NON-UNION WORKERS FACE WAGE CUTS, FREEZES

White-collar workers hit hard by recession

MONTREAL (CP) — While factory workers are being laid off by the tens of thousands, white-collar employees are increasingly asked to make concessions as the price for economic survival.

Many major companies have reduced salaries and benefits for white-collar workers. Some have instituted wage freezes.

Claude Lehman, a portfolio manager at Greenshields Inc. who usually helps people make money, is among those getting first-hand experience in losing money.

About 700 Greenshields employees, mainly in Montreal and Toronto, had salaries reduced by 10 per cent to help the investment firm cope with a steep drop in business.

Many clients of brokerage houses, burned by the slump in the stock market during the last 18 months, turned to safe investments such as term deposits, which pay high returns. Revenue for Greenshields and other brokerages houses slumped. Then came the pay reductions.

Lehman, 38, married and the father of three school-age children, believes many companies will be forced to freeze non-union employees' wages to survive the recession.

"It's just starting," he said. "Many people still don't understand how bad and deep this recession is."

The Montreal-based National Bank, which reported a net loss of $28.1 million for its fiscal quarter ending Jan. 31, trimmed salaries for 390 head-office managers and plans to eliminate 200 of 1,800 head-office jobs.

The Citizen Business

Dow Chemical, which reported a 30-per-cent drop in worldwide profits in 1981, has deferred annual merit increases for its 3,000 non-union, salaried Canadian workers. But Dow's 1,000 unionized workers will get a 12-per-cent increase because it's in their contract.

MacMillan Bloedel, the British Columbia forest-products giant, reduced the salaries of 5,500 non-union workers between 10 and 15 per cent on March 1 while lengthening their work day by 30 minutes. MacBlo, which registered a $3.3 million profit last year, will save $2.7 million a month as a result.

"Nobody likes it and I sure as hell didn't," said spokesman Barrie Wall in Vancouver. "But it's a matter of survival. These are the worse economic conditions in the last 35 years. They're deadly."

Taking the national 12-per-cent inflation rate of the past year, the pay cuts at MacBlo mean workers are earning, in many cases, 25 per cent less in real-dollar terms than a year before.

Millions more could be affected eventually. Most Canadian workers aren't union members. Of 9.3 million agricultural workers only 3.5 million, or 37 per cent, belong to a union.

While unionized workers in the United States have accepted pay cuts to keep their jobs, Canadian union members have resisted the idea of concessions in most cases.

"It hasn't penetrated the unions in Canada," says Mark Miller, director of the economic and industrial-relations branch at Labor Canada. "Canadian unions will probably go for higher wage increases and risk layoffs."

Peter Doyle, industrial relations manager for the Canadian Federation of Independent Businesses, says wage concessions could become a fact of life in Canada.

"It's not a wide-ranging trend now, but it's certainly possible there could be more in the future. It's better than no job at all. After all, the pay package (including fringe benefits such as pensions and health insurance) makes up 50 to 70 per cent of a company's cost."

Turbo-props updating bush planes

TORONTO (CP) — One of Canada's most successful bush planes, the de Havilland Beaver, is being given a new lease on life.

De Havilland Aircraft of Canada Ltd., built about 1,600 piston-engine Beavers between 1949 and 1965 and estimates at least 1,200 are still flying. Its original base price was about $12,000, but in today's used plane market, an airworthy Beaver fetches at least $60,000.

And now, for a cool $300,000, Beaver owners can buy a turbo-prop conversion kit that gives it better performance, cheaper running costs and more carrying capacity.

One of the largest Beaver fleets is operated by the Republic of Korea (South Korea), which owns 39 of them. It has shown interest in upgrading the planes with turbo-props, but wanted an estimate from de Havilland on the future life expectancy of its Beavers, some of which are already 30 years old.

Bert Ellis, manager of aero services for the company, asked engineers who could only shrug: "Who knows? Ten more years? Twenty years? Twenty-five? Pick a figure."

Although it may sound extravagant to spend $300,000 to retrofit a $12,000 airplane, de Havilland points out the only aircraft available in the world comparable to an upgraded Beaver costs $500,000.

For demonstration purposes, de Havilland has a turbo-prop Beaver that it built in the 1960s, one of about 60 in which it installed a turbine engine as original equipment. Its agility, speed, rate of climb and landing run are undiminished although it sees regular service.

In these fuel-conscious days, the turbine offers outstanding savings. It burns kerosene at 80 cents a gallon, instead of aviation gas, which can cost between $8 and $12 a gallon — when it is available at all in some parts of the world.

Because the turbine engine is lighter than the piston engine it replaces, it has to be mounted further forward of the wing to maintain the plane's centre of balance.

Harold (Sugar) Appleton, a TSE trader for 53 years says it's time to retire.

OUTLASTED CRASH OF '29

Survivor retires at 72

by GIAL LEM

TORONTO (CP) — Harold (Sugar) Appleton survived the great stock market crash of 1929 but he's pulling out of the current bear market.

It isn't that he thinks another crash is imminent, or even that one is likely to occur. Stock exchanges, he points out, now have stringent regulations regarding things like margin accounts that make another such crash improbable.

But after 53 years of being a being a trader on the floor of the Toronto Stock Exchange, Appleton says it's time to call it quits. Friday was his last day.

"When you're nearly 72, I think it's time, don't you?" he says.

To many Toronto equity traders, Appleton is Sugar, a nickname he picked up during a trip to New Orleans and which has stuck for more than half a century. But details of the circumstances which gave him the name just aren't publishable, he says.

He's one of that special breed of behind-the-scenes people who put up with noise and confusion and hundreds of pieces of paper day after day, matching investors' buy and sell orders sometimes down to the half-cent.

"The brokerage business is a business all of its own," muses Appleton. "There's no other business like it."

"I'm always on my feet. You've got to be, or you'll miss something."

While the 1929 crash is still fresh in his memory, Appleton says he's seen "a lot of ups and downs" during his years at the exchange.

Right now, he says, "it's very bad and I don't know when it's going to get better."

CANADIAN MORE INTEGRATED

U.S. mills hit hard

VANCOUVER (CP) — The B.C. pulp and paper industry is much more integrated than the U.S. industry, so B.C. companies are less susceptible to failure because of high costs, an industry official says.

Don Saunders, president of the Pulp and Paper Industrial Relations Bureau, was responding to a prediction that inflated costs will drive 90 per cent of the U.S.'s 150 pulp and paper manufacturers out of business by the year 2000.

The forecast was made in Portland, Ore., by Peter Norris, senior vice-president and general manager of Boise Cascade Corp.'s paper division.

Norris said the surviving 15 companies will have a good crack at expanded international and domestic markets if they are properly managed.

"It seems to me that rationalization process has already occurred in B.C.," said Saunders.

There are only 14 primary pulp-producing companies in B.C., he said, actually only 10 when interconnecting ownerships among companies are considered.

The trend toward fewer and larger companies in B.C. was a "forced rationalization" started years ago in response to government efforts to maximize utilization of the forest resource, said Saunders.

In the last 30 years, utilization standards have gone "from loose to medium to close," he said.

KELLY ROAD SECONDARY
Presents
A DRUG AND ALCOHOL SEMINAR
Date: Tuesday, March 30
Time: 7:00 p.m. to 9:00 p.m.
Location: Kelly Road Secondary Library
TOPIC: The family in prevention and treatment of drug and alcohol use in adolescents.
GUESTS: Chuck Brewer - Ministry of Human Resources
Sean Krieger - Drug and Alcohol Commission
PARENTS ARE ENCOURAGED TO ATTEND
SCHOOL DISTRICT 57
(Prince George)
1894 Ninth Avenue
Prince George, B.C.

MOVING?
BOW MAC TRUCK RENTALS
112-800-663-9202
TOLL FREE
for rates from B.C. thru' Ontario

BLOCK BROS
BEST SELLERS REALTY
APPOINTMENT

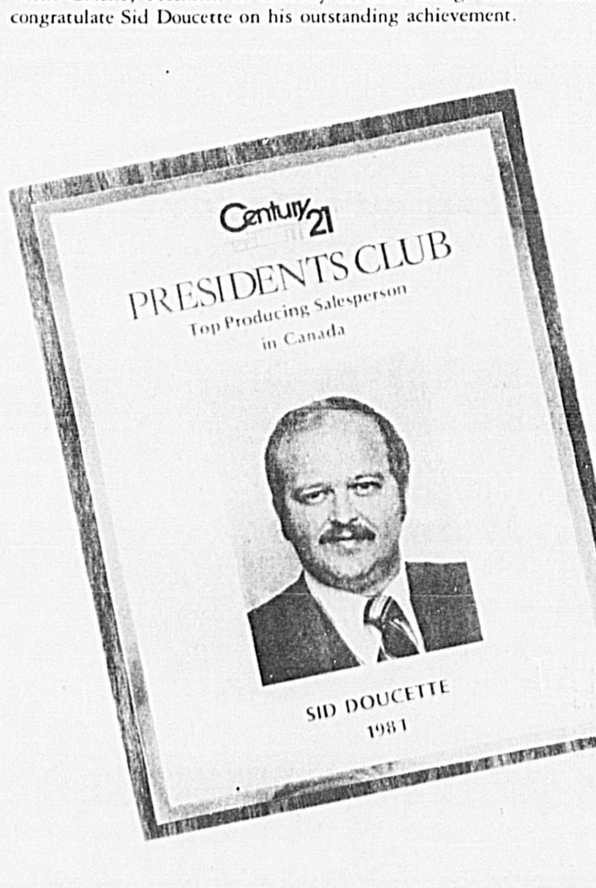
Denise Hinton
Bill Wertman, manager of Best Sellers Realty Inc. is pleased to welcome back, and announce the appointment of Denise Hinton to his sales staff. Denise will be remembered by many as the pleasant and helpful receptionist in the Prince George office in 1980.
Having successfully passed her British Columbia Real Estate course, Denise is now back among her friends and she invites those friends and business aquaintances to call her at the office, 563-7775 or at home 564-8466 to discuss their real estate needs.

Retiring this year?

You don't have to live on a fixed income! Payments from our new Sun Escalating Annuity increase annually, to help you keep pace with inflation. Call:
JACK MYTON
910 Royal Bank Bldg.,
550 Victoria St.
564-8851 (Res: 564-7253)
SunLife OF CANADA

BIO-GUARD POOL CHEMICALS
WOODS & WATER SUPPLIES LTD
598-4th Ave.
562-1077

Ask Us About Our Super Muffler Special
On Now At
FORT GEORGE ALIGNMENT & BRAKE SERVICE
Queensway & Hamilton
563-6704 or 563-2715

Verne Gatzke, President of Century 21 Fort George Land, wishes to congratulate Sid Doucette on his outstanding achievement.


"There's no business like your business."

Running my own business is a great feeling. I'm my own boss and I call the shots. But along with the freedom comes the responsibility for making the right decisions. When I make a mistake there's no one to blame but myself. And I've made quite a few.
My first mistake was not doing enough planning. I had a good idea and I thought that was all I needed. I was wrong. No matter how good my idea was I had to learn how to market it, what to charge for it and how to hire the right people to help me sell it.
You can make the mistakes on your own, like I did, or you can learn how to avoid them. It's your business and your decision.
Running your own show is great, but make sure you've got your act together.
The "Running Your Own Show" Workshops.
LOCATION: Cranbrook North Room, Holiday Inn
DATES: April 17th to May 13th
TIMES: 7 - 10:30 p.m.
COST: $15 each/ $50 Series
CONTACT: Mr. Dave Ritchie 562-2454
Province of British Columbia
Ministry of Industry and Small Business Development

TIRED OF PAYING FOR YOUR HOME ON THE NEVER-NEVER PLAN?
Ogden City Developments is Offering Quality Townhomes
At 6¾% Financing!
- 25% Down Payment
- Five Year Payment Schedule With Clear Title in Five Years
- Priced from $52,900.00 to $54,900.00
- Limited Time Offer
Call Rod Russell
OGDEN CITY DEVELOPMENTS LTD.
562-2992