

JOINT MEETING  
SENATE FINANCE COMMITTEE  
ASSEMBLY WAYS AND MEANS COMMITTEE  
MINUTES OF MEETING

JANUARY 20, 1977

The meeting was called to order at 9:30 a.m.

Senator Floyd R. Lamb was in the Chair

PRESENT: Senator Floyd R. Lamb, Chairman  
Senator James I. Gibson, Vice Chairman  
Senator Eugene V. Echols  
Senator Norman D. Glaser  
Senator Norman Ty Hilbrecht  
Senator Thomas R. C. Wilson  
Senator C. Clifton Young  
Assemblyman Donald R. Mello, Chairman  
Assemblyman Eileen B. Brookman, Vice-Chairman  
Assemblyman Douglas Roger Bremmer  
Assemblyman Alan Glover  
Assemblyman Thomas J. Hickey  
Assemblyman James N. Kosinski  
Assemblyman John Serpa  
Assemblyman John M. Vergiels  
Assemblyman Melvin Howard  
John Dolan, Chief Deputy, Fiscal Analyst  
Ronald W. Sparks, Chief Deputy, Fiscal Analyst

OTHERS: M. B. Humphrey  
E. R. Newton  
June Peterson  
Hank Gardner  
M. D. Felt  
Kurt Brown  
William Bible  
John V. O'Neil  
John Nicosia  
John Rhodes  
Robert Bowers  
Ray C. Rude  
Fred Davis  
R. E. Robinson  
Mary Gojack  
Joe Midmore  
Les Kofoed  
Howard Winn  
Nick L. Luskh  
Bob Alkire  
Tom Young  
C. O. Watson  
Arthur Senini  
Jim Steffler  
Joe Mooney  
Frank H. Knafelc

Senator Lamb made the following introduction: Ladies and gentlemen. I had the pleasure of traveling with the Nevada State Chamber of Commerce this fall through the State of Nevada. We made almost every little town in the state from Reno to Las Vegas, back up to Ely, Tonopah, Elko, Winnemucca and Lovelock - all over. We had great experiences and we learned a lot of things. We learned how the people of the State of Nevada felt, at least I think we did. And these gentlemen sitting here at the front table accompanied us on this trip and we thought then it would be a good idea for them, if they would, to come here and talk to us as representing the people of the State of Nevada and tell what they felt the people wanted and what their priorities were. So I am going to start off this morning by calling on Mr. Ted Hermann as our first speaker.

(Mr. Hermann's remarks are attached.)

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Senator Lamb next introduced William Wright from the Las Vegas Review Journal. (Mr. Wright's remarks are attached.)

Senator Lamb then introduced Bill Kottinger, President of the Greater Reno Chamber of Commerce. (Mr. Kottinger's comments are attached.)

Senator Lamb introduced Fred Dressler from Gardnerville. (Mr. Dressler's speech is attached.)

Senator Lamb introduced the final speaker, Mr. George Aker, President of the Nevada National Bank. (Mr. Aker's remarks are attached.)

Senator Lamb thanked the speakers and asked if there were any questions from the committee members.

Mrs. Brookman asked if women were included in the tour group. Mr. Hermann advised that in previous years there had been women on the trip and that they were most welcome.

Senator Echols observed that he felt the meeting carried a strong impact to those present and he hoped that the message would be carried to the citizens of the state through the media. He felt if people understood the problems as listed by the speakers, it would go a long way toward solving the problems in the state.

Mr. Hermann replied that the business community had been slow in realizing that the younger generation were not always aware of the principles on which the country was founded and by which it had grown. Businessmen had been late in recognizing the need for the private sector to become involved in educating the people. He said they are now giving of their time and effort to carry such a program forward. However, they are presently under a disadvantage of having to make up for lost time.

Senator Lamb closed the meeting by saying that he, personally, had felt that every speaker had left a message. They showed pride in Nevada's independent spirit, its solvency, and agreed in general that most Nevadans did not want to rely on the federal government.

He thanked the speakers and said he hoped they would return at another time so that everyone could hear from them again.

The meeting was recessed at 10:45 a.m.

RESPECTFULLY SUBMITTED:

  
MURIEL P. MOONEY, SECRETARY

APPROVED:

  
FLOYD R. LAMB, CHAIRMAN

TESTIMONY BEFORE SENATE FINANCE COMMITTEE AND ASSEMBLY  
WAYS AND MEANS COMMITTEE MEETING IN JOINT SESSION ON  
JANUARY 20, 1977  
NEVADA LEGISLATURE

I am Ted Hermann of Reno, President of Nevada State Chamber of Commerce Association. In business I am President of Trans Western Leasing Corporation, developer of Pacific Freeport Industrial Park in Sparks; I am also President of Pacific Freeport Warehouse Company which is the largest public warehouse operation in Nevada. We now operate 690,000 square feet of warehousing, all built within the last ten years. By the end of 1977 our facilities will total over 1 million square feet. Our clients are all headquartered in the Eastern United States or in foreign countries. Nearly one-half of the products we handle are imported from some 15 foreign countries. We handle over 1 million pounds of product a day.

This information is not only for personal background, but to give you some profile of an industry which in Northern Nevada is second only to tourism. Since I came to Northern Nevada 15 years ago the distribution warehousing industry has grown to total over 12 million square feet and represents an investment of over \$150 million. Warehousing in Northern Nevada provides nearly ten thousand year round jobs and expenditures for wages, utilities and supplies of something in excess of \$300,000,000.00 a year.

Growth of this industry is currently over 10% a year and trending upward.

While this describes a Northern Nevada industry, I believe the same story may be told shortly regarding Southern Nevada--and possibly on an even larger

scale. But the critical factors in the future of this industry are in the hands of this legislature and they are these:

1. No new taxes.
2. A balanced budget
3. Continuation of Conservative, responsible government which does not capitulate to pressures from fringe groups that represent the extremes in our society.

You may be interested to know what factors corporate executives consider important in deciding on Nevada for distribution warehousing. Here they are in the order of their importance.

1. Geographical location with regard to Western Markets.
2. Transportation services.
3. Climate - 2 kinds - business climate - where profit is not a dirty word
4. Atmospheric climate - dry - mild average temperature.
5. Labor - "a fair days work for a fair days pay!"
6. Freeport law - Nevada's law is a constitutional amendment - most other western states have a legislated law.

Nevada's legislature has a great influence over 4 out of 6 of these important factors - in fact all factors except location and atmospheric climate. Responsible, conservative government will see that transportation serves the public need and convenience. But even more important, the legislature needs to assure a favorable business climate. Business will pay its fair share of taxes, but it wants to know that government is not attempting to do the impossible; such as live beyond its income or tax beyond the point that private enterprise can make a profit and

survive. Labor's willingness to give a fair days work for a fair days pay in the private sector depends to a great extent upon the way government operates in the public sector. If government does not practice good stewardship of public money and if government bureaus are allowed to waste human resources, the quality of the total labor force will deteriorate.

Nevada's Freeport law, far from being a give away to commerce and industry, is only as good as the state government which administers the law. So called tax benefits of Nevada's Freeport Law do not surpass those of other Western States. The attractiveness of Nevada as a freeport state depends almost completely on the fiscal responsibility of state government.

The single most important responsibility on the shoulders of this legislature is to see that the budget of the state of Nevada does not allow expense to exceed income!

In the fall of 1972 Harley Harmon, Sr. was President of the Nevada State Chamber of Commerce Association. Harley felt there was a need to tie together the scattered communities of Nevada's 110,000 square miles and to back the legislature of 1973 as a state united in common goals for all Nevadans. A bus was chartered and some 35 business and political leaders left from Las Vegas returning five days later after a loop of the entire state.

Two years later, in the fall of 1974, the trip was repeated again under Harley Harmon's leadership.

In 1975 I was elected to the State Chamber presidency to succeed Harley Harmon. Last fall the state tour originated and ended in Reno and a total of 45 participated. Our first stop for a mid-morning coffee break was Ormsby House here in Carson City where we met with Governor Mike O'Callaghan. Governor Mike

gave us his solemn pledge that he would submit a balanced budget to this legislature which he has done. He also stated that he would support changes by the legislature as long as the total budget did not exceed expected income. From Carson City our tour went to Yerington for lunch to Hawthorne for an afternoon coffee break and then to Tonapah for dinner and overnight. At each of these stops we met with local groups - Chambers of Commerce, Service Clubs and Civic Officials. The format was generally the same. I explained that the purpose of the tour was to unite the State to encourage local citizens to let their wishes be known to legislative representatives and to share with them the good news of Governor O'Callaghan's balanced budget with no new taxes. Our reception was always warm and hospitable in the way only Nevadans can do it. And at each stop local spokesmen made it clear that they support private enterprise, they want responsible conservative state government and they want the state of Nevada to live within its means with no new taxes!

One other fact came out loud and clear throughout our trip, Nevadans do not look kindly upon the bureaucratic bumbling and wastefulness of our Federal Government. Over 68% of our state lands are under Federal ownership and most Nevadans think that is too much.

After our first night in Tonapah, our tour took us to Beatty for a coffee break at the Community Center; to Las Vegas for a joint luncheon meeting with the Chambers of Commerce of Las Vegas, North Las Vegas, Henderson, Moapa Valley and Boulder. Later we toured Hoover Dam and returned to Boulder City Chamber of Commerce for afternoon coffee.

After staying overnight in Las Vegas we stopped briefly in Alamo and Caliente, then had a great luncheon meeting in Pioche with the people of that area. We stopped

overnight in [redacted] and had a great evening with the wonderful warm-hearted people, who have recently suffered economic hardships created by over-reaction by the Feds in problem solving.

Next morning we had coffee, fresh warm rolls and Greek cheese at the bakery of Mama Pavlakis. Later we had coffee at Eureka, lunch at Austin, a brief stop at Battle Mountain then overnight at Elko and dinner with an enthusiastic and sizable turnout of people from Elko, who have come a long way at solving their problems.

Our fifth and final day included a luncheon meeting in Winnemucca - afternoon coffee in Lovelock and then a return to Reno.

The Nevada Chamber's 1976 State Tour participants were known as Teddy's Rough Riders and they had badges, Western hats and saddlebags (briefcases) inscribed with the words "Teddy's Rough Riders" and "1976 State Chamber Tour". We traveled over 1500 miles, met hundreds of Nevadans from every part of the State. We visited with each other on the bus making new friends and renewing old friendships.

Gentlemen, I have made this tour 3 times. I was born and raised in the West. Nevadans are good people. They are no-nonsense people. They believe in honest work, in private enterprise and they say they have had enough government and enough taxes. Nevadans love their State and they know if Nevada spends more money than it takes in, the quality of life in Nevada will start a long decline.

Examples of what happens when government spends beyond its means are all around us. New York City, once the business capitol of the world, is bankrupt. When U. S. taxpayers came to the aid of New York City, we didn't cure her illness, we made her a cripple! Other cities are not far behind - Detroit could be next -

Boston that. Then at least a dozen other U. S. cities.

Now New York State is in serious financial trouble, Massachusetts is ailing. Several other states have all the symptoms.

30 years ago Great Britain, once the most powerful nation in the world, started on a social experiment. One that was urged by over reactionary extremists encouraged by the equivalent of today's environmentalists, and nurtured by the intellectual elite. Incidentally, the intellectuals haven't changed in 30 years-- what England had then--we have now.

Today Great Britain is Broke! And pouring into Carson City from interstate highways 395 and 50 are out of state organizers, the environmentalists, the "do gooders" (with other people's money) and the ones who expect to gain the most, the intellectuals, (Those with no risk capital, Those with no investment). These are the darlings that advocate increased benefits, expanded welfare, more and more for education because these areas are the playing fields of the intellectuals. And their ever increasing needs and their crisis causes are the ones that bankrupt New York and broke Britain.

It's an old saying--"There's no such thing as a free lunch--somebody has to pay." Governments do not create wealth, they consume wealth. Only profitable, productive, enterprise can create wealth. Only the creation of wealth by profits can cause investment of capital which creates jobs. The total tax burden in the United States has already discouraged investment in capital spending. Any new taxes in Nevada will be self defeating. Deficit spending will be self destructing.

Presented by E. Ted Hermann



TESTIMONY BEFORE SENATE FINANCE COMMITTEE AND ASSEMBLY WAYS AND  
MEANS COMMITTEE MEETING IN JOINT SESSION ON JANUARY 20, 1977  
NEVADA LEGISLATURE

Senators and Assemblymen: I am Bill Wright, Vice President and General Manager of the Las Vegas Review Journal.

My claim to fame is that I have been able to make this trip three times and study history under Senator Lamb and Senator Ashworth. I can assure all of you, if you have never had this experience, you will learn something about your state that you have never dreamed about and I wish that some time all of you could make this trip. It's a wonderful thing. I have traveled over 5,000 miles on this bus in three years and I think I have been making trips in between in every hamlet and city in the state - that's my hobby - and I love it.

I can echo some of the things that Ted mentioned on this trip that I thought were of importance, and one is that in visiting various communities in the state I came away with the feeling that the average Nevadan is extremely individualistic; he's independent and he's most certain in telling you about it. Whether they are Republicans or Democrats, they all seem to proudly bear the badge of being conservatives.

I would ask them what their political beliefs were and they would hedge a little bit and then we would start talking conservative government - conservative feelings.

However, this does not diminish the fact that we do have some problems in the state. I think when we travel we pick up some of these things - highways, medical services were brought up several times; also transportation problems, airline services and all. I feel that although I live in the heavily populated part of the state, that these problems are the problems of our state. I mean that I think that Las Vegas is vitally concerned in services in Ely, Elko and some of our outlying areas, and it should be this way. I think that one of the things that sums up a feeling from a great number of these people is that they would like less government and more services from the government that we have and we should stay on a conservative way.

Thank you very much.

TESTIMONY BEFORE SENATE FINANCE COMMITTEE AND ASSEMBLY WAYS AND  
MEANS COMMITTEE MEETING IN JOINT SESSION ON JANUARY 20, 1977  
NEVADA LEGISLATURE

Bill Kottinger, President of the Greater Reno Chamber of Commerce

Senator Lamb. The impression that I got from the trip (and it was the first opportunity I'd had to attend the bus trip) was that it was a real privilege to be in a bus for five days with people like Senator Wilson's father who knows the history of our state and to be exposed to the residents of Lincoln County. And I have to say, Senator Lamb, that I have a deep and abiding respect for the citizens of Lincoln County and I'm never going to cross the citizens of Lincoln County.

The attitudes of the people that we met on our trip have already been described by the two previous speakers. I can tell you that I think I can sum it up in a simple comment I heard by a business man in Ely as he addressed our group - and there were forty-five of us there. He said, "We don't expect much help from Washoe County; we don't expect a heck of a lot of help from Clark County; and we don't want to get too much help from Carson City; we just want the opportunity to help ourselves." I saw that as typifying the attitude of the people we ran into.

There is one other observation that I would like to make and that is that everywhere we went we heard of the problems that the citizens were having with the Bureau of Land Management. That seemed to be the first comment that we heard in every community where we went.

I'd like to tell you more about the adventures of the bus trip but I think I had better sit down and turn this over to Mr. Dressler.

Thank you very much.

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MEANS COMMITTEE MEETING IN JOINT SESSION ON JANUARY 20, 1977  
NEVADA LEGISLATURE

Mr. Fred Dressler, Rancher from Gardnerville

Chairman Lamb: Honorable Members of the Committee and the Legislators: I feel highly honored to have been asked to be in the company of the group who went on this trip. You've heard the resume of what happened and I can tell you a lot of things but we haven't got time. I learned more about the State of Nevada - there were two comedians on the trip, one of them was Floyd Lamb and the other was Keith Ashworth. They told us about everything that went on down in that country and how they knew it and the various things that went on.

I'll tell you this - being a rancher, it's very enlightening to learn all you can about the other fellow. We basically are people who are custodians of the soil. We're looked upon as God damned ranchers. Well, I'll tell you how we feel about that. My grandfather probably walked part of the way and drove an oxen getting here in 1860, one year after they discovered Virginia City. And he told me about experiences that will give you an idea of the endurance a man had to have to do that. He said out here on the Forty Mile Desert, he stooped down to drink rain water in a wagon rut, behind the wagon. These are some of the things over the years I think we should look upon as being very precious to us.

However, in ranching we face up to these things, you can have all the laws and legislation you want, but when we go out we face the weather, we have to face up to these things as they are. And these climatic conditions occur in our part of the world, part of the existence that we have to exist on.

I refer to that picture as a good example. The artist has portrayed a lot in that. That's a dilapidated, leaky water trough. It needs repair and I'll comment on that this way - that in order for the BLM (and I think Norman will back me up ) if that was on BLM land the first thing you'd have to do to get permission to fix it, you'd have to get an AMP, your allotment would have to be in compliance with an AMP - you see us fellows in the cow business have to learn all this damned stuff - AMP is an Approved Management Plan, but before you can get an Approved Management Plan you have to have an EIP. And before you can get an EIP, they say it's going to be 1984. So you can see what faces a cattle man today.

Just to show you. My son would have been here this morning but he told me - we have a bulldozer to bulldoze some willows up in Alpine County on a little piece of property we've got up there. And this man was bulldozing these willows; it's advantageous to do this at this time of year because the ground is frozen and when you hit that

willow with a bulldozer you clip it, otherwise it peels the roots and tears up our soil. So he was working up there and a man from Fish and Game came along and said, "I have to tell you a certain thing, might have to give you a citation." This fellow kind of blew up and the fellow said, "Just a minute, I didn't know if you knew about it, but you can't cross the river with that outfit without a permit." So you can see what has happened in the area of us fellows.

If you want a feed lot you have to have an environmental impact and you have to get all these various things to conduct it. Now the point I want to raise, I don't want to take up too much time - I could take up all the rest of the day if you want to listen to me but I didn't come here for that purpose, but you people who don't understand enough about agriculture, I hope you will learn more. Right out here in Carson Valley, this is an example of it and I'm going to leave it here and invite you all to come out. Wally Peterson asked me to do this. We've got a program - it's on the 26th of January - right now the impact that would hit agricultural enterprises out there in Carson Valley is greater than the operational economics that they can endure. They went out there several years ago, we've had several floods, and in order to make things better, they made them worse. They took the Army Engineers and went out there with bulldozers and stripped all the growth, trees, and what not off the sides of the stream and deepened it. In so doing the diversions that used to be conducted when I was a kid (I could get out and wade up to my waist to drag a tree in, and cut some willows and put some straw in) well, what's happened is that they gutted this stream and there's no place for fish to live any more because they took all the turns out of the river. If you want to observe nature, nature always runs the stream in a curve. They say the Humboldt River is the longest river in the world and it's long because it curves and when you take all the curves out and you've got you some that reach the level... with all the sediment that's in the valleys up there and you couldn't get water out. That's what's happened up here.

So that basically there are three main reasons for all human activity and we are in the process today, as I see it, we are legislating two things - money and law. Money and law, we are just galloping along with money and law. Somewhere along the line you are going to have to get some food. If you disregard this first element, food, it won't make any difference - you won't need any clothes and you won't need any shelter. I say that to you in that light because these are things that are fundamental.

My grandfather came here an illiterate German immigrant; he laid the foundations for what we have out here. I'm for higher education, I'm for educating people to the full extent of their ability to consume it, but I'm not for the full extent of putting people to work driving busses and arguing about how much they are going to get and how much teachers ought to get to join unions and all of this sort of thing.

You'll come up with four things: legislation for regulation; regulation for stagnation; stagnation is going to create extermination of private enterprise. Private enterprise is the only place where money is earned and you have to earn it to have it. You have to have a profit to exist. I just want to impress that we have to exist out there. I can't stay in agriculture if I don't pay my taxes, if I don't pay my labor, and if I can't make a profit. We have been going along the last few years, several years; this is staggering and it's concerning because how much longer will banks and financial institutions be allowed to loan money to people who can't pay it back. These feed lots are losing money. I have a bunch of steer and just to be practical I just sold a bunch of them - 500 and some odd head of cattle. I had them in a feed lot and they're not paying - \$21,000 a month. So I sold them the other day to somebody who thinks he can do better. This is what is going to take place if we have to continue to borrow money to operate; we're borrowing money on our equity and we're gradually eroding our economic structure and our position. I just have that message and I want to say everywhere along where these other gentlemen have already commented, that everywhere we went it was highly emphasized "Just let us alone. Help us help ourselves." This was very emphatic.

I'd be glad to take my time any time any of you gentlemen want to come out. Just let's get down to the bottom of this thing. Let's get basic. Let's see that we have a proper way of approaching these things. Don't just go in here and appropriate money. Some days a bunch of school teachers come along and they watch the assessment and they watch the value that's set instead of getting the budget set after, they set the budget before or they set the budget after - they watch the assessment and they know how much value there is in the town, then they turn around and try to consume everything there is.

I'm happy to be here again and I want to tell you it's heartening to know some of the legislators. I'm sure that everyone has a sincere desire to do what's right for Nevada. But I think some of you, that probably are misinformed and not fully informed, should find out what your position is. Don't act because somebody else says it's a good thing, find out yourself. My father said, "If you don't know what to do, don't do anything."

Another thing I'd like to impress on everybody in Nevada. I believe people in the north should vote for what's good for Las Vegas if Las Vegas says it's good for them. We don't have any room for partition fences in this state. We should encompass ourselves and do what's good for our state. My dad always used to say you can always tell when you're getting out of Nevada; he traveled around and we wondered why would he make that comment. "Well," he said, "You can always tell when you're getting out of Nevada because the land gets better." Let's stay here in Nevada and whether or not our land has made it, let's not do anything and put up legislation that's going to hurt anybody. Let's have the greatest of togetherness in this state.

Everyone who hasn't had that trip that we took, should take it. We need a solidarity in Nevada. I'm sure that you people feel that way. But I just want to impress on you, I'm just a common rancher out here. I have to go out here and herd these cattle around; I have to face up to the elements. It's said that the buffalo is a native animal and never turns his tail to the storm. The buffalo always faced the storm so when the storm was over he was on top. So let's all you people face the storm and let's keep on top.

Thank you.

TESTIMONY BEFORE SENATE FINANCE COMMITTEE AND ASSEMBLY WAYS  
AND MEANS COMMITTEE MEETING IN JOINT SESSION ON JANUARY 20, 1977  
NEVADA LEGISLATURE

Mr. George Aker, President of the Nevada National Bank

I'd like to take just a moment today, Senators and Assemblymen, to talk about what I think is a unique opportunity facing the State of Nevada this fiscal year. We all have been concerned about the supply of capital to support further growth in the state. It's got to be a key concern for all of us. The Colorado River Resources Division is going to be selling a very interesting issue, about a \$60,000,000 issue probably out toward October of this year and we think that is an issue that has great impact not only for the public sector but also for the private sector for this reason. We think it's probably the first realistic opportunity to get a AA rating on State of Nevada general obligation issues. We feel that the ability to attract out-of-state money or money-center money into our state is dependent on that overall credit worthiness of the State of Nevada. This should be a bellwether issue.

I'd like to speak for a short moment about what's been happening over the last two years. Ted Hermann spoke of the fiscal state of New York and it's interesting to think back to 1975 when New York City could not sell, New Jersey was paying about 7% tax exempt yield in order to sell and at that time it was really heartening to see our Parks Division selling a small issue and having about eight money-center syndicates coming in to the state to buy at .0495. New York City can't sell, New Jersey is at 7%, Nevada's at under 5%. It was a very, very good thing. I think what's been happening over the past two years is that Nevada has become extremely attractive, very credit worthy to money-center pools' capital.

We find that based principally on the fiscal solidity of this state, our ability to come through the last biennium with a surplus has been extremely important to this state in the past two years and longer than that. My feeling is that the State of Nevada is going to occupy a preferred position in national money markets. We know that some of the private long term money sources that have been in this state in the past will no longer be present in the future. We are going to need that kind of solid support. So my plea to the citizens of the state, and representing our bank and parts of the banking community, is that you approach the budget for this year with a strong sense of concern for that surplus that we have retained from the past. Through that kind of demonstration with proper fiscal planning in the retention of the surplus, we can continue to embellish the credit reputation of the State of Nevada and I assure you not only will the state pay less interest on its obligations but we feel that the capital formation process for the future will be greatly enhanced.

Thank you.

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SENATE FINANCE COMMITTEE

Joint with Way & Means

ROOM # \_\_\_\_\_

DAY \_\_\_\_\_ DATE 1-20-77

NAME ORGANIZATION ADDRESS PHONE NUMBER

\*NOTE: PLEASE PRINT ALL THE INFORMATION CLEARLY!!

M.B. Humphrey	Reno Chamber of Commerce	Reno	323-8288
E.H. Newton	NTA	CC	882-2497
JUNE PETERSON	CARSON Chamber	CC	882-1626
Frank Gardner	MALLORY ELECTRIC	CC	882-6600
M. D. Felt	Nevada M/Vs Assoc	CC	883-1580
Kurt Brown	CAPITAL BEVERAGES	C.C.	882-2122
William Biske	BUDGET DR.	CC	885-4065
John V. O'Neill	FRONTIER TRAVEL & TOURS	CC	882-2100
John Nicosia	ALIE'S FLOWERS	CC	882-8490
John Rhodes	Reno Chamber of Comm	Reno	786-1520
Robert Bowser	NIV ADEN Realtors	Reno	786-1553
Ray C Rude	Arcadia Air Products	Reno.	359-3000
FRED DAVIS	GREATER RENO cofc & NEVADA cofc.	RNO.	786-3030
R.E. Robinson	Assemblyman	L.V.	
Mary Hojack	Senator		
Joe Midmore	Soft Drink Assn   Inaugural Tobacco Tax Council   Agents	Reno	747-4986
Les Kofoed.	Gaming Ind. Assn. of Nev.	Reno/Carson City	323-4129 523-6546
Howard Winn	Nevada Mining Ass	Reno	323-8575
NICK L. LUSIKH	Reno Coa C.	reno	825-9698
Bob AlKite	Kennecott Copper Corp.	McBill	235-7741
Tom Young	Sierra Pacific Power Co.	Reno	789-4565
Bo Watson	Southern Union & Street	<del>Reno</del> <del>Carson City</del>	358-1811
Arthur Senini	Beacon Dist Co.	Reno	323-3101
Jim Steffen	Str. Reno C. of C.	Reno	786-3030
Joe Moorey	Moorey Dist Co.	Reno	329-1151