















# Business Backs Youth Exchange World Program

By LeROY POPE  
UPI Business Writer

NEW YORK (UPI) — The future of American foreign trade and peace in the world may depend on the attitudes and judgments of our younger generations worldwide.

Accordingly, President Reagan and a number of large corporations are creating the International Youth Exchange Initiative, which is raising \$10 million to help double to 30,000 the number of youngsters of high school age who in the next three years will go to school and live with host families under exchange programs with Canada, France, Germany, Italy, Japan and the United Kingdom.

The actual exchanges will be carried out by eight private international organizations that have engaged in such programs for years.

Coy Eklund, chairman of the Equitable Life Assurance Society, who is co-chairman of the Initiative along with Charles Wick, head of the U.S. Information Agency, said the corporations making contributions in the program are doing so on an altruistic basis.

But Robert E. Kirby, chairman of Westinghouse Electric Corp. of Pittsburgh, who is a co-chairman of the Initiative, said he sees business benefitting directly and fairly early from the program because, he said, it is urgently important that the attitudes of peoples in the world towards each other be improved.

Kirby has been personally involved in the American Field Service youth exchange program for a long time and had an exchange student living in his home a few years ago. For years, Westinghouse has fostered exchanges between children of its overseas and domestic employees.

Eklund, Kirby and Wick all told United Press International a careful look at past youth exchange programs showed a high proportion of youngsters who came to America to study ultimately reached important positions in government, business and education in their home countries and that can be a great long-term advantage to U.S. business.

The three also said that to understand people of another nation, you have to get to know them in their own homes. Wick explained that foreign youngsters of high school age brought to America under the new initiative will live with American families in their homes for periods of six months to a year.

"The idea," he said, "is to make sure the youngsters really learn how Americans feel and think and that American boys and girls who go abroad similarly learn how people in the countries they visit feel and think."

Thousands of foreign students of college and graduate school age come to the United States every year but, while most of them probably go home with favorable impressions of America, both Wick and Eklund said this is not always the case.

Many of the foreign students already have formed their convictions before they arrive. Living in college dormitories, they often tend to form enclaves of their own and don't get to know Americans or American ideas well at all.

"Bringing high school age kids from abroad and having them live in American homes avoids that pitfall," Wick said.

Kirby emphasized a point made by President Reagan at a recent White House meeting. The president noted that 40 years have elapsed since Winston Churchill asked in a speech: "What other nation in history, when it became supremely powerful, has had no thought of territorial aggrandizement, no ambition but to use its resources for the good of the world?"

The president said too few people in the world today have any memory of Churchill's era and do not realize that Americans still possess the spirit Churchill described.

Kirby said the Youth Exchange Initiative is aimed at closing this generation gap.

# Hotels Computerize Phones; Cost Rises

By RICHARD M. HARNETT

PALO ALTO, Calif. (UPI) — (UPI) — Travelers are finding that the phone calls they make from hotels are often a little easier to make — and a little more expensive.

Technology, and changes in regulations, have enabled hotels to eliminate operators and to automatically keep track of calls. The charges go immediately to the guest's bill.

Hotels are afflicted by the recession, but the market for computerized telephone accounting systems is hot. Manufacturers who turn them out are going full speed.

Western Telephone Equipment Company is one of about 25 companies in the market.

"The last two or three months we have been growing like gangbusters," said Bob Paugh, president of Western Telephone Equipment. "We are adding people and trying to find space to store parts while everybody else is talking about recession and reducing work forces."

The computerized system enables hotels to eliminate operator handling of calls. It reduces disputes with guests, and cuts down the chances for accounting delays and errors. But perhaps the strongest thrust results from changes in regulations beginning several years ago.

Hotels and motels previously could not charge guests more than the telephone company charged for the phone service. Now they can make a profit by buying a telephone service at commercial rates and selling it to guests at a profit.

"Our system enables hotels to take advantage of the recent Federal Communications Commission and state regulation changes which permit the hotels to purchase telephone services at one rate and resell them to guests at a higher rate," said Paugh.

"There is a reduction in direct cost, and an increase in profitability."

Western Telephone Equipment Company calls its system HOTAC for Hotel Telephone Call Accounting Computer. The heart of system is a new Zilog Z80 microprocessor.

"Using that processor we were pioneers in this business," said Paugh. "We estimated we had about 33 percent of the installed systems in October, 1981. To indicate the market growth, a year later we had multiplied shipments seven times but had only about 16 percent of the market. We are now regaining the share we had before."

The first customers have been larger hotels and motels. "The systems at first were cost-effective for big hotels but not cost-effective for smaller ones. We now have a system that will be cost-effective for smaller hotels," said Paugh.

Western Telephone Equipment Company began in 1976 to develop a phone call accounting system specifically for hotels.

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# Blue Book Cars Offers Sales, Service, Rentals

With the price of the average new car today from \$10,000 to \$12,000, there are several reasons buyers are finding the purchase of a good used car from Jim Lash Blue Book Cars a more attractive option than ever.

Because Jim Lash has been in the automobile business for 28 years in this area and has operated his used car sales from the same location at 4114 S. Orlando Ave. (Highway 17-92 south of Lake Mary Boulevard), you can be sure he is not "a here today and gone tomorrow" dealer. You can depend on him to offer the best in service and quality used cars.

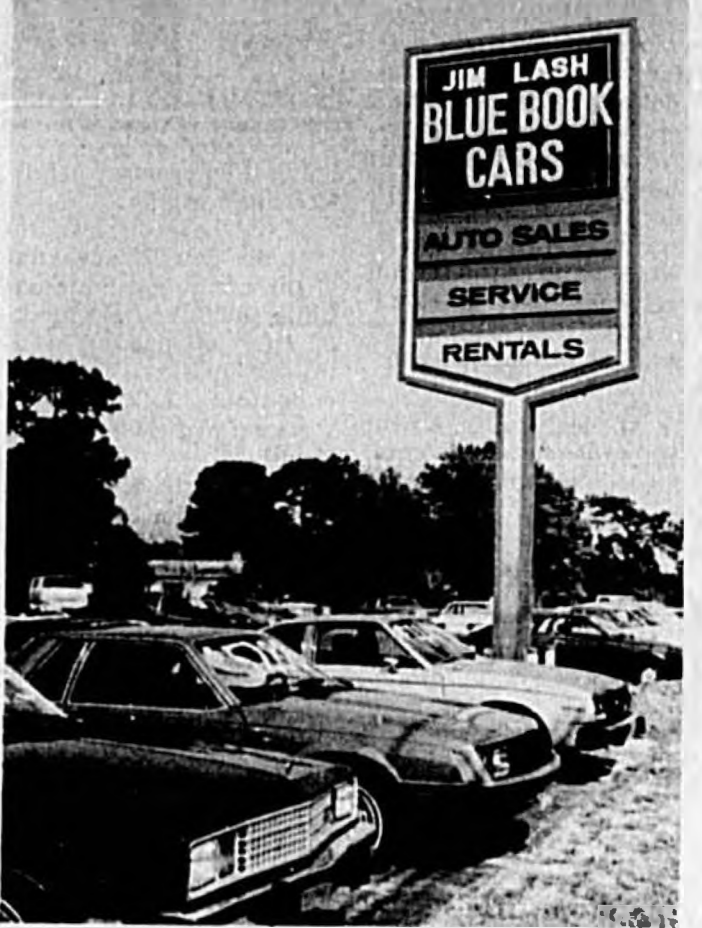
His experienced buyers hand pick his used cars from new car dealers, fleets and private individuals, not in large lots. They are then checked over by the service department prior to selling and must pass rigid inspection. They are then reconditioned appearance-wise as well as mechanically. The detail shop thoroughly cleans the interior, waxes, and buffs the cars and even paints the engine before they go on the lot.

"The biggest expense on owning a car is depreciation," said Steve Lash, general manager of Blue Book Cars, "and with a used car most of the expenditure has already been absorbed by the previous owner. What better way to negate that expense than by having a used car?"

"You pay less for a used car and save on financing," he points out. "As a convenience bank financing is available through us and we also have an agreement with a local financial company."

"We warranty our used cars for 30, 60 or 90 days depending on the make, model or year," said Steve. "Should you have a problem and come back our well-staffed service department is able to take care of it."

Jim Lash Blue Book Cars offers a wide selection of close to 100 used cars including economy cars, family cars, station wagons, sports cars, and luxury models ranging in price from \$500 to \$10,000. They also deal in used trucks and vans.



Jim Lash Blue Book Cars, the sign of dependable cars and service.

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In Seminole County, Orange Hearing Aid Centers have well-equipped testing facilities at 120 S. U.S. Highway 17-92, Casselberry, and at Medco Discount Drugs, 2701-D, S. Orlando Drive, Sanford. Orange Hearing Aid Centers offer a special 30-day trial period, satisfaction guaranteed, with every hearing aid obtained at their office. Everything they sell is unconditionally guaranteed for one year.

Their well-qualified specialists repair and service their hearing aids on the premises.

Irwin Pensack, president of the Orange Hearing Aid Centers, has a master's degree in audiology. Bernard Fisher, a licensed hearing aid dispenser certified by the National Hearing Aid Society, is at the Casselberry center, which is open from 9 a.m. to 5 p.m. Monday through



Bernard Fisher at testing console at Orange Hearing Center in Casselberry

Friday. For the convenience of Sanford area residents, Harry Powers, hearing aid consultant, is in Sanford at the sub-branch at Medco Discount Drugs every Monday from 10 a.m. to 2 p.m. He has the equipment and expertise to test and adjust hearing aids as well as provide service and

repairs. Space-age technology has come to the hearing aid industry, and a hearing aid has been developed that only costs pennies per year to operate. This is a far cry from the \$25 to \$70-per-year operation costs of the average hearing aid. The newer, re-

chargeable aid also automatically controls speech-interfering noises and can be "custom-adjusted" for correct hearing on the spot. Orange Hearing Aid has a full line of hearing aids. For further information call 834-8776 for the Casselberry office.

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## OPEC Now Struggles To Regain Price Power

**By ROZ LISTON**  
**UPI Business Writer**  
NEW YORK (UPI) — The once powerful OPEC oil cartel is struggling to regain its role as arbiter of world oil prices to head off a looming price war.  
The dramatic explosion in OPEC oil prices from \$3.01 a barrel in October 1973 to \$34 a barrel has backfired on the Arab-dominated cartel.  
The meteoric price rise pitched the world economy into recession, spurred conservation and fuel-switching and shrank demand for OPEC oil.  
Non-OPEC producers now have challenged the Organization of Petroleum Exporting Countries to a pricing duel that could drive down world oil prices to perhaps \$25 or even \$20 a barrel.

The market for OPEC oil has sunk to about 14.5 million barrels a day from a record 31 million barrels a day in 1979.  
OPEC has become the oil supplier of last resort because non-OPEC producers in the free world have found buyers for an estimated 22 million barrels a day of their more competitively priced oil.

The 13-nation cartel, which produced 60 percent of the non-Communist world's oil just four years ago and called the shots on pricing, is beset by price defections in non-OPEC countries and even its own camp.

The United States, Britain, Norway, the Soviet Union and Egypt fired the first salvo in the price war by lowering their oil prices after OPEC deadlocked on a plan last month to prevent its \$34 base price from collapsing.

Then Nigeria broke ranks with OPEC and slashed its oil by \$5.50 a barrel last weekend. The OPEC maverick vowed to undercut competitors in a desperate bid to bolster its sagging oil exports.

The stage was set for a precipitous free-fall in world oil prices that could revive the world economy, reduce consumer prices, cut inflation and lower interest rates. But tumbling oil prices also could trigger loan defaults in the poorer oil-producing nations and strain the already shaky international financial system.

OPEC was swift to react and mounted the first global effort to put a floor under oil prices by enlisting the aid of non-OPEC Mexico, Britain and Norway.

Saudi Arabia and four other Persian Gulf members of OPEC met in the Saudi capital of Riyadh last week and agreed to lower OPEC's base price by an undisclosed amount.

Arab sources said the Gulf producers, which constitute OPEC's power base, had decided on a cutback of \$4 to \$30 a barrel in the cartel's benchmark price.

The Gulf producers brandished their oil weapon and threatened to underprice the rest of OPEC unless all 13 members and major non-OPEC producers accepted a unified oil price cut.  
The grandstand play appeared to be paying off.

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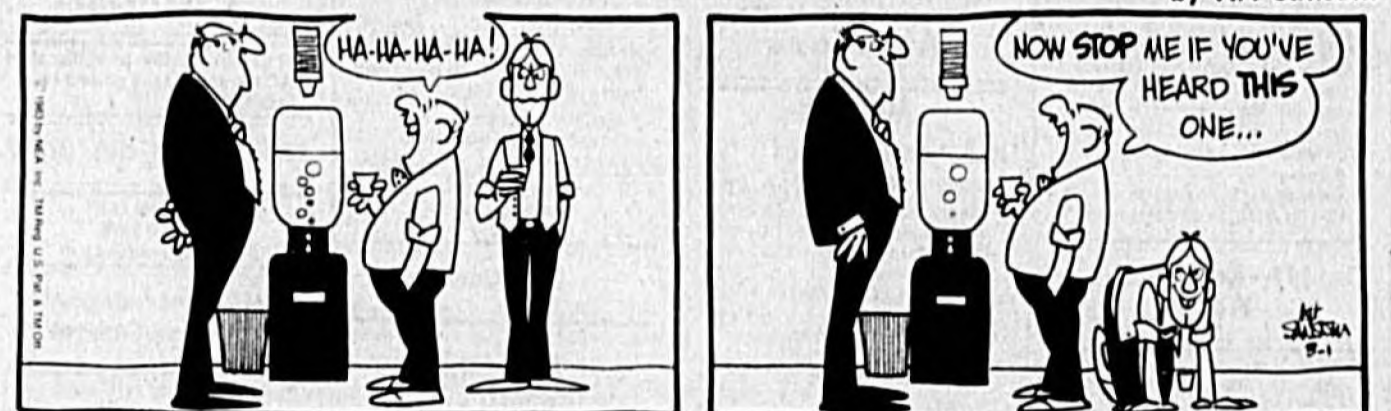
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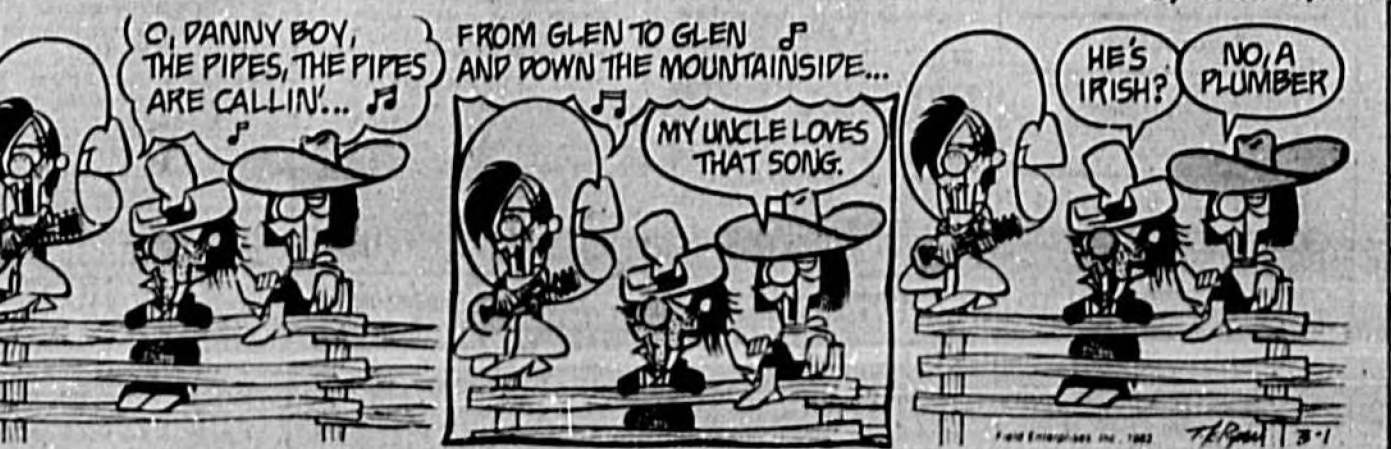
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by Chic Young

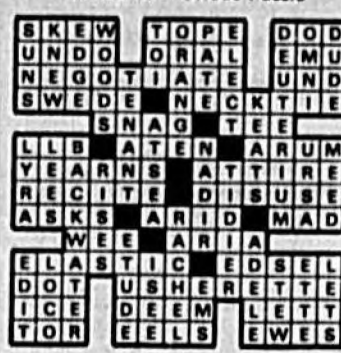
**ACROSS**

- 1 Injured with horns
- 6 Ninny
- 11 Praised
- 13 Actress
- 14 King of the Huns
- 15 Prim
- 16 Definite article
- 17 Asia Minor
- 19 Lysergic acid diethylamide
- 20 Brownest
- 22 Electric fish
- 25 Urchin
- 26 Ogles
- 30 Wild plum
- 31 Naked
- 32 Narrow
- 33 Arm bone
- 34 Ingats
- 35 Hot spring
- 38 Genuine
- 39 Adopt
- 42 Witness
- 45 Hirsute

**DOWN**

- 1 Mountain pass in India
- 2 Declaration of allegiance
- 3 Religious ceremony
- 4 Inventor
- 5 Greek letter
- 6 Suppse
- 7 Curious
- 8 Of the mouth
- 9 Assemblies
- 10 Leased
- 12 Overcome with fear
- 13 Posed
- 18 Genetic material
- 20 Sleeping sickness fly
- 21 Duration
- 22 Abstract
- 23 Singer
- 24 Plunder
- 27 Noel
- 28 Novelist
- 29 Stamp
- 35 Shovel
- 36 Luau food
- 37 Of the ear
- 40 Glossy
- 41 Church council
- 42 Close door
- 43 Journey
- 44 Recedes
- 46 Cut
- 47 First-rate (comp. wd.)
- 48 Companion
- 50 Traitor (sl.)
- 52 Macao coin

Answer to Previous Puzzle



# Illness Can Cause Some Loss Of Hair



**Dr. Lamb**

DEAR DR. LAMB — My son, who is 18, is losing his hair. As far back as we can check, no one in the family has lost his hair. He had a viral infection last year, but so did my other son, and my husband and their hair is OK. Jim also had a setback with toxic poisoning after the viral infection. Now his hair is coming out slowly and getting very thin. Is there anything we can do to stop his hair from falling out?

DEAR READER — Your son's story points up many of the problems of hair loss. He could lose hair from a severe illness as many people do, particularly if there is a high fever. He could have malnutrition associated with his illness; loss of hair does occur with dietary deficiencies, such as those fad crash diets that are frequently advertised.

Or he could have male pattern baldness, which does occur at an early age. This is believed to have a familial tendency but it could occur even if you have no family history of baldness.

So the only sensible answer to an unexplained baldness is to see a doctor. It could even be the result of thyroid disorders. You may need to see a dermatologist. By examining the hair and seeing the pattern of hair loss, the doctor can usually tell a great deal about what the actual cause of baldness or hair loss really is.

Each hair follicle, in both men and women, forms a tiny bit of its own testosterone hormone. One type of hair follicle produces a variant of testosterone that causes the hair shaft to be small or "fuzz." This characteristic is inherited and part of male pattern baldness.

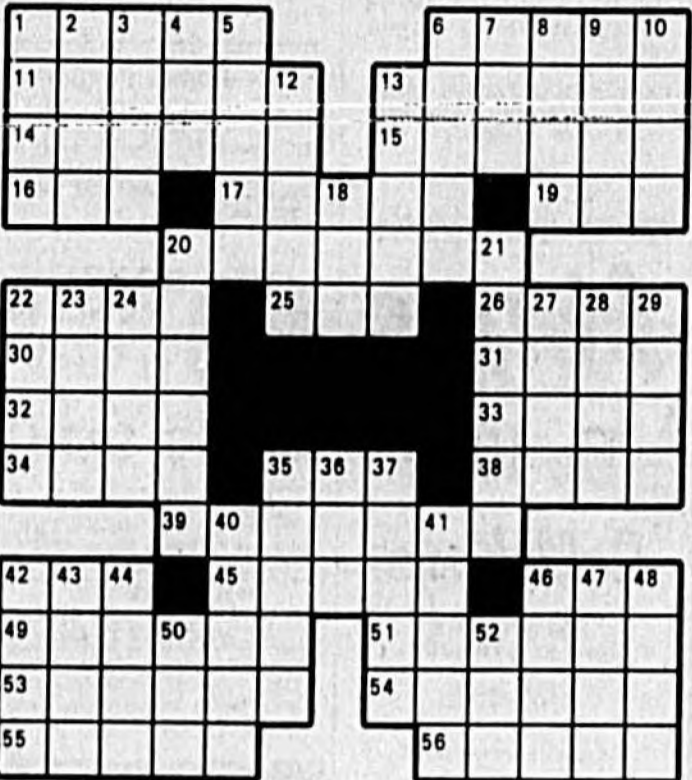
The causes of baldness and things that you can do to decrease hair thinning in men and women are discussed in The Health Letter number 12J-6, Hair Care, which I am sending you. Others who want this issue can send 75 cents with a long, stamped, self-addressed envelope for it to me, in care of this newspaper, P.O. Box 1551, Radio City Station, New York, NY 10019.

I would like to warn readers that many of the highly advertised products or procedures for hair restoration are not useful. Some implants of plastic hair restoration are not useful. Some implants of plastic hair are dangerous and may end up causing loss of what original hair you have left. Don't depend on products from ads to solve hair loss problems.

DEAR DR. LAMB — I have been a widow for three years now. For the past 25 years I have gone to the clinic for an annual Pap test. I had my organs removed when I was 20 (all but the cervix). Do you think it is still necessary for me to have those examinations?

DEAR READER — Yes. While a doctor may discover some other problems with a Pap smear, it was originally used with pelvic examinations for the early detection of cancer of the cervix.

If you had had a complete hysterectomy with removal of both the body of the uterus and the cervix, there might be a good case to say a Pap smear is no longer necessary. There are two main types of cancer of the uterus, cancer of the body of the uterus (endometrial cancer) and cancer of the cervix. The wise use of Pap smears and regular examinations has enabled the early detection of cancer of the cervix and greatly decreased the number of deaths from this once common problem. Since you still have a cervix, you still have the possibility of developing cancer of the cervix, but not endometrial cancer.



## HOROSCOPE

By BERNICE BEDE OSOL

For Wednesday, March 2, 1983

**YOUR BIRTHDAY**

March 2, 1983

You could be more fortunate materially this coming year than you have been for some time. The only thing that could stop you is the misuse of your opportunity.

**FISCES (Feb. 20-March 20)** Your possibilities for profit look exceptionally good today. There's a chance one rewarding situation may generate a spin-off for another.

**ARIES (March 21-April 19)** Do not let your faith waiver today regarding a situation you wish to change or that you feel will benefit others as well as yourself.

**TAURUS (April 20-May 20)** Even though you will be industrious and productive today your greatest advantages are likely to come from the efforts of others.

**GEMINI (May 21-June 20)** Instead of your being reticent about revealing your feelings, let the one you care for know how important he or she is to your life. Be more demonstrative.

**CANCER (June 21-July 22)** The circuitous route you may use to reach your objectives today could baffle the curious observer, yet to you each move will have a purpose.

**LEO (July 23-Aug. 22)** Two essential ingredients for success today are to feel and act lucky. You would be kidding yourself, or playing a role, because these factors will take over.

**VIRGO (Aug. 23-Sept. 22)** A situation you're involved in has far more potential than what appears on the surface. Start digging now to uncover the extra pluses.

**LIBRA (Sept. 23-Oct. 23)** Your demeanor may be a shade mysterious today and others will find this appealing. This aspect adds enchantment because you will not be aware of it.

**SCORPIO (Oct. 24-Nov. 22)** Your possibilities for personal gain are promising today, especially in dealings you'll have with persons you've previously helped. Now it's your turn.

**SAGITTARIUS (Nov. 23-Dec. 21)** Fortunate situations could develop for you today in environments that are sociable and relaxed. Those who like you want to help further your interests.

**CAPRICORN (Dec. 22-Jan. 19)** You will conduct yourself admirably today in matters where you have authority. Your instincts will direct you to be fair and just.

**AQUARIUS (Jan. 20-Feb. 19)** If you apply yourself you should be able today to perceive the outcome of events. Use your judgment as a guide. Map out your plans accordingly.

## WIN AT BRIDGE

one by 2,000 points.

It was impossible to get Norman Kay to give one hand where he had done anything. After much prodding Edgar Kaplan said, "Here is a hand where I took a finesse."

Edgar looked at the dummy and saw that three no-trump would have been the normal contract and far superior to four hearts.

East took his ace of diamonds and returned the suit. Had he returned the ace of spades and continued with the deuce, Edgar would have been down one. As it was, Edgar made a board-a-match play to give his team a win.

The normal way to play hearts is to play dummy's king first. Edgar figured that the no-trump player at the other table would have no reason to try any other play so Edgar won the diamond return with his queen. Then he led the nine of hearts and let it ride. A repeat of the finesse let him pick up the suit and he wound up with five hearts, two diamonds and four clubs for five-odd. His score of 650 won the board by 20 points over the other table.

(NEWSPAPER ENTERPRISE ASSN.)

NORTH		3-1-43	
♦	10 7 4	♠	K J 4
♥	K J 8	♦	K Q 10 2
♣	K 9 6 5	♠	A 2
♥	Q 8 6 3	♥	5
♦	7 4 2	♦	A 9 6 5 3
♣	9 4	♣	8 7 6 5 3
SOUTH			
♦	Q J 8 3	♠	A 10 9 7 2
♥	A 10 9 7 2	♦	Q 10
♦	A J	♣	A J
Vulnerable: Both			
Dealer: South			
West	North	East	South
Pass	2♣	Pass	2♥
Pass	3♥	Pass	1♥
Pass	Pass	Pass	Pass
Opening lead: ♠2			

By Oswald Jacoby and James Jacoby

The Reisinger is the only national board-a-match team event still being contested. Each hand counts as one match, so a win by 10 points counts the same as

**GARFIELD**



by Jim Davis

**ANNIE**



by Leonard Starr