 1968, Patricia Frip became the first woman president of the American Federation of Women's Business Associations. She has also received the Council of Women Award for Excellence in the highest honor, which is awarded for outstanding contributions to the field of business.

**Judith Briles**

With a career in the entertainment industry spanning over 30 years, Briles has been a prominent figure in the industry, particularly in the area of women's issues. She is the founder of the "Women's Equal Rights Legal Defense and Educational Fund" and has been a vocal advocate for women's rights and equality.

---

**Inland Empire Business Journal, Entrepreneur and Entrepreneurial Women Magazines Present**

**Women & Business Expo**
Rolling Lab Operations Costing Insurers Billions

Unbeknownst to millions of consumers are victims of fraudulently medical schemes costing billions of dollars each year.

One of the most prolific is the so-called "rolling lab" operations estimated to account for as much as 25 percent of the nation's health care costs annually through various forms of private health coverage fraud.

Rolling labs exploit the public's naivete about the indiscriminate use of broad health screening tests. The plot is frequently perpetrated through use of telemarketing techniques.

The basically short-lived clinical operations recruit patients with offers of "free" diagnostic tests under the guise of "preventive care."

Targeting only those with health coverage, the clinics working out of mobile vans or temporary office locations perform routine, non-invasive screening tests such as heartbeats and blood pressure measurements.

Usually there is no attempt made to contact the patient's personal physicians to justify medical necessity for any of the tests performed.

In all areas of investigatory activities, the organization has averred losses of more than $8 million under both private and government programs in the last few years.

The administrative costs of fraud detection are far outweighed by the savings. For every dollar Blue Shield of California spends to detect and prosecute fraud, the organization saves about $8.40 in charges.

Fraud detection is probably one of the most powerful, cost- containment tools available in health care. Unfortunately, it offers a proven method for curbing excess that can seriously inflate the price we must all pay for health care.

Many in the health insurance field would like to see new federal laws enacted to put more teeth into detection and prosecution efforts—namely, laws that would make medical operators more subject to criminal prosecution.

Cheap rolling lab schemes total $17 billion annually in health care losses.

Between January and June 1990, the organization avowed payment of an additional $3.5 million in fraudulent rolling lab claims.

Blue Shield investigations also look at other areas of fraud and abuse—ranging from "staged accident" claims to billings for service never provided.

In all areas of investigatory activities, the organization has averred losses of more than $8 million under both private and government programs in the last few years.

Please see "Rolling Lab" Page 15

Rate your health benefits plan

- Choose your own doctor from hundreds of participating, private-practice physicians.
- Choose from nearby community hospitals.
- No claim forms to worry about.
- Competitive rates.

If you checked all ten, you're probably already covered by Inter Valley Health Plan.

If not, perhaps you should look into the Health Maintenance Organisation that's so well regarded by employers and employees alike.

If you're an employer who'd like to know more about these attractive benefits, just ask your insurance broker. Or call Inter Valley in Pomona or Riverside.

Inter Valley Health Plan
300 South Park Avenue, Suite 300 • Pomona, CA 91766 • (800) 843-3520
6850 Indiana Avenue, Suite 100 • Riverside, CA 92509 • (714) 789-6766
A Non-Profit, Federally Qualified HMO
**Healthcare Providers Receiving $40,000 Bills**

**for example, under the recently-passed "False Claims Act" in Massachusetts, a novel crime to submit fraudulent insurance bills.**

"They are the only "semi-mechanized" mode of transportation allowed in the preserve. Park rangers are the only people allowed to access the area in a vehicle. Covered Wagon Tours provides both regular and custom chartered groups for up to 10, or more, passengers. With deluxe adventure tours featuring narrated tours and chuckwagon style dinner.

For information, contact Covered Wagon Tours (657) 347-2161.
Inland Empire a Real Estate Magnet?

With a work slowdown and a sluggish economy, what does the future hold?

The Inland Empire has been on a fast-track since the mid-1980s. A general consensus in corporate real estate development has been a shift away from distribution facilities and toward office buildings. But the Inland Empire hasn't topped the Inland Empire was a real estate development site. The slowdown of 1981-1982 was a real "..."
The Name Game

Small businesses often find themselves in a dilemma when selecting a name to market their products or services. And, then again, using your name can work for the right business name should serve as an image do you want to project? A poor name selection could confuse and mislead potential customers. Consider some other points when naming the business:

- What image do you want to project?
- What attributes of the product or service are most important to you?
- What is the best way to market the product or service in relation to your market?
- What business names do your competitors have?
- What product or service wouldn't want to be too difficult for your customer to deal with?
- Who are your customers? What do they need that you can provide? How is the business name you select better than competitors?
- What other entities will be in your market?
- What work for the right business name might you expand?

Business names can be an effective tool to help with marketing and advertising, and with the growth of the Inland Empire, many small businesses are finding themselves in a dilemma when selecting a name to market their products or services. The business name should serve as an image do you want to project? A poor name selection could confuse and mislead potential customers. Consider some other points when naming the business:

- What image do you want to project?
- What attributes of the product or service are most important to you?
- What is the best way to market the product or service in relation to your market?
- What business names do your competitors have?
- What product or service wouldn't want to be too difficult for your customer to deal with?
- Who are your customers? What do they need that you can provide? How is the business name you select better than competitors?
- What other entities will be in your market?
- What work for the right business name might you expand?

Names With Meaning

In general, a business name should be simple, easy to remember, and convey an image to the customer that is transparent and makes a clear statement about the type of work they do. Names, especially those with meanings most successful, and a name must most certainly suggest a logo. For example, a company that uses the word "window" in their name is likely to convey an image to the customer that is transparent and makes a clear statement about the type of work they do.

Consider these options when naming the business:

- What image do you want to project?
- What attributes of the product or service are most important to you?
- What is the best way to market the product or service in relation to your market?
- What business names do your competitors have?
- What product or service wouldn't want to be too difficult for your customer to deal with?
- Who are your customers? What do they need that you can provide? How is the business name you select better than competitors?
- What other entities will be in your market?
Editorial

Remembering Terry Anderson

In a season of religious celebration and a time of prayers of thanksgiving for the freed prisoners of war and returning marines from the Persian Gulf, all pray for the safe release of Terry Anderson.

Evolution

For those of you who have been Inland Empire Business Journal readers for some time, you will have noticed larger type, more readable print on left-hand pages, making more right-hand pages available for your reading.

We wish to thank Teryl Smith and Phil Denom for a job well done.

Presbyterian

Senator Robert Byrd recently introduced the fourth major growth management bill, aimed at getting a handle on critical urban sprawl, ranging from fast-approaching cities to the ever-uncontrollable sprawl of growth, from conflict among plans to increasing air pollution levels to the ever-growing suburban sprawl.

President Bush's bill, SB 929, would provide for coordinated regional and sub-regional planning, and would place a moratorium on new funds, such as road bonds and tax increment funds, until local agencies can be encouraged to participate.

Approaches envisioned in the Byrd bill

- Multi-county and regional planning: in existing multi-county planning areas, such as the six-county Southern California Association of Governments (SCAG), the Association would be required to formulate a growth management plan in conjunction with the existing air quality plan (SCAGMD) and transportation plans of the various counties.
- County plans: Counties in SCAG, NAACP, AIA, and others would develop growth management plans compatible with those in the above plans.
- Within existing plans: The bill would encourage growth management plans that are compatible with any plans already in existence, to include the work of the Regional Transportation Commission, the Association of Governments covering major metropolitan areas, and the state's transportation planning agency.

SB 929 is the result of more than two years of study by the Senator and his staff, in response to 1988 legislation authored by Senator Byrd. Based on public comment and the need for three major reforms:

- Setting strong state policies for economic development and environmental protection to guide growth decisions, and creating a state Conservation and Development Commission to oversee the state policies and plans.
- Enabling local agencies to develop a comprehensive regional strategy for area growth, transportation, and housing, encouraging regional agencies to reorganize to more efficiently and cost-effectively provide services.
- Empowering cities and counties to create a sub-regional planning process so that local communities can pool plan the facilities, services, and environmental programs needed to preserve the quality of life at the local level.

The Byrd bill can really help fast-growing areas like the Inland Empire and the Central Valley, Senator Byrd says, to avoid these potential problems and imagine again the problems of hundreds of island SAs. On this, I would agree. The point is to make some process, any process.

Potentials Problems with Growth Management Bill

I read with great interest Senator Byrd's proposed new legislation to deal with the growth problem. While I agree with some of the basic intent of the bill, I am not convinced that this bill is ready to make its impact in the Inland Empire's potential problems.

The state would set up a new state commission for the California Conservation and Development Commission, which would undertake a long-range plan for growth management.

Regional agencies, in our case the various planning agencies of Government (SCAG), would be required to prepare a plan for regional growth that would include, among other areas, the establishment of criteria by which such plans could be made. Those land uses designation would include creating existing urban areas suitable for development and protecting rural areas suitable for planned development, planning for rural areas suitable for conservation and environmental sensitivity area to be protected from development.

A different commission of Government (SCAG), would be required to prepare a plan for regional growth that would include, among other areas, the establishment of criteria by which such plans could be made. Those land uses designation would include creating existing urban areas suitable for development and protecting rural areas suitable for planned development, planning for rural areas suitable for conservation and environmental sensitivity area to be protected from development.

Overall, however, there are some serious problems with the Byrd's bill. The legislation expressly requires that the proposed planning guidelines be prescribed to all counties and incorporated into their planning, but the bill does not authorize the commission to develop a regional plan for the San Bernardino County.

The proposed planning guidelines are thus required to follow the regional plan for the San Bernardino County, but the bill does not authorize the commission to develop a regional plan for the San Bernardino County.

The proposed legislation also states that the sub-regional plans shall contain an "assessment of the plan's consistency with the adopted general plan of the cities and counties involved." It also states that there shall be an "integrated approach" to reconcile conflicts, and the local governments are required to develop a plan for the local systems. On this, there are many problems, but the basic idea is that it is a way to make more consistent plans, which increases the ability of local officials to control some of the more common problems that arise.

IEJ: Why, in your opinion, do law firms seem to prosper during recession periods?

Roth: Unfortunately (or fortunately in our case), distress bankruptcies and foreclosures continue to arise, just as the purchase and sales of businesses continue to occur, during good times, as well as bad.

IEJ: What is your management style?

Roth: I take a people-oriented humanistic approach to company management and make occasional doses of George C. Patton (sometime referred to by others in background) an "Army brat" as a child.

IEJ: What do you foresee as your greatest challenge?

Roth: Guiding Reid & Heilmy through this period of growth in the Inland Empire.

IEJ: Tell us a little bit about your personal life. What hobbies do you enjoy?

Roth: Golf (occasionally), music (I studied classical piano through Miami University, so occasionally try to resurrect whatever ability I once had).

IEJ: If you had to name three people who had made significant contributions to the Inland Empire, who would they be?

Roth: At the risk of omitting many significant contributors, I will list the following: Jacques-Yarger, Martin March, and Senator Robert Beryl.

IEJ: What is your personal goal in life?

Roth: To better balance the demands of an active business career so that I have more time to spend with my wife.

IEJ: If you had to name three companies that have had the best sales and service in the Inland Empire, who would they be?

Roth: At the risk of omitting many important contributions, I will list the following: California Chrome, Riverside Gas and Electric, and Riverside-based J. R. Simplot.

IEJ: What is your biggest contribution to the Inland Empire?

Roth: With the long-term growth of business in the Inland Empire, we have been able to create a friendly and stable business community.

IEJ: What would you do if you were in the position of an active business person so that I have more time to spend with my wife.

Roth: I would suggest using the Inland Empire as a model for the rest of the nation.

IEJ: How do you think the Inland Empire will benefit from the dramatic period of growth in the Inland Empire?

Roth: With the long-term growth of business in the Inland Empire, we have been able to create a friendly and stable business community.

IEJ: Why, in your opinion, do law firms seem to prosper during recession periods?

Roth: Unfortunately (or fortunately in our case), distress bankruptcies and foreclosures continue to arise, just as the purchase and sales of businesses continue to occur, during good times, as well as bad.

IEJ: What is your management style?

Roth: I take a people-oriented humanistic approach to company management and make occasional doses of George C. Patton (sometime referred to by others in background) an "Army brat" as a child.

IEJ: What do you foresee as your greatest challenge?

Roth: Guiding Reid & Heilmy through this period of growth in the Inland Empire.

IEJ: Tell us a little bit about your personal life. What hobbies do you enjoy?

Roth: Golf (occasionally), music (I studied classical piano through Miami University, so occasionally try to resurrect whatever ability I once had).

IEJ: If you had to name three people who had made significant contributions to the Inland Empire, who would they be?

Roth: At the risk of omitting many significant contributors, I will list the following: Jacques-Yarger, Martin March, and Senator Robert Beryl.

IEJ: What is your personal goal in life?

Roth: To better balance the demands of an active business career so that I have more time to spend with my wife.

IEJ: If you had to name three companies that have had the best sales and service in the Inland Empire, who would they be?

Roth: At the risk of omitting many important contributions, I will list the following: California Chrome, Riverside Gas and Electric, and Riverside-based J. R. Simplot.

IEJ: What is your biggest contribution to the Inland Empire?

Roth: With the long-term growth of business in the Inland Empire, we have been able to create a friendly and stable business community.
### Keynote Speakers

<table>
<thead>
<tr>
<th>Seminar</th>
<th>Speaker</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Session 1</td>
<td>Judith Brels</td>
<td>Women Who Care: The Ultimate Support System</td>
</tr>
<tr>
<td>Session 2</td>
<td>Patricia Thipp</td>
<td>Mitigation Skills for the Managerial Mindset</td>
</tr>
<tr>
<td>Session 3</td>
<td>Judith Brels</td>
<td>Improving Efficiency Through Improving Team Skills</td>
</tr>
<tr>
<td>Session 4</td>
<td>Judith Brels</td>
<td>Managing for Maximum Productivity (Applying a Plan to Local Board of Commissioners)</td>
</tr>
<tr>
<td>Session 5</td>
<td>Judith Brels</td>
<td>Time Management Skills for the Managerial Mindset</td>
</tr>
</tbody>
</table>

### Women & Business Expo 1991

#### Registration

- Date: May 18, 1991, 9:00 A.M. to 15:15 A.M.
- Location: San Antonio Convention Center, 333 North 5th Street, San Antonio

#### Pre-Registration

The full-day program will begin at 9:00 a.m. and end at 3:00 p.m. with a Continental Breakfast at 9:00 a.m. and a Networking Lunch at 11:30 a.m. The fee for the full-day program is $40.00 per person. Pre-registration is required by May 31, 1991, at the following address: P.O. Box 500, San Antonio, TX 78241. The fee for the full-day program decreases to $30.00 per person for pre-registered attendees.

### Cancellations

Any cancellations must be in writing and must be received by May 31, 1991, for full refund. No refunds will be granted after May 31, 1991. No show fees will be charged.

### Payment and Registration Form

Inland Empire Women's Journal
Registration Office, Women & Business Expo 1991
San Antonio Convention Center
San Antonio, TX 78241
(512) 582-5353

### Keynote 1

**Speaker:** Judith Brels

**Topic:** Improving Efficiency Through Improving Team Skills

**Time:** 9:00 A.M. to 11:30 A.M.

**Location:** San Antonio Convention Center

**Contact Information:**

- Name: Patricia Thipp
- Title: Managing for Maximum Productivity
- Contact Information: P.O. Box 500, San Antonio, TX 78241

**Registration:**

- Date: May 18, 1991, 9:00 A.M.
- Location: San Antonio Convention Center

**Payment:**

- Fee: $40.00 per person
- Pre-registration Required by May 31, 1991

**Cancellation Policy:**

- Refunds granted if received by May 31, 1991
- No show fees charged after May 31, 1991
Real Estate Focus

Industrial Tire Products Leases
33,500 Square Feet in Ontario

Industrial Tire Products Leases 33,500 square feet at 1911 University Parkway as proposed site for new warehouse facility.

Focus

33,500 square feet warehouse space at 1911 S. Provena Avenue, in a location for its distribution facility from the City of Indio.

The five-year lease, signed with W.C.S.U., Corporation of San Diego by Cunningham & Wakefield's Ontario office, representing the landlord.

Del Webb Submits Specific Plan to Riverside County

In October, Del Webb submitted a specific plan and site plan for a new adult community to the Riverside County Planning Department. Sun City Palm Springs will be located at I-10 and Washington Street, directly north of Bermuda Dunes.

As planned, Sun City Palm Springs will consist of 5,175 acres with 1,675 acres of single-family detached homes making up the largest percentage of residences. Planning also includes two Casper/Nash-designed golf courses and two major service centers, as well as parks for support commercial developments.

The single-family homes will be priced at $10,000 for 1-1/2 mile west of I-15 and was built to serve the new residential communities of Bear Creek, La Cresta, Valencia Knolls and the Highland Lakes community.

Bennet Consolidated, a California real estate investment development firm, is successfully raising investor capital in pursuit of the 85-acre parcel of land around Sun City Palm Springs in Riverside County. The web site is 100% owned, as was previously reported.

The purpose of this column is to solicit the help of readers and share the information for future planning. So returns, keep your eye on the ball. You can send your tip-off e-mail to Del Webb. I would like to hear from the readers on what they believe is the best way to develop the site.

A Word From the Wyss

Dear Wally:

I am saving up to get to Mar Del Plaza, Argentina this summer, but I would like both of you to write the trip off as a business expense. How do I do it?

Dear House Seller:

It depends on two things: How much you pay for the house and your overall situation. If you are being shipped to a new location, you can write off the house you are selling as a business expense. If you own the house free and clear, you could write off $5,000 or more in interest in just one year for a total of $140,000 in the bank. If you have a mortgage, write off the second mortgage and register it properly, it will be more valuable if the buyer turns over the deed. In other words, you could write off $50,000 again, you are anxious to sell the and the sale the house oversees. 

The owners should also help you. You might be able to charge as much as 10% interest or as much as a bank.

Dear House Buyer:

This is not a banker.

Dear Wyss:

You do not know about a splendid law passed many years ago which is the most important thing you can take for granted. I am not a Welshman, but I am a Welshman now. For instance, the law I am referring to this trading is unconstitutional on the face of it. There are not even marriage laws that agree in all fifty states.

Dear Wally:

I left my house and moved to the Inner Empire from Strawberry Point, Iowa, where I had lived in my house for the last five years. I knew everyone in town and everybody knew me. I can't get a credit card anywhere, not because I have bad credits, but just haven't established it. What do I do?

Dear Credit Seeker:

Don't be upset. If you are employed, go to your employer and establish a relationship with, and have the manager, your employer and set up what called something like a "credit card guarantee account" with $1,000 in it, so that you can arrange a credit card account for $1,000.

Limit your credit card debt promptly, and after that, you don't have to keep the cash receipt. Eventually you can employ "in your application to up your limit to $2,000, and for the future, if you have to use a cash bond, so to speak, but, after all, with no credit history to speak of, they are taking a chance on you, too. A
McGee: In the last housing cycle growing stronger, builders more conservative lending grow stronger, and smaller business.

Increased are an emerging trend.

Empire continue to experience housing boom.

McGee: The nation to Orange County. Additionally, as housing and retail growth.

Another way of thinking has given Birtcher Construction Limited a call. Your project requires more than just a builder, give Birtcher Construction Limited a call. Our expertise is a form of art...
The city of Temecula has worked toward resolving many of the problems inherited upon incorporation.

Not a single entity fifty years ago, the first Butterfield Stage travel from St. Louis and San Francisco pulled up in front of the Magee Stage in Temecula. With the arrival of the stage, came the beginning of change in the valley.

The city of Temecula is a picturesque city. Scenic rights include the forested atmosphere of Old Town and the serene setting of the San Diego River and Temecula Creek. It has a small city, prior to the installment of permanent traffic-control devices. It was an idea which was implemented with great success and is being copied by other communities in Southern California.

The city council has also developed an innovative public forum to help the citizens an opportunity to voice their opinions and discuss issues with elected officials in an open and friendly environment each month. A specific time is set aside at a city council meeting, when the public can raise any issue and pose any question to the council, with the assurance that the council is listening and will be responsive to inquiries. This program clearly

Newly-Incorporated City Boasts Balance

Temecula is blessed with a variety of residential choices ranging from apartments to high-end custom homes. This mix of housing is unique to the area and provides housing for all segments of the economy. Residential, commercial, retail, and industrial development have been created in accordance with a master plan, and results provide security for investments and an assurance that property values will continue to appreciate.

Deducting Travel Costs

The real bargain in travel today is cruises. You pay one cost for airfare, transfers, and all meals and entertainment. Total cost per person may be as low as $250, even lower right now because of heavy discounting.

Now Is the Time to Lock In That Vacation

Fred E. Jauts

Combining Business and Leisure Travel

Three factors are contributing to a sudden increase in travel. The end of the war in the Persian Gulf has eased travel restrictions in the area. Positive signs indicate an easing of the recession. And the airlines and cruise lines may continue to lower prices in the summer.

Just two hours further west is Tahiti, which has fewer tourists in a year than Hawaii has in 10 days. Poison, quiet, no sales tax, no tipping.

Private villas in Jamaica overlook the ocean come with a complete staff including cook, housekeeper, house, and gardener. Two or three couples can experience a week of luxury at a reasonable price.

The real bargain in travel today is cruises. You pay one cost for airfare, transfers, and all meals and entertainment. Total cost per person may be as low as $250, even lower right now because of heavy discounting.

For cruise ship conventions and meetings, you can stay the weekend and deduct travel expenses. Add the weekend to your business trip. As long as a business trip is within the United States, you can deduct the weekend and deduct all costs. Food and lodging are deductible only for the days you work on business.

Donate your vacation time. Consider donating time and effort to a charity of your choosing. If you're self-employed, you can charge travel expenses to your business as an expense on Schedule C. But remember...

The real bargain in travel today is cruises. You pay one cost for airfare, transfers, and all meals and entertainment. Total cost per person may be as low as $250, even lower right now because of heavy discounting.
Inland Empire Business Journal  
APRIL 1991

Weekend Escape

The dark, there it is again. That "thump-bump-thump." Could it be a Lowland Giraffe chomping over his beak? Or is he a guesst by Casa Tropicana in San Clemente? That's the whole idea, and it's not a bad one. Mine-games to take you away.

Getaway at Casa Tropicana

"If the dark, there it is again. That "thump-bump-thump." Could it be a Lowland Giraffe chomping over his beak? Or is he a guesst by Casa Tropicana in San Clemente? That's the whole idea, and it's not a bad one. Mine-games to take you away.

Getting away to Casa Tropicana is a treat, but don't let your other accommo-
dations. There are the cute shops, twisty narrow streets, and the San Clemente Pier to take in.

The Crescent Hotel in San Clemente, 200-odd miles distant, will help you forget what problems you're sitting on like a Lowland Giraffe come Monday morning.

The Crescent Hotel in San Clemente, 200-odd miles distant, will help you forget what problems you're sitting on like a Lowland Giraffe come Monday morning.

The Crescent Hotel in San Clemente, 200-odd miles distant, will help you forget what problems you're sitting on like a Lowland Giraffe come Monday morning.

The Crescent Hotel in San Clemente, 200-odd miles distant, will help you forget what problems you're sitting on like a Lowland Giraffe come Monday morning.

The Crescent Hotel in San Clemente, 200-odd miles distant, will help you forget what problems you're sitting on like a Lowland Giraffe come Monday morning.
Do you favor mandated health care where companies must provide health care for their employees? What social or economic impacts might such a mandate have on business?

The 4,000-plus member Manufacturers and Merchants Association is supporting legislative efforts to reduce the social burden of providing health care for the state’s six million uninsured, unemployable, and unemployable residents. The fact of the matter is that state and local governments have failed to provide a medical care system necessary to serve indigent and indigent citizens because of public revenue constraints at both the state and local level. Rather than seek a political solution, reexamine the costs and critical deficits, the law makers prefer to dump the problem on employers by taxing their payroll.

Consider AB 321 by Margolin (D-Los Angeles). This bill would impose a 2% payroll tax on employers to cover the cost of “a comprehensive program to provide prenatal services to pregnant women and child health care to children under 12 years of age for all women and children who are eligible for the Medi-Cal program.”

Medi-Cal program in this case is not a health care crisis, AB 14. This measure would force small employers to pay up to 8% of gross payroll and employers to pay up to 2%. Large employers (those of 50 or more employees) would have to comply with the “pay or play” provisions and even more revenues are needed. Accordingly to a recent survey, corporations now spend an amount equal to one-fourth of their earnings to provide coverage for their employees, and will over 80 percent of the work force is covered. Focusing employers to insure workers’ health care is not such a complicated matter as mandated by the lawmakers could cost as many as 3.5 million jobs, significant increase in the inflation rate, and decreases the overall cost and services outside of the market place. It would severely reduce our international competitiveness.

“Incentives, rather than mandates, are more effective motivations for people aren’t getting access to the high quality of medical care that is available to the insured. The uninsured suffer needlessly, their conditions deteriorate to a point where they have much more serious problems and permanent disabilities that could have been prevented through proper employer intervention. They are very likely to ultimately on state provided services or charity care, and as the number of uninsured increases, these safety net resources are stretched to the breaking point.”

Since many employers are providing health insurance now, it might appear that one of the easier ways to expand coverage would be required to all employers to pay for a portion of their employees’ health insurance costs. Supporters of this approach argue that we already have in place a business tax credit that would help defray much of the cost of the insurance, and because all business would be required to pay for the insurance there is no one at a competitive disadvantage.

Unfortunately, the burden of an employer mandate would be particularly heavy on small businesses. They are the least likely to have the profit margins for the cost of employer health benefits. They are the most likely to go out of business as the costs of the mandate escalate. Consequently, I have advocated an alternative approach which minimizes impacts employers. It is the creation of a nonprofit statewide association to provide health insurance to those who are unable to obtain affordable coverage from private insurers. This association would be required to issue health insurance contracts to eligible California residents for medically necessary services and will further provide eligibility to all California residents within certain specified limitations. This approach also attempts to restrain these rising costs by requiring the larger employers to pay a portion of the cost with an in-state mandate to contract with the association.”

Robert Presley
D-31st District

Increasing numbers of Californians lack health insurance. It is a serious problem because of the added costs of medical care that is available to the insured. The uninsured suffer needlessly, their conditions deteriorate to a point where they have much more serious problems and permanent disabilities that could have been prevented through proper employer intervention. They are very likely to ultimately on state provided services or charity care, and as the number of uninsured increases, these safety net resources are stretched to the breaking point.

Since many employers are providing health insurance now, it might appear that one of the easier ways to expand coverage would be required to all employers to pay for a portion of their employees’ health insurance costs. Supporters of this approach argue that we already have in place a business tax credit that would help defray much of the cost of the insurance, and because all business would be required to pay for the insurance there is no one at a competitive disadvantage.

Unfortunately, the burden of an employer mandate would be particularly heavy on small businesses. They are the least likely to have the profit margins for the cost of employer health benefits. They are the most likely to go out of business as the costs of the mandate escalate. Consequently, I have advocated an alternative approach which minimizes impacts employers. It is the creation of a nonprofit statewide association to provide health insurance to those who are unable to obtain affordable coverage from private insurers. This association would be required to issue health insurance contracts to eligible California residents for medically necessary services and will further provide eligibility to all California residents within certain specified limitations. This approach also attempts to restrain these rising costs by requiring the larger employers to pay a portion of the cost with an in-state mandate to contract with the association.”

Robert Presley
D-31st District

The Inland Empire Business Journal - Page 33

Inland Empire Calendar - 1991

April 11 - Final IRS Regulations Seminars
Los Angeles Hilites & World Trade Center
Chicago Title
(213) 568-1459

April 10 - Back to the Basics Seminar
Canyon Crest
Mary Terhan
(714) 792-4419

April 11 - San Jacinto Valley Outlook Day 1991
Ontario Center
Jim Richards
(714) 786-0871

April 17 - MARC’s Inland Empire Office Board of Directors Meeting
Horizon Room
Ontario Center

April 25 - University of Redlands Special High Tea Meeting

May 4 - Inland Empire Small Business Roundup

June 27 - "Western Visions" Pacific Coast Exhibit Opening Reception
Topic: "Where is the Money and What Will it Cost?"

Inland Empire Business Journal - Page 34

Inland Empire Caucus Formally Established

In addition to working together on legislation, the Caucus wants to involve local officials in identifying and solving regional problems, Eaves indicated. It hoped that a series of hearings involving state and local officials can be held in the area this year. Key issues identified by the Caucus this year include Mental Health, Career Technical Education, Reducing Traffic Congestion, Local Government, Energy, and Waste.

The new meeting was held on Friday at the Inland Empire Chamber of Commerce at 700 North Riverside Drive, with Chairman Eaves and Vice Chair Kelly Tucker, senior staff with the state Assembly on hand to discuss how they could work together with the county to look at issues of importance. "We asked the city council people," said Eaves. "We just wanted to get an idea of what they feel is a group as important as this."

According to Eaves, the group plans to meet about once a month at various local offices in Sacramento. One issue they will be focusing on soon is the education budget problem.

Phyllis Diniem

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District

Robert Presley
D-31st District
Presley Hosts Purple Heart Wedding

Presley of Southern California, developer of the San Lago Country Club residential community in Banning, recently hosted the wedding of America's first Purple Heart recipient of the Persian Gulf War.

Clarence Conner, 21, a Navy third-class petty officer who served in Iraq and raised in Banning. He married Stephanie Denise Lee on the veranda of the clubhouse, after which a reception was held in the ballroom.

Conner was the victim of an Iraqi artillery fire while stationed at a look-out post in northern Saudi Arabia near the Kuwaiti border and the first day of Operation Desert Storm bombing. He was a member of the Marines' Recce Battalion. After sustaining a shrapnel wound to his right shoulder, he was taken to a tent hospital for removal of the six-inch piece of metal from his shoulder.

And an Iraqi Scud missile attack on the hospital compound.

Presley donated all facilities for the wedding and reception, including entertainment, decorations, and personnel, L. C. "Bob" Albertron, Jr., president of the development firm, said that the company wanted to pay tribute to "one of our finest soldiers right here in our own community.

Television and print reporters covered the wedding, and time was set aside for an informal news conference during which Conner thanked Presley and San Lago Management for hosting the event.

Many Pass Area business and community organizations were active in support of U.S. service men and women during the recent Persian Gulf Conflict. The Banning-Presley, San Gorgonio Pass Area Chamber of Commerce organized a 5-mile walk from Banning City Hall to Banning City Hall with an estimated 700 flag and sign-waving people taking part.

The California Chamber of Commerce sponsored a sale of yellow ribbon bows to raise funds for wounded soldiers to the troops. Bill Garrett, owner of Lathrop Printing, printed more than 2,000 copies of a sign reading "We Support Our Troops in Operation Desert Storm." He distributed them free of charge, and said that people from Los Angeles to 29 Palms had requested them.

The chambers of commerce from several Pass Area communities have announced plans for parades and other events to welcome home local service men and women.

Tipton Attends Convention

Jean Tipton attended the international convention of Century 21 Real Estate Corp., held this year in Las Vegas. She works in the Beaumont office of Century 21 Real Estate Realty.

San Gorgonio Pass Area News

In a letter to the troops, Bill Garrett, owner of Lathrop Printing, printed more than 2,000 copies of a sign reading "We Support Our Troops in Operation Desert Storm." He distributed them free of charge, and said that people from Los Angeles to 29 Palms had requested them.

The chambers of commerce from several Pass Area communities have announced plans for parades and other events to welcome home local service men and women.

Community Redevelopment Agency

Banning city manager Bob Boudot believes the city will soon begin taking the initial steps toward forming a community redevelopment agency. The city council has been holding informal sessions to consider the subject.

Boudou attends the Inland Empire Business Journal that some of the council members are not familiar with all aspects of the redevelopment process, but the consultants will be brought in. "But I think the city of Banning will be going ahead to have a redevelopment agency," he said.

Boudou officials attempted to establish an agency several years ago, but a specific plan drawn up at the time was put on the ballot and was defeated by local voters.

We want your Company!

Inland Empire Business Journal - Page 34

April 1991

City Hall Construction

Lagos

Construction of Banning's long-awaited city hall is several months behind schedule. The nearly 52,000 square foot facility was slated to open in April, then June. Now it will be August, according to a spokesperson for the Banning-Chamber of Commerce.

The new building will house all city departments, including planning and zoning, and include a drive-through window for residents who don't want to leave their cars to pay utility bills. An enclosed area will be a special room for reporters covering Banning city council meetings.

The former city hall was demolished several years ago after it was determined that it might not withstand a major earthquake. The new city hall has been located in a building that once served as a Safeway store.

SOUTHERN CALIFORNIA GETAWAYS

Condominiums offer the utmost in luxury, privacy and space for today's value-conscious travelers. Condos and homes provide a large living room and even a kitchen to maximize meal options. Check below for some exciting possibilities!

1 Bedroom:
- From $295/week • 1 - 2 beds at Park City, Utah
- From $385/week • 1 - 2 beds at Snowbird, UT

2 Bedrooms:
- From $475/week • 2 - 3 beds at Palm Springs, CA
- From $425/week • 2 - 3 beds at Mammoth Mountain, CA

3 Bedrooms:
- From $599/week • 3 - 4 beds at Mammoth Mountain, CA

4 Bedrooms:
- From $899/week • 4 - 5 beds at Lake Tahoe, CA

*All prices and availability subject to change. Check websites for current rates.

*All units are fully equipped with all kitchenware, linens, and towels.

Call toll free:
- 800-445-8967

Inland Empire Business Journal - Page 35

April 1991

Nurses Join In Project to Aid African Needy

Karen Cole (left) with her niece Wilma Jackson who has won the title of "Miss America on many occasions.

Towle added that Cole estimates this project has cost her approximately $20,000 during the past three years. While her husband contributed money also, they are now separated, and Cole must depend solely on her own family. She is applying for a tax-exempt status, and hopes to receive some financial support.

The standard for practice in Africa is less stringent than that in the U.S., and these supplies are very acceptable there.
Plastics have endured a diminished reputation in recent years as a symbol of environmental disharmony.

Water Reclamation Capability

An innovative aspect of the new plant concerns its ability to produce recycled plastic. By using a process of water reclamation, the plastic is captured and recycled. "We believe in a total concept of responsibility," said Stanton of the system. "We are in the business of being responsible."

Industry and the environment, contrary to some scientists, are not separate entities. Incorporating sound environmental practices into a business plan will require serious strategic planning. As manufacturers, we looked at the environmental impact of our operations. We planned for the water reclamation system before we started producing.

Amazing! The plant is one of the few new facilities in the state that have considered the environment in their operations. Stanton is proud of this achievement.

High Volume Output

In April of phase one of the plans, the facility will have the capacity to process over 5.2 million pounds of plastic annually. Phase two of the plans will add another 4.4 million pounds of processing capacity for a total of 35.5 million pounds annually by 1995. The sources for the post-consumer materials used in the recycling process:

- 97 percent of all used milk jugs and other milk container family
- 40 percent of all used cereal and snack food packaging
- 47 percent of all used plastic water bottles
- 12 percent of all used soft drink bottles
- 11 percent of all used detergent bottles
- 10 percent of all used shampoo bottles
- 5 percent of all used1-

These days, environmental sensitivity occupies a very high place on the public's agenda, as well as on the boards of directors of manufacturing companies. The words "made from recycled material" have a dramatic effect. However, where should one find a source for post-consumer recycled material that comes in a form ready to use in manufacturing? This month in Chino, Envirotech, Inc. opens its doors. As the first plastics recycling plant of its kind in California, it provides the critical link that makes possible the conversion of a milk jug to a plastic grocery sack.

T he facility is an innovative water reclamation system that captures and recycles the plastic used in many commonly used items such as detergent and shampoo bottles. The plant processes a variety of postconsumer material, representing a vast array of consumer goods.

The facility is an innovative water reclamation system that captures and recycles the plastic used in many commonly used items such as detergent and shampoo bottles. The plant processes a variety of postconsumer material, representing a vast array of consumer goods.

The facility is an innovative water reclamation system that captures and recycles the plastic used in many commonly used items such as detergent and shampoo bottles. The plant processes a variety of postconsumer material, representing a vast array of consumer goods.

The facility is an innovative water reclamation system that captures and recycles the plastic used in many commonly used items such as detergent and shampoo bottles. The plant processes a variety of postconsumer material, representing a vast array of consumer goods.

The facility is an innovative water reclamation system that captures and recycles the plastic used in many commonly used items such as detergent and shampoo bottles. The plant processes a variety of postconsumer material, representing a vast array of consumer goods.

The facility is an innovative water reclamation system that captures and recycles the plastic used in many commonly used items such as detergent and shampoo bottles. The plant processes a variety of postconsumer material, representing a vast array of consumer goods.

The facility is an innovative water reclamation system that captures and recycles the plastic used in many commonly used items such as detergent and shampoo bottles. The plant processes a variety of postconsumer material, representing a vast array of consumer goods.
Recently adopted underwriting criteria reduce, however, limit loan-to-value ratios to 75 percent to 80 percent of current value, depending on local market conditions.

With more and better products on the market and major lease facilities fairly stable, this is a good time to buy. Office building owners appear to be the most amenable to current market conditions and hold the most promise for potential upside.

Office building owners are expected to finance significant increases in debt coverage ratios, according to David W. Arms, managing director.

California Commerce Center at Rancho Cucamonga

Land in the third phase of California Commerce Center at Ontario, 1,450 acres, has been dedicated in a ceremony this month for a 232,000-square-foot speculative building. The project is expected to be completed in 1991.

Smith Engineering Leases

Smith Engineering has leased 40,159-square-foot industrial building in Ontario for $2.5 Million.

Pepsi Foods Signs Major Lease at Rancho Cucamonga Distribution Center

Pepsi Co. Food, a division of PepsiCo, has signed a lease to occupy 111,351 square feet at the Rancho Cucamonga Distribution Center.

U.C. Homes at Monterro in Rancho California

U.C. Homes will be building the last of several home communities at the Monterro in Rancho California development.

Delk is regional vice president of the Inland Empire division of AppleOne Employment, which, along with its mother company in Chicago, is the largest single office in the region.

Health insurance mandates are expected to require professional liability legislation begins in the spring.

The basic benefit package includes: hospitalization and emergency services; comprehensive and surgical services; alternative and other diagnostic services; mental health; preventive care and wellness services. The corporation sets general goals, which must be consistent within all of its divisions.

Some employers, such as hospitalization and medical plans, have a choice of receiving their health care from a fee-for-service or a preferred provider organization (PPO) network. Employers would have a choice of receiving their health care from a fee-for-service or a preferred provider organization (PPO) network. Employers would have a choice of receiving their health care from a fee-for-service or a preferred provider organization (PPO) network. Employers would have a choice of receiving their health care from a fee-for-service or a preferred provider organization (PPO) network.
The firms’ senior partners are nationally known experts in their respective areas.

Phil Collins, resident in the firm’s Orange County office, is an experienced trial lawyer specializing in all areas of law including municipal liability and business litigation. He helps develop and applies model policies and rules for police departments throughout the state.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

Rental Evidence Practice

Associated with these three partners is a group of attorneys who have achieved significant results for their clients. These attorneys have the experience and the maturity to handle any matter in the complex areas of law and to trial a verdict.

CCP’s senior partners are

- Raphael Cockin, nationally known in the insurance industry, and George Franzen.
- George Franzen, former Los Angeles Principal Assistant City Attorney and leading civil municipal liability attorney. He has been directly involved in many very complex liability defense, general liability defense, and government liability defense.
- Phil Collins, resident in the firm’s Orange County office, is an experienced trial lawyer specializing in all areas of law including municipal liability and business litigation. He helps develop and applies model policies and rules for police departments throughout the state.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.

The firm’s insurance practice is headed by Raphael Cockin, nationally known in the insurance industry, and George Franzen.
Cathedral City Mayor Pro Tem Acquires Nut Kettle Candy Kitchen

Palm Desert Mayor Walter E. Snyder and City Manager Bruce Altman recently welcomed Cathedral City's Mayor Pro Tem George G. Hardie to their own 111 Town Center to celebrate the opening of Hardie's newest private venture -- Nut Kettle Candy Kitchen.

The Nut Kettle Candy Kitchen, formerly located at 68-895 Perez Road, has been acquired by George G. Hardie, former Cathedral City Mayor and current Mayor Pro Tem, announced Keith Culverhouse and Ed Petty, founders of the company.

Culverhouse and Petty will remain with the company for the next several years as active consultants to ensure the continuation of the famous Nut Kettle quality and innovation in the development of their world-famous coated corn.

The Cathedral City store has been closed and reopened in Palm Desert's Marshal's 111 Town Center. This new upscale, state-of-the-art facility features an "open view" kitchen which will continue to supply Nut Kettle's famous varieties of flavored popcorn with an expanded line of roasted nuts, chocolates, gourmet coffees and specialty cakes.

The Nut Kettle was founded 23 years ago in New Jersey and moved to the Cathedral City location in 1983. Last year over 60 tons of popcorn confections in a variety of flavors were produced. Among the more exotic taste treats is "boysenberry pecan," invented and developed by Ed Petty for Knot's Berry Farm. A special place has been reserved in the Nut Kettle honor roll for the "lemon and jelly bean" popcorn that Petty specifically developed for President Ronald Reagan.

George G. Hardie, commenting on his acquisition, expressed his determination to build on the outstanding quality which has marked the success of the Nut Kettle. "Ed and Keith have developed the finest popcorn product I have ever tasted, and our business plan is to expand to a number of retail outlets throughout California, as well as develop an intensified corporate and seasonal gift catalog business."

Hardie, an engaging entrepreneur, has built a reputation of quality and high standards for all his many business ventures. Hardie is no stranger to the confectionary marketplace as he worked a number of years ago with the Pittsburgh-based Hardie Brothers, the family candy business.

In confirming the Nut Kettle acquisition, Hardie also announced the appointment of Sallie White as the Nut Kettle's division manager who will have day-to-day responsibility for Nut Kettle operations. White has significant confectionery product experience, including as a candy buyer for Marshall Fields in Chicago. She recently opened candy kitchens in Hawaii prior to joining the Nut Kettle operation.

The new store opened February 25, at 111 Town Center, Palm Desert, right near Louise's Kitchen. For more information, call the toll-free telephone number 800-677-1968.

Construction of Major Ontario UPS Facility Progressing Smoothly

The featured speakers were representatives from the United Parcel Service (UPS), speaking in regards to a new UPS facility to open near the Ontario Airport by 1992.

Al Barnes, UPS District Manager, opened his presentation with a brief history of UPS, likening it to the "American Dream."

Barnes went on to describe recent UPS success. According to Barnes, UPS delivered 2.9 billion packages in 1990, with a total revenue of over $13 billion.

Barnes went on to describe how UPS will continue to provide solid service with over 750 facilities, over 119,000 vehicles and 162 planes.

"Ontario will be the national hub for UPS service," said Barnes.

Barnes was somewhat apprehensive in providing exact job projections, stating that he had hoped to see some 1,400 jobs provided...but with the recession, was not sure if that figure would be this high.

According to Barnes, the new facility will provide a definite "ground advantage" to the Inland Empire, as product turnover time will be much faster and Inland Empire business people will have a decided edge over their Orange or LA County competitors, simply because of their closeness to the facility. "They will have to fight the traffic," said Barnes.

Barnes described the new facility, to be called, "The Ontario Air Gateway," will employ some 15 miles of conveyor belt and will include one-quarter mile of taxi strip connecting the facility to the Ontario International Airport.

"The project is running according to plans," said Barnes. "Right now we are progressing with underground excavation and construction."

by Phillip Diment