

business

# Computer banking on its way in

United Press International  
NEW YORK — Banks, long a relatively labor intensive business, are so determined to shift to machines that the use of automatic electronic banking equipment will grow more than twenty-fold in this decade, says Richard Scarborough, a Boston researcher.

Scarborough has just done a study for Frost & Sullivan, a New York business research house. The study concludes the value of terminals, robot tellers and other electronic machines used to handle fund transfers from banking retail outlets will jump from a present level of \$50 million to \$1.1 billion by 1989. That

doesn't include any computers or other big ticket hardware.

At the moment, banking terminals and other electronic fund transfer gear are a tiny part of the electronic terminal market. Electronic cash registers and sales terminals, communications terminals and display terminals used in engineering design, scientific research and plant and process control are the big market.

Increasing labor costs have prompted banks to push electronic terminals that customers can operate themselves. The huge cost in money and time of physically transferring avalanches of paper documents also

gave impetus to the move.

Once they got into it, the banks saw electronic fund transfer as a golden opportunity to multiply their business activities. The electronic gear, unlike clerks, can work around the clock, thus stretching indefinitely the old nine-to-three bankers' day.

More importantly, Scarborough's report says, bankers realized that electronic fund transfers could increase their income from fees for services and reduce their almost total dependence on borrowing money and lending it at higher interest rates.

Paperless debit card transactions via the electronic fund transfer gear will enable millions of persons to dispense with both cash and checks for much of their buying and bill paying.

The researcher sees the steady extension of electronic banking terminals into such retail outlets as gasoline stations, liquor and drug stores, hotels and motels, large auto repair shops as well as department stores and supermarkets.

# Candidates would fail test, researchers say

United Press International  
NEW YORK — If the current candidates for president were given the kind of aptitude test business uses to fill top jobs they'd probably all flunk, says Dr. Phil Launer.

Launer heads Launer & Vistica Associates, Inc., a New York evaluating firm. For fun, the company took one of its standard job analysis questionnaires and applied it to the presidency.

The conclusion was that about the only high marks any of the current crop of candidates would get would be for "affability" and "promises." For "promises kept," they'd all get poor marks.

Launer said the White House job description was not just a gag, though. It is an attempt to show the weaknesses of our method of choosing a president.

Business firms use experts to recruit a top executive.

American voters have to choose among a crop of candidates running hard for the job and the increasingly drawn out campaigns aren't improving the chances of a sound choice.

Launer conceded that he didn't know how to improve the system but said he thought attention ought to be called to its shortcomings.

Launer's job description for an occupant of the White House is pretty formidable.

The easiest qualification is the formal education required — a bachelor's degree "with emphasis on economics and history."

Then things get tough. Remember Harry Truman's desk sign, "The buck stops here?" The president has no one to lean on but he is answerable to complaints, pleas and abuse from 220 million individuals.

One question in the job evaluation: "To what extent is job applicant

expected to work on his own? The answer is "100 percent."

He has to be a self-starter. 10 percent of his duties are laid out for him by law.

He will have to be away from home and family 20 to 30 percent of the time.

Fully half his time on the job should be spent "listening to and interacting with people, in or out of administration." Another 10 percent of his working time should be reading reports, bills and papers.

And the job is being described as "end. It leads only to being a president."

The reasons for failure of candidates were given as: "lack of (Nixon), "sloth — not working job all the time," "poor communication" and "too much isolation people's needs and desires."

# Stretch mortgage aids buyers

United Press International  
NEW YORK — The prospective home buyer, with only a small down payment, historically is the first to be cut out of the mortgage market when money becomes tight.

Often this would-be homeowner is dependable, has good credit standing, good job credentials and prospects. Lending institutions do not like to turn down such people.

One alternative is the so-called stretch mortgage — one with less than a 15 percent downpayment — that is covered by private mortgage

insurance firms.

"Without the private insurance coverage, applicants often wouldn't be able to buy a house," said Len Druger, vice president of New York's Citibank.

Gordon Steinbach, vice president of MCCI Investment Corp. of Milwaukee, Wis., said his company, the nation's largest mortgage insurer, has upped its coverage to 30 percent of the mortgage, compared with the usual 20 percent to 25 percent.

This increase reflects reduced de-

mand as lenders ration tight and some prospective buyers priced out of the market by interest and high prices.

Druger said the 90 percent designed for the individual good prospects who haven't been able to put together the down pay-

By spreading the risk in a mortgage the private insurers "significant role," in encouraging lending institutions to make loans, Druger said.

# UAW's contracts follow GM pattern

United Press International  
DETROIT — With barely a mis-

step, the United Auto Workers union is quickly adapting its 1979 auto pattern contract to the far-flung and diverse automotive components industry.

There were worries suppliers might not be able to afford the rich pattern written last fall at General Motors Corp. and subsequently de-

scribed as the largest economic settlement ever negotiated in the auto industry.

But many of the largest components manufacturers now have agreed to contracts the UAW said are modeled on the GM settlement, which boosted labor costs an estimated 33 percent over three years for the No. 1 automaker.

A UAW spokesman said smaller

shops aren't necessarily being to meet the pattern — particularly view of the U.S. auto industry rent depressed state and bleak term prospects.

All told, the UAW this year bargain with at least 61 contracts that employ more than 130,000 members, most of them in automotive components.

The list also includes American Motors Corp., whose contracts 10,000 UAW-represented assembly employees expires in September, and White Motor Corp. truck builder with 3,500 workers whose contracts expire in May.

Agreements have been reached with many large-scale original equipment and automotive aftermarket suppliers.

Those companies employ more than 36,000 UAW members.

An exception to the general peaceful talks thus far was Budd of the largest auto industry supplier and among the first to challenge GM pattern. Budd manufacturer variety of stampings, axles, chassis and wheel and brake ducts.

Contract talks between the and Budd stalled early in 1979 and UAW Vice President James Gerber led nearly 10,000 workers a 26-day strike, the first between two in their 22 years of collective bargaining.

Gerber accused Budd of trying to take advantage of deteriorating economic conditions and thus forcing a strike.

"We had no choice," he said. "The workers walked out. If we had accepted the demands of this able company, the Budd workers would be worse off than the Budd workers."

A tentative agreement between the GM pattern was reached in November and overwhelmingly ratified.

GM workers won substantial increases in pensions and other benefits, a 3 percent annual wage and an improved cost-of-living formula insulating wages against inflation.

Additional paid time off. The settlement was extended to the Motor Co., but modified at Chrysler Corp. by government mandate.

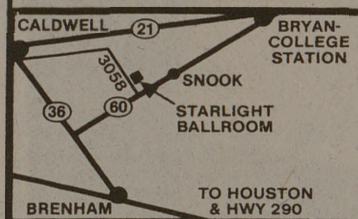
With minor variations, the said its settlements thus far with major auto suppliers have run to the pattern.



**Starlight BALLROOM**

The Finest New Dance Hall in Texas presents

**"Dotsy" Saturday, April 5 9-1**



**SNOOK CHAMPIONSHIP RODEO**

Every Saturday 8 p.m.

Adults \$3.00 Children \$1.50

MSC Great Issues presents Dr. John Hoyle of Texas A&M University speaking on "The Greatest: You Future." Dr.

Hoyle will attempt to portray future society and how the individual will fit in. This program will be presented Thursday, April 3 at 12:30 p.m. in Rudder forum. Admission is free.

**GREEKS: AN AGGIE ADDITION**  
Interested in finding out about sororities?

Texas A&M Panhellenic is inviting you to their 1980 Rush Forum to answer questions you might have about sorority life and how you can become involved.

WHEN: WEDNESDAY, APRIL 2nd at 7:00 p.m.  
WHERE: THE RAMADA INN BALLROOM (TEXAS at UNIVERSITY)

\*Open to all female undergraduates at A&M  
\*For more information call 693-2807

## ARBOR SQUARE APARTMENT

Now Signing Summer & Year Leases

<b>Summer:</b>	<b>1 Bdrm.</b>	<b>150<sup>00</sup> unf.</b>
	<b>2 Bdrm.</b>	<b>175<sup>00</sup> furn.</b>
		<b>210<sup>00</sup> unf.</b>
		<b>240<sup>00</sup> furn.</b>
<b>Fall/Spring:</b>	<b>1 Bdrm.</b>	<b>235<sup>00</sup> unf.</b>
plus elect.		<b>275<sup>00</sup> furn.</b>
<b>Call 693-3701</b>	<b>2 Bdrm.</b>	<b>305<sup>00</sup> unf.</b>
		<b>360<sup>00</sup> furn.</b>

MSC Arts Committee

PRESENTS

## CRAFTS FAIR

APRIL 9-10

RUDDER FOUNTAIN

9:00-5:00

## THE ARMY WILL HELP FINANCE YOUR EDUCATION - IN JUST 2 YEARS.

Making it in college? Then hang in there. But ... if you've already decided to leave because of financial pressures, the Army can help.

Now, if you qualify, the Army's 2-Year Enlistment will offer:

- \* An Educational Savings Plan so you may return to college later.
- Through the Veterans' Educational Assistance Program your contribution is matched 2 for 1.
- \* A \$2,000 Education Bonus.
- \* Guaranteed training.
- \* Other benefits.

Sound good? Check it out. The Army's 2-Year Enlistment with Education Bonus. Also available are 3 and 4-Year enlistments with education bonus.

Call Army Opportunities at

SSG Gary Huey  
1242 W. 43rd St  
Houston, Tx  
Ph 686-3779

Join the people who've joined the Army.

An Equal Opportunity Employer

### QUALIFICATIONS

Teacher - Professor Emeritus TAMU  
Farmer and Stockraiser  
Veteran  
Active in Community and Church  
Family man

I.Q.

### INDEPENDENCE

NO political, job or business obligations. Sufficient income from teacher retirement, social security and wife's retirement to meet financial needs.

### INTEGRITY

Financial and moral integrity a vital personal commitment.

### INCENTIVE

To give a choice of candidates and views in November  
Dedication to the free enterprise system  
Reform of Ad Valorem taxes  
Severance tax on natural resources for education  
Adequate compensation for teachers  
Return schools to teaching our children  
Right to Work

**N.A. McNiel**

CANDIDATE FOR STATE SENATOR  
DISTRICT 5

Pol. Adv. paid by McNiel for State Senate Committee  
Dr. Howard Joham, Rt. 2, Box 146, Bryan, Tx. 77801, Campaign Treasurer  
Campaign Headquarters: 8138 Texas Ave. Phone: 693-1400.

### QUALIFICATIONS

Teacher - Professor Emeritus TAMU  
Farmer and Stockraiser  
Veteran  
Active in Community and Church  
Family man

I.Q.

### INDEPENDENCE

NO political, job or business obligations. Sufficient income from teacher retirement, social security and wife's retirement to meet financial needs.

### INTEGRITY

Financial and moral integrity a vital personal commitment.

### INCENTIVE

To give a choice of candidates and views in November  
Dedication to the free enterprise system  
Reform of Ad Valorem taxes  
Severance tax on natural resources for education  
Adequate compensation for teachers  
Return schools to teaching our children  
Right to Work

**N.A. McNiel**

CANDIDATE FOR STATE SENATOR  
DISTRICT 5

Pol. Adv. paid by McNiel for State Senate Committee  
Dr. Howard Joham, Rt. 2, Box 146, Bryan, Tx. 77801, Campaign Treasurer  
Campaign Headquarters: 8138 Texas Ave. Phone: 693-1400.

## copies High Quality

**3 1/2¢**

- Quick Service
- No Minimums
- Large Orders
- Legal Size 4 1/4¢

OVERNIGHT RATES — 4¢ DURING THE DAY

**Reductions & Dissertations  
Collation & Binding & Padding**

WE HAVE A XEROX 9400 — THE BEST COPYING MACHINE IN THE WORLD!

**Kinko's Graphics, Inc.**  
201 College Main St. (713)846-9508

**GRINS** Appearing  
BEER GARDEN Live  
This Week

WEDNESDAY THURSDAY  
**SNEAKY PETE** **COLE HARRISON**  
\$1.00 \$1.00

4410 College Main 846-9490

FRIDAY  
**LYLE LOVETT**  
SATURDAY  
**STRANGE COUNTY STRING BAND** \$2.00