

Business is good with the U.S. gov't., Clinger says

By W.T. HOLLAND
Collegian Staff Writer

DUBOIS — U.S. Rep. William F. Clinger, along with representatives from federal trade and business agencies, urged regional businessmen Friday to view the federal government as a potential customer. More than 100 representatives from the 23rd district's small businesses and industries were told in a conference held here Friday not to believe negative reports about doing business with the federal government.

Instead, local businessmen were told to contact local service agencies and representatives from the Small Business Administration and the International Trade Administration to find more information on doing business with the government.

The meeting is only one of several Congressional Business Development Conferences that Clinger, R-Pa., has sponsored with trade agencies to urge small businesses to produce goods and services to be sold to the government and to markets abroad.

"Everyone has heard the horror stories about doing business with the government... you don't get paid," said Larry Barletta, representative for the Southeastern Development Association of the Centre Region Council of Governments.

"These stories simply aren't true," Barletta added. "Payments are promptly met, and if they aren't you'll get interest."

With enactment of the Gramm-Rudman budget law, government has become more cost-conscious and is more interested in competition be-

tween many sources for supplies and services, Clinger said.

Clinger added that too many small businesses see government contracts as sole property of the large, established multinational corporations such as General Motors or Kodak.

"A lot of companies could be seeking to provide goods and services to the federal government," Clinger said. "There is a whole range of things we can offer through export and procurement."

"The procedure can be complex. (Local businessmen) all think it is more complex than it is," Clinger said. "One of our jobs at this conference is to get them to say, 'this is something we can do.'"

Clinger added that his district, the largest in the state, has three regional planning committees. These committees offer primary assistance to small businesses looking to sell goods or services to the government under a contractual agreement — a process called procurement.

These local agencies are the North Central Business Development Inc., Northwest Pennsylvania Regional Planning and Development Commission, and the Southeastern Development Association — Council of Governments, Centre County.

"A lot of these companies are not even aware that these agencies exist," Clinger said, pointing to the conference assembly participants, most of whom were talking and exchanging business cards.

Richard Seagrave, assistant regional administrator for the Philadelphia-based Small Business Administration, asked local business-

men in his workshop to aggressively pursue the government like any other client.

Preparation and a personal interview with the procurement officer in the region will land more government contracts than just filling out the correct forms, Seagrave said.

Under revisions to the original Small Business Act of 1953, it is now mandatory for any large federal government contracts over \$500,000, or those vehicles from smaller firms.

Stephanie Davis, of the U.S. Army, said she signed contracts for mostly maintenance and repair of military vehicles, but will also buy parts for those vehicles from smaller firms.

Dave E. Kallas, a member of the audience, said the conference covered many useful aspects of procurement. Much of this information has been used previously in his work for

Coratomic, a medical device firm in Indiana, Pa.

"You have to put forth the effort, and if you're not afraid of the work that is ahead of you in going for a contract, then you stand to make some money," he said.

Kallas said he has gone through procurement procedures with other government agencies including the Nuclear Regulatory Commission and the U.S. Department of Agriculture.

Clinger to business: Explore foreign markets

By W.T. HOLLAND
Collegian Staff Writer

DUBOIS — American businesses should be moving now to become competitive in foreign markets to take advantage of a devalued dollar abroad, said U.S. Rep. William F. Clinger.

Clinger, R-Pa., spoke to local businessmen attending the Congressional Business Development Conference, urging them to consider producing more goods and services suitable for export in the international marketplace.

"We try to do that here and we are accused of an anti-trust violation," Clinger said.

In addition, Clinger said providing a better climate between domestic labor and management is needed to enter the export market.

"For too long there has been an adversarial (selling) relationship between the two... you've got to be a dependable source of supply to deal with foreign nations."

"Pennsylvania has as much to offer to those foreign markets as anyone else."

In a subsequent interview, Clinger added that exporting on the part of small American firms has become much more feasible and realistic than it was just a year ago, but he added that the nation as a whole must meet several challenges to be a competitor overseas.

Among the challenges are: better education, including more emphasis on foreign languages;

re-training the labor force for skilled technical jobs; and relaxation of anti-trust laws.

"We have put too many limitations on our companies that are in the export business now, who want to follow anti-trust laws, and find themselves locked in," Clinger said.

John A. McCartney, trade specialist from the U.S. Department of Commerce International Trade Administration, said businessmen in remote areas such as the central and northwestern Pennsylvania regions do not have access to information on how foreign competitors are quietly entering their markets.

"I think a lot of small businesses in remote areas tend to be less tuned into the latest flow of information of who is here, or whether the foreign competition is already settling into this region," McCartney said.

Foreign countries often target particular state markets in a region for a specific period of time, he added.

McCartney said a strong international market exists for hardwoods that grow in the region.

"In advance of the U.S. market being overtaken by foreign competition, look at what's selling in the international marketplace," he said.

"Meet them before they meet you."

sports

Golden Bear thunders to Masters win

By BOB GREEN
AP Golf Writer

AUGUSTA, Ga. — Jack Nicklaus was down, playing poorly, and his pride was hurt.

The unwelcome, hurting question coming: "When are you going to retire?"

But it was a newspaper article which really enraged golfer's Golden Bear.

"I said I was dead, washed up, through, with no chance whatsoever. I was sizzling. I kept thinking, 'Dead, huh? Washed up, huh?'"

He answered with one of the great performances in golf's long history, a stunning, thundering, magnificent rally that brought Nicklaus a record sixth Masters championship yesterday.

In perhaps the finest hour of a career that is unmatched in golf, he won the 50th Masters by overcoming an international corps of the game's finest players in a dramatic run over the final nine holes at the Augusta National Golf Club, a stretch he played in a record-matching 30.

His round of 65 was highlighted by a 12-foot eagle putt on the 15th hole that pulled him within two shots of the lead. "I remember I had that same putt in '75, and I didn't read enough break," he said.

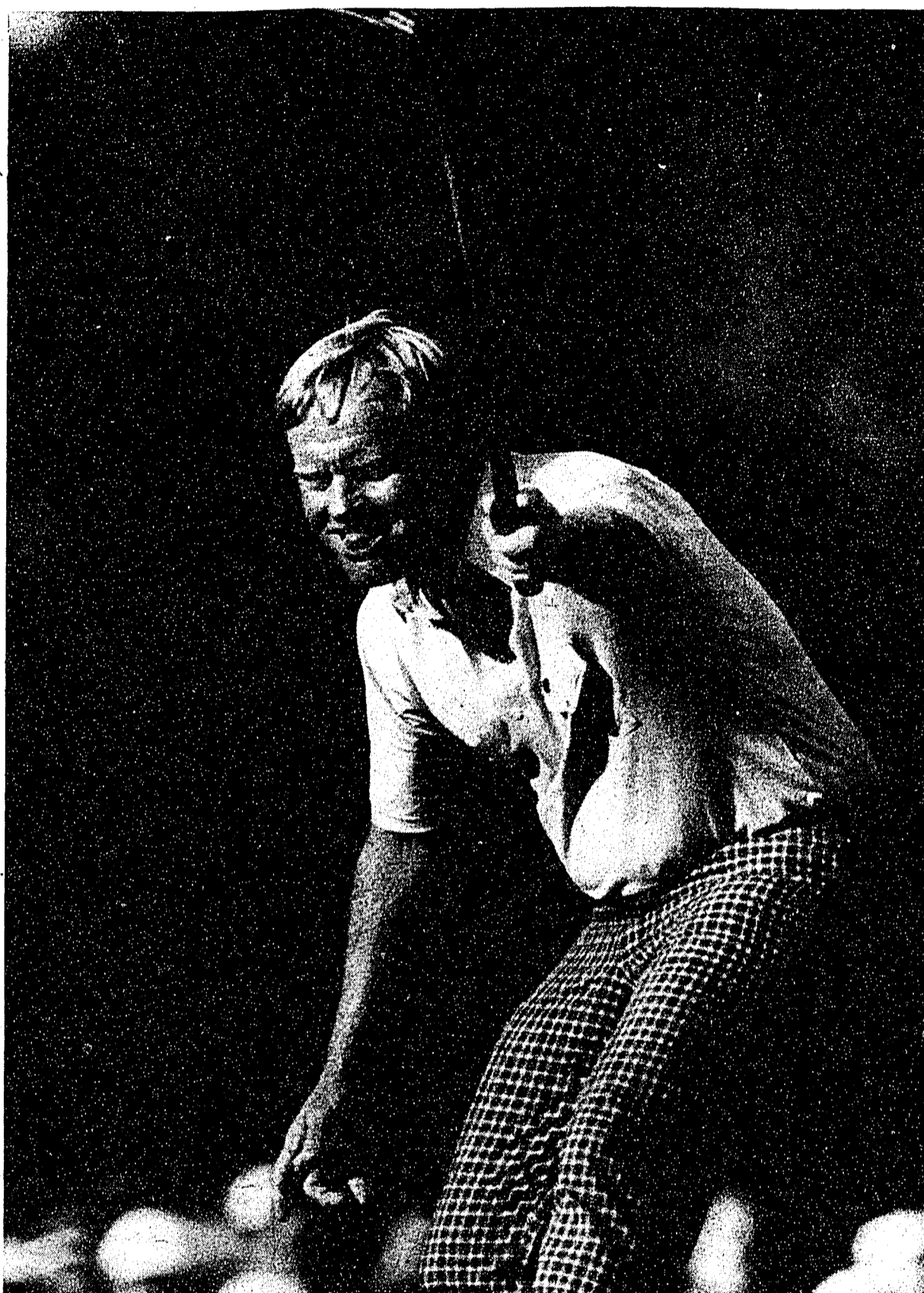
He called on more than a quarter-century of experience, of winning and losing at the game he's played with more success than any other man.

"This was Sunday at the Masters. There's a lot of pressure. The other guys feel it, too. They can make mistakes. I knew that if I kept my composure down the stretch, as long as I kept myself in there, I'd be OK. I kept that right at the front of my mind," he said.

And he was right. Seve Ballesteros made a mistake. Tom Kite failed to take advantage of an opportunity. Greg Norman made a mistake that led to a bogey on the 72nd hole and cost him the tournament.

"I don't like to win a golf tournament on somebody's mistake. But I'm proud," Nicklaus said. "Over the last few years, some people have done things, things I have no control over, that kept me from winning golf tournaments."

"This time a couple of guys were good to me and allowed me to win." The 46-year-old Nicklaus used the



Jack Nicklaus watches his putt go for a birdie on the 17th hole at the Masters golf tournament yesterday in Augusta, Ga. The putt gave Nicklaus the lead and his sixth Masters title.

Toney to miss year for Sixers

PHILADELPHIA (AP) — The

NBA season officially ended for guard Andrew Toney yesterday when the Philadelphia 76ers excluded the injury-plagued guard from their 12-man playoff roster.

The Sixers, who open the playoffs at home against Washington Friday, also left out Kenny Green, a rookie forward obtained from the Capitals in a mid-season trade.

To bolster their ranks at guard, the Sixers retained Michael Young, who originally signed a 10-day contract that expired yesterday, team spokesman Harvey Pollock said.

Young, who came from the Detroit Spirit, was voted the most valuable player in the Continental Basketball Association.

"Concerning Kenny Green, they felt they were deeper at forward than at guard, and Michael as a big guard can add some depth in that position in the absence of Toney," Pollock said.

Toney has played only six games all season. He originally suffered from fractures and bone spurs in his feet. Despite complaints of pain, he was re-evaluated the last week of March under threat of suspension if he refused to play.

After one game, doctors discovered a groin injury and he underwent surgery March 31.

"Toney will begin his rehabilitation this week to prepare for next season," Pollock said.

The Sixers' playoff roster included two players still suffering from injuries: Bob McAdoo and Moses Malone.

Pollock said the team hopes to put McAdoo in the lineup Friday. He injured his knee March 28, the same day Malone's eye socket was broken.

Malone, still wearing an eye patch, will report to practice early this week for the first time since the injury, Pollock said.

"Moses is still hurt," he said. "The only exercise he's had since suffering the injury is riding a bicycle. He's had some dizziness and headaches. We'll have to see what happens..."

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Lady laxers running smoothly

By TODD SHERMAN
Collegian Sports Writer

Saturday was a tune-up day for the No. 1 women's lacrosse team.

What Head Coach Sue Scheetz found in her team's 15-5 win over Rutgers at Lady Lion Field was that all cylinders in the Penn State lacrosse machine are running smoothly.

But don't think that the 9-0 Lady Lion juggernaut does not have any knicks or pings.

"We have some things to work on in being a little bit more disciplined," said Scheetz after her team scored goals on almost every other shot against the Lady Knights. "We were caught sometimes throwing the ball into a crowd when we knew we shouldn't. We want to stop making dumb mistakes — not giving the ball to the other team. If they are going to take it from us, then we have to make them work for it. We need some more work in that area. We were making some turnovers that we really shouldn't have."

Other than that, Scheetz had little else to be unhappy about as Penn State made 15 of 31 shots count for goals. And once again a number of Lady Lions figured in the scoring. Maggie Dunphy led the way with four goals to up her team-leading total for the season to 31. Tami Worley and Amanda Veal each scored a hat trick, while Beth Thompson dished in two. Alix Hughes, Lisa Berger, and Anna Marie Vesco each chipped in one.

Vesco had a particularly good day, as she added three assists to her scoring total. Vesco is becoming an increasingly familiar name on the score sheet and Scheetz noted that she will play an important part in the top-ranked team's continued success.

"She is coming into her own and I think that's what we need — for her to start feeling good about herself out there," Scheetz said. "She has had some good games lately and she is looking better in practice all the time."

With games against upset-minded Lafayette and No. 3 Maryland coming up this week, Saturday's contest with 3-4 Rutgers was supposed to give the Lady Lions a break. But Penn State did anything but coast through the game, and when Worley charged out and scored the first of the first half, the Lady Lions ran up an 8-1 lead.



Penn State's Suzie Jones keeps close to a Rutgers opponent Saturday at Lady Lion Field. The No. 1 Lady Lions defeated the Lady Knights, 15-5 to increase their record to 9-0.

clock. Scheetz said she did not want to get to get off to a slow start, and Rutgers was testing Penn State in the right areas.

"They were a lot stronger than I thought they would be," Thompson said. "Some things Rutgers did, like putting a lot of people in front of the cage to try and stop our passing game, are things Maryland and Lafayette will do to us."

The Lady Knights opened the second half scoring with a goal within the first minute of play. All thoughts of Rutgers comeback died quickly, however, as Thompson and Dunphy answered back with goals within the next two minutes. And when, with 15 minutes to play, Rita Sweeney of Rutgers gave her team a glimmer of hope as she scored to make it 10-3, Vesco and Dunphy slammed the door for good as they pumped in goals 14 seconds, and 1:14 later.

Flyers crush Rangers, 7-1

By KEN RAPPOPORT
AP Hockey Writer

NEW YORK — Peter Zezel had three goals and assists and Tim Kerr scored twice and added an assist as the Philadelphia Flyers avoided elimination from the NHL playoffs with a 7-1 victory last night over the New York Rangers.

The victory tied the best-of-five Patrick Division semifinal at 2-2, and sent the series back to Philadelphia for the deciding game tomorrow night.

On the verge of elimination after losing 5-2 to the Rangers on Saturday night, the Flyers made short work of New York with seven straight goals in the first and second periods.

The tight series has been somewhat of a surprise because the Flyers mauled the Rangers the last two seasons, winning 18 of 19 games prior to the series. Philadelphia had won the Patrick Division regular-season championship with the second-best record in the NHL, finishing 32 points ahead of fourth-place New York.

After Pierre Larouche scored for the Rangers 4:15 into the contest, the rest of the game belonged to the Flyers as Zezel scored twice late in the first period, then contributed a goal and an assist to a five-goal second period that sealed the outcome.

Goaltender John Vanbiesbroek, who had been a game-saver for the Rangers early in the first period, was removed after giving up Zezel's third goal, making it 5-1 at 5:17 of the second period.

The only thing that the crowd of 17,387 at Madison Square Garden had to cheer was Larouche's goal, which came on a 25-footer from the slot on a power play.

Zezel then tied it for Philadelphia at 15:44 when he beat Vanbiesbroek after taking a pass from Iikka Sinisalo. Zezel made it 2-1 at 18:38.

The Flyers wasted little time in the second period as Dave Poulin and Kerr scored in the opening seconds. Poulin, the Flyers' captain, connected from the blue line



Philadelphia Flyers' Rick Tocchet (22) salls over New York Rangers' James Patrick (3) during first-period action of the Patrick Division playoffs in New York's Madison Square Garden last night. The Flyers kept their hopes for the Stanley Cup alive by defeating the Rangers 7-1, tying the Patrick Division playoffs at 2-2.

at 16 seconds, and Kerr punched in a 40-footer at 1:01.

After Zezel's third goal, Rick Tocchet beat substitute goaltender Glen Hanlon at 6:24, and Kerr completed the string with a backhand from the slot at 17:20.

Flyers goaltender Bob Froese, who was shaky in the 6-2 and 5-2 losses to the Rangers earlier in the series, was strong in the nets, stopping 30 New York shots.

North Stars 7, Blues 4
ST. LOUIS (AP) — Brian Bellows and Neal Broten scored two goals apiece as the Minnesota North Stars staved off elimination from the NHL playoffs last night with a 7-4 victory over the St. Louis Blues.

The North Stars' triumph forces a fifth game at Minnesota on Tuesday night to decide the best-of-five Norris Division semifinal series. The winner will play the Toronto Maple Leafs in the best-of-seven division final.

Minnesota's specialty teams dominated the game as both of Bellows' goals came on the power play and Dirk Graham scored a short-handed goal in the second period to break the game open.

Minnesota's Dennis Maruk had a goal and two assists, giving him 11 points in the four games.

Mark Hunter scored twice for the Blues, who were trying to avenge defeats to the North Stars in playoff series the past two seasons.

After the first period ended in a 3-3 tie, Bellows scored his second power-play goal of the game at 2:54 of the second period. Graham scored a short-handed goal four minutes later. After Minnesota had held off the Blues while skating two men short for 1:48, St. Louis managed only one shot on Minnesota goalie Don Beaupre during the power play.