

# DAILY NEXUS

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University of California at Santa Barbara

Wednesday, July 30, 1975

## U.C. Staff Employees Charter Labor Union

By Ben Kamhi

Staff employees of UCSB this week applied to the national headquarters of the American Federation of State, County, and Municipal Employees (AFSCME) for a charter to the Conference of University of California Employees (CUCE). The



Acting CUCE President

Suzanne Manriquez.

photo: Ben Kahmi

AFSCME is an affiliate of the AFL-CIO.

Registered on this campus as an employee organization since the beginning of July, the CUCE has also organized itself on the other eight University of California campuses. UCSB will be the last to receive its charter. Acting President of the soon-to-be UCSB local and A.S. Accountant Suzanne Manriquez is confident that membership here will rise extremely rapidly

once employees overcome their initial fears of being "among the first in the union." Within the next 60 days all nine UC campuses will be chartered in the CUCE.

### LABOR BILLS

Technically, the CUCE is not a labor union, as the employee organization is denied the right of collective bargaining by law. Several labor bills, most prominently SB4 now before the State Senate and AB 119 in the State House, both introduced by Governor Brown, would give all public employees the right to arbitration through collective bargaining. Brown's bills are the most acceptable to the labor lobbyists. According to Duffy McHugh, a UCLA shop steward actively aiding the organization of the UCSB local, these bills are only "tolerable", yet he is hopeful of positive legislation.

Art Lightfoot, President of the CUCE and Vice-President of the UCLA local, is looking forward to the legislation, although if passed, it might not take effect until 1976.

Though observers speculate the chances of either of Brown's bills passing to be about even, legislators will have to deal with AB 1781, a bill sponsored by the California State Employees Association (CSEA). Many employees at UCSB feel that the CSEA is largely a management-oriented organization and contend that

their bill does not contain adequate provisions for collective bargaining.

The right to collective bargaining, however, is not totally vital to the success of the CUCE, states Lightfoot adding, "Collective bargaining is not necessary for employees to achieve things locally."

A UCLA custodian and organizer of the UCSB local, Charles Atkins states that the AFSCME will strive to settle individual and collective grievances. Atkins maintains that by organizing, employees can gain greater control over their working lives, and stresses that the organization he represents is primarily interested in the individual.

McHugh is adamant that the public sector of labor needs unions as much as the private sector, stating that "while private settlements have resulted in a 12 per cent increase in wages, public settlements are half that." Atkins added that wages are not the primary issue though.

### GRIEVANCES

A large number of campus employees believe that the presence of the AFSCME on campus will be beneficial to them. The organization will provide an alternative outlet for grievances since many workers agree that present outlets are inadequate.

(Cont. on p. 8, col. 4)

### Five Charged

## Leg Council Reps Termed Ineligible

By Becky Morrow

Five representatives of A.S. Leg Council have been declared ineligible, reliable sources have revealed. Four members of the Students for Collective Action (SCA) slate, Rep-at-Large Regina Jackson and Off-Campus Reps Joyce Gould, Martha Menchaca, and Jovita Valdez, as well as Independent Rep-at-Large Beth Amestoy, have failed to meet the eligibility standards stipulated in the A.S.U.C.S.B. Constitution. They will be given the opportunity to appeal this decision in the fall.

In order to be eligible to hold office, the Constitution states that an elective or appointed officer must be a registered undergraduate. An individual must "maintain a minimum grade point average of 2.0 in at least 12 units of work in the quarter prior to candidacy, in the quarter prior to the term of office and in each quarter during one's term of office."

### COMPUTER DETERMINATION

Decisions of eligibility are determined by computer. The criteria for holding office are built as standards into a computer program. The program collates information from the student data base on specific student's records that is pertinent to the required standards of office.

To determine an individual student's eligibility, one's name is entered into the computer, which then emits an affirmative or negative response. No part of the student's record is printed out.

Because this system is used there is a slight possibility of computer error.

### APPEALS PROCESS

An Eligibility Committee has been established to hear appeals and determine the merits of

special cases brought to their attention. Students appealing to the committee must sign a statement releasing all pertinent information to the committee.

The five A.S. representatives will have until two weeks into fall quarter, beginning on the first day of classes, to appeal to the Eligibility Committee concerning any "administrative or clerical error in recording grades or units or any other extenuating circumstances."

Gould has not yet decided if she will appeal the decision. Although her G.P.A. was below a 2.0 last quarter, she received one incomplete. "If I can get at least a C plus in the class," she stated, "and I'm confident I can, then there may be no ground for appeal." Gould plans on finishing the incomplete work this summer.

### BOGGED DOWN

Even if she does not get the desired grade, Gould explained that last quarter she was bogged down with working graveyard shifts at the Student Health Center, running for office and was involved with the political happenings on this campus. Gould asserted that this got in the way of her academic work.

When questioned about the reasons for her ineligibility and her decision to appeal, Jackson refused to comment.

The other ineligible members were unavailable for comment.

Eligibility requirements also apply to all members of the A.S. Leg Council, the Chairpeople of all A.S. boards and committees, all members of the Executive Board of KCSB, the Editor-in-Chief of La Cumbre, and all members of the Elections and Eligibility Committee, Judicial Council, Finance Board and student representatives to Press Council.

## Ex-employees Blast Auto Dealer's Sales Policies

By Tom Flagg

With the economy only just starting up the cellar stairs, people are not flocking to the car lots. If this situation puts the giant auto makers in a pinch, as their quarterly reports indicate, then small local dealerships are even more apt to feel the squeeze. Heiman Toyota in Goleta found a way out; they pass the squeeze on to their customers.

Three former Heiman employees, who wish to remain anonymous, spoke to the Nexus this week concerning what they feel are unethical sales practices used by the car dealer. The tactics used, according to the sources, range from psychological flimflam to straightforward deception.

Beginning a description of the operation at Heiman Toyota, one of the sources explained the structure of the sales team: the core of the team is Sales Manager Steve Evans and Assistant

### Charges Flimflam and Outright Deception

Manager Mike Carey. There is also a second assistant manager, Al Wintering Lam, who filled the spot after two other men quit, because they refused to work under Evans' system. Our source explained that "it's Evans' system that this all revolves around."

Under the two assistant managers are crews of about five salespeople. "They'll hire any warm body," said one of the former employees, "then let attrition take its course." All three of the sources were salespeople, and of the ten that started on the job several weeks ago, only one person of that group is still working there.

### THE SYSTEM

One of the three sources gave the Nexus a detailed description

of Evans' sales system; the other two concurred with that account.

Behind the system of selling cars used at Heiman Toyota is the "psychology of turnover." This is an operation in which the customer is picked up in the car lot by a salesperson, who gives the prospective buyer a pitch and then turns him over to another salesperson. The first salesperson has told the customer that he is new in the business and doesn't know too much, but that he will refer him to someone with more knowledge of the particular vehicle, prices, and the like.

The customer is then worked on by the second salesperson. A typical tactic is to get the potential buyer to sit in the car, at which point the salesperson starts it up, runs into the showroom for a license plate, and



photo: Al Pena

takes the customer for a spin, according to an ex-employee. When they get back to the lot,

the salesperson says something like, "You'd buy this car if I

(Cont. on p. 8, col. 1)

# Isla Vista Attacked by Shark; Diver Sighted Predator

## Commercial Boat Bags Shark Off Catalina Island

In a scene reminiscent of the movie "Jaws", an Isla Vista was attacked by a shark off Point Conception last Wednesday.

Robert Rebstock, 23, had just entered the water in his wetsuit and diving gear when the shark rushed up from beneath him, clamped down on his legs and jumped out of the water with

him. The shark, estimated to be about 14 to 18 feet long, dropped Rebstock as it cleared the water. Rebstock's roommate, Jeff Morris, hauled him into the boat.

### WARNING

Rebstock, his brother Scott, and his two roommates Morris and Tom Hessledenz, had been warned earlier about diving by a departing commercial abalone diver who said a shark had circled him and tugged on his fin. Rebstock and his companions talked about the divers warning for an hour, then moved up the coast to scuba dive. Rebstock was treated for lacerations on his lower left leg and upper right thigh. A UCSB teaching assistant

theorized the shark was "nudging" or "tasting" him before making a major attack.

### CATALINA SHARK

A large white shark resembling the one that attacked Rebstock was caught late last week off Catalina Island by a professional fishing boat. The crew took the shark to Sea World in San Diego, where preliminary examinations revealed that the shark is female and appears to be pregnant. However, the shark is doubted to be the one that bit Rebstock, and area fishermen and divers have mounted an expedition to capture Rebstock's attacker.



Robert Rebstock—victim of shark tasting before major attack.

### Assertiveness Training

The Isla Vista Human Relations Center (IVHRC) will hold a one-day assertiveness training workshop on August 9. The workshop will last from 10 a.m. to 10 p.m. and will cost \$20. Pre-registration is necessary, at the HRC, 6586 Madrid, before August 9.

### Isla Vista Rap-Up

## Town Meetings Reaffirmed

By Yvonne Behrens

In the past six weeks questions on the incorporation of Isla Vista, the role of I.V. Town Meetings, the Foot Patrol and the Leash Law for dogs have been raised by Isla Vistans.

At the June Town Meeting, it was suggested that the District Reorganization Act of 1965 was the most favorable alternative for I.V.'s transition into cityhood. However, it was pointed out that under this act the existence of the Park and Recreation District might be endangered. The decision reached in the June Town Meeting was that more

research had to be done.

Last Monday night, the community was informed that the Park and Recreation District would be allowed to remain under the Act of 1965, but as a subsidiary district.

### TOWN MEETING ROLE

Another question that came up at the June Town Meeting was what role the Town Meeting should play in the governmental procedures of the community. It was decided that the Town Meeting would continue on a monthly basis and would only cover those issues that directly affect the community.

However, decisions which, are "to reaffirm the Town Meeting's functions and clean it up" were passed, according to IVCC spokesman Mike Gold. These

decisions included selecting a chairperson for the Town Meeting at the previous meeting and allowing decisions made at the Town Meeting to pend for 10 days before going into effect. The latter would allow any individual who did not agree with the decision to file an intent to question. The individual would then have another 11 days in which to accumulate 200 signatures. This would put the issue back on at the next Town Meeting election ballot.

### FOOT PATROL

As for the Foot Patrol, their fate is still dangling. The Police Commission will bring the matter to the Isla Vista Community Council in hopes of getting it on the August Town Meeting agenda.

A special Town Meeting was held last Thursday evening regarding the dog issue. Many people anticipated a long fight ahead regarding the Leash Law proposition, which would require canines to be on a leash. However, after the 20 minutes allotted to arguments for and against the Leash Law, the crowd chose to vote. The Leash Law went down 78 to 31.

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# UCen Expansion Plans Underway For New UCen

By Debbie Bucksbaum

Extensive plans are underway to create an identity for UCSB in the form of an extended UCen with a strong international theme. The prospective addition is also intended to increase student identity with UCSB for better facilitating student cohesion and communication.

A UCen II Building Committee has been established to instigate plans. Four sub-committees will design space expansion as well as set the programming goal using the international theme. According to Randi Gottlieb, chairperson of the International Programming and Activities sub-committee, they will provide the "verbal architecture" for the extension.

The current project is a result of the decision of a chancellor's ad hoc advisory committee set up to find uses for registration fee and UCen reserves money. The outcome was a proposal to build an expanded university center-international center and a multi-purpose sports facility. A maximum of \$3 million was allocated to the UCen project,

according to Howard Robinson, A.S. internal president.

Although most of the additions are still merely ideas in the formative stage, there are definite plans for bookstore and food services expansion, a theatre facility, and a coffee house-type dining facility.

Most of these plans will be based around an international theme, according to Gottlieb. The purpose of the international orientation is to create a cohesive unity between all cultures and ethnic groups.

Gottlieb emphasized the idea that "international" applies to all students, American as well as foreign. She cited the importance of an "international community of minds" to implement the broadest possible education.

"We're going to be the first university to attempt a very unique thing," said Gottlieb. International centers at most other universities are concerned strictly with the foreign aspects rather than fusion of all cultures.

### PURPOSES

Gottlieb explains that the purpose is not to melt groups together, but to create greater cohesion between them.

"Recognizing the larger things that unify us can do so much more than talking about our differences," she said.

Such expansion actually has a dual purpose, according to Doug Jensen, advisor to sub-committees and assistant director of UCen. One is to make the bookstore and cafeteria more attractive and effective in the services they provide.

The other purpose is financial. UCen has always been self-financing. Jensen explains that using the bookstore and food service to the greatest capacity would increase revenue and thus enable further improvements. The kitchen is being used to only one half of its capacity due to limited seating in the dining area.

### DANCE FLOOR

Some of the other suggested

ideas for UCen improvement are the construction of dance floors for the international dance societies; a place for student groups to cook meals and have entertainment; a place to hold lectures by speakers from different parts of the world and facilities in which to house them.

The building committee expects to complete its plans by August 29. The master plan will then be submitted for the chancellor's and the regents' approval. Once their approval is obtained, the plan will proceed to the architect.

The executive committee of

the building committee, headed by Don Winter, assistant to vice chancellor of student affairs, will work together with the architect.

No completion date has been set but Gottlieb estimates that it could be about three years before this phase of UCen expansion is finished.

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## EDITORIAL

# University Enrollment Ensures I.V. Crowds

UCSB administrators are planning for increased enrollments over the next ten years. Accompanying this increase is concern over living conditions, the environment, and personal rights.

In 1972, a water moratorium was declared to limit growth, and to conserve the county's limited water supply. Since that time, numerous studies have been conducted to determine desirable population levels for the county and its incorporated areas.

A county consultant recently recommended that population growth be limited to a total of 3 percent by 1980. Included in this recommendation is the the Goleta Valley, which includes Isla Vista.

The UCSB Long Range Development Plan Draft Environmental Impact Report projects an enrollment of 15,000 by 1985, and University officials are looking for an enrollment of 14,400 by 1980. The projected increase by 1980 is 3 times the recommended growth figure of 3 percent.

Isla Vista presently houses 12,500 people in an area of one-half square mile. The density of most large cities is well under that figure. Even with the reopening of Francisco Torres this Fall, I.V. will be crowded. Future enrollment increases will serve only to aggravate problems which currently exist.

It should be noted that increased enrollment means increased money for new and existing programs. The University will be able to hire new faculty, and the Associated Students will have more money available to fund student projects. These benefits, however, must be weighed against the strains that too many people cause.

Students should have some degree of control over their environment. University planners are saying that housing is available in I.V., by pointing to vacancies in off-campus dorms. Not all students, though, wish to live in this kind of facility.

Additional students and support personnel add to already present pollution levels. Automobile and noise pollution are among the most noticeable.

The University should reconsider the projected enrollment to more adequately reflect the needs of the students, and the county in which we are located.

## Commentary

### Nude Bathers Fight Hard

By Steve Beck

Amateur Comedy Night came to Santa Barbara Monday as the county Bored of Supervisors, in an effort to feel out public opinion on the subject of nude beaches, exposed itself to testimony from all kinds of people trying to lay bare the facts. Imposing a two-minute limit on the performances of the 46 stand-up comics, the Bored cramped the style of some of them, but spared the audience from the tedium of long acts.

A few of the comics bored the audience stiff but many others brought the house down in waves of orgiastic laughter. Several of the performers and audience members were apparent escapees from Friendship Manor, who remained rigid in their opposition to nudity.

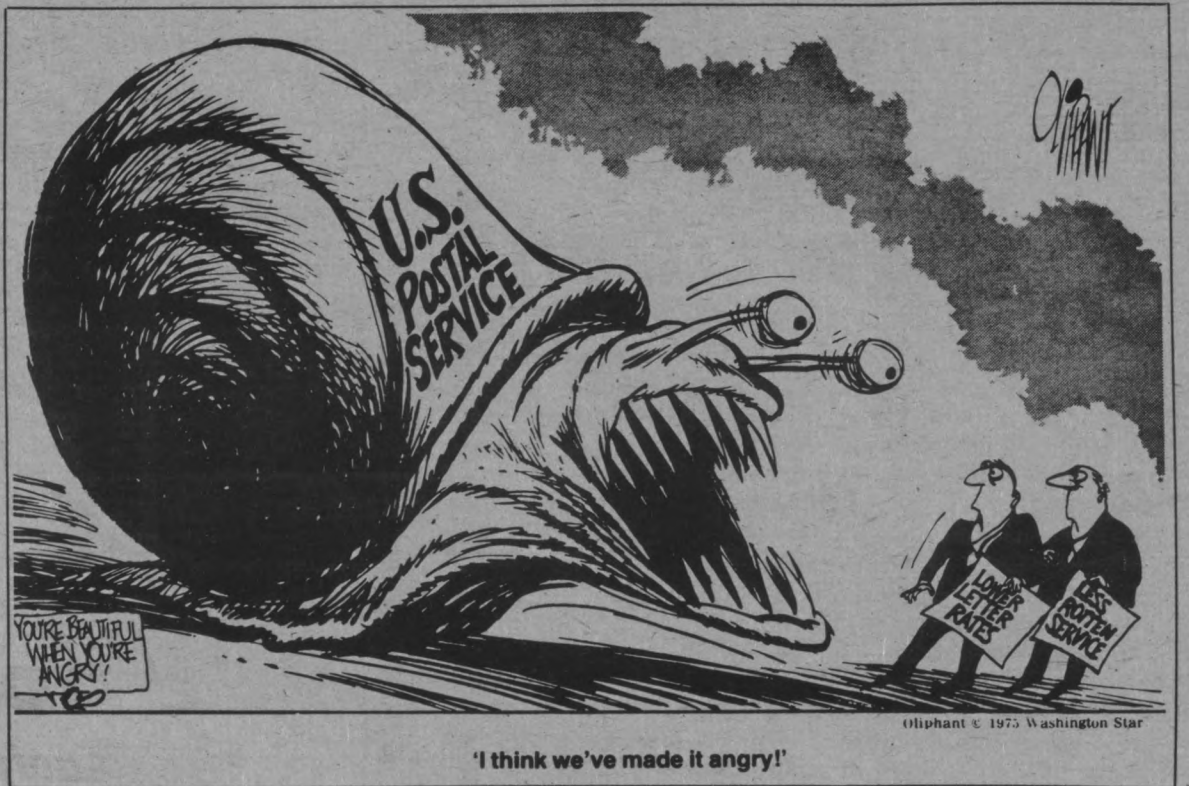
One of the undisputed stars of the evening was a man claiming to represent the National Organization of Citizens for Decency Through Law. That line alone brought hysterical laughs, but he hadn't yet reached his climax. Cautioning against "retrogression to barbarism," he sent listeners rolling in the aisles, tears streaming down their faces.

The Brevity Award was won by a man whose entire act consisted of the statement, "I'm sick and tired of two left-wing radicals running this county." The audience waited unfulfilled for the punchline, but it never came.

Winning the highest rating on the Applause Meter was a man who complained about the "motel problem" that brings undesirable out-of-towners to Santa Barbara. He said he had no objection to nudes at beaches as long as they're not at his beach. He also won the Best Punchline Award with, "I hear they've got some nice beaches in Alaska the nudes could go to."

The Stating the Obvious Award went to a 60-year-old, 200-pound woman who repeated the phrase, "I'm not a young woman" as she recounted a story of being accosted by a nude man who had an erection as he approached her. Members in the audience agreed that he *must* have been a pervert.

It was left up to one of the final performers to sum up the situation with, "There's more to this issue than meets the eye."



'I think we've made it angry!'

## Rude Remarks

### Better Red Than Read

By Martin Chorich

With President Ford bumbling about in Helsinki, it now seems a good time to talk about detente. As we all know, detente is a foreign policy by which the reality of the world situation for the last twenty years has finally caught up with U.S. decision makers. In other words, it is the conscious recognition that the cold war is finally over, and the Russians really aren't going to send tanks into Disneyland a week from next Tuesday.

Unfortunately, since we have been hating the Russians since the time it became passe to hate Germans, it has been hard for many Americans to get used to the idea that Stalin's ghost does not walk the halls of the Kremlin all that much anymore.

It is even more ironic, that liberal politicians are more bothered by detente than conservative ones. The President's trip to the European Security Conference was protested by many of the usual voices such as Barry Goldwater, the Buckley Brothers, and the like. What is more surprising is that such fearsome liberals as Teddy Kennedy and Henry Jackson also let it be known that they did not like the idea of the U.S. acknowledging what has been an accomplished fact since the end of World War II.

#### HULA HOOP FOREIGN POLICY

To my mind, liking the cold war is taking nostalgia for the 1950's a bit too far. Scoop Jackson's rationale for disliking those slimy Russians is pretty transparent. The Boeing company did not get rich by selling wheat, although some others did. As a further illustration of Scoop's thoughtful policy analysis, I refer you to the June 4, 1956 issue of Newsweek. The first thing you will notice about this particular issue is that it features a cover story on that miracle of nuclear technology, the atomic airplane. In the cover story, there is a little box at the bottom of one of the pages featuring young Senator Jackson gravely explaining that we must develop the atomic airplane before,

yes, the Russians do.

Further complicating public debate on detente is the existence on these shores of Aleksandr Solzhenitsyn. I admit that it does not appear that the Soviet Union offers writers, or other people it doesn't particularly like, the most optimum living conditions, but considering Watergate, the activities of the C.I.A., the F.B.I., the I.R.S., and so on, are we all that much better?

#### FOREIGN TRADE

It has become a maxim of the publishing industry that Russian writers don't get published and

promoted in the West unless they dissent from their government's policies. Perhaps Soviet trade officials will realize this and commission all sorts of novels critical of the Worker's Paradise for foreign export and thus encourage the inflow of hard western currencies.

Nevertheless, the tendency has been to regard Solzhenitsyn as a latter day Tolstoi or Dostoevski persecuted by a philistine government. The fact that Solzhenitsyn doesn't measure up to these two writers is irrelevant to the American media, but Solzhenitsyn's flair for public relations has made him a major figure nevertheless.



As far as his views on international politics goes, he would have everybody choose dead over red any day of the week, but he himself chose exile.

I really don't know if Reader's Digest has condensed one of his books, just getting someone to edit one of them would be a major accomplishment, but I imagine that if they haven't already, they would like to. Considered altogether, if Aleksandr Solzhenitsyn did not exist, Time Magazine would have to invent him.

Finishing up this column, and the summer as well, I thought I should irrelevantly mention that I finally went out and saw "Jaws" over the weekend.

## Daily Nexus

# Opinion

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# Student Demonstrators Fined; Possible Case Dismissal Soon

Nineteen members of the Students of Collective Action who were arrested May 5 during a demonstration at the UCSB Computer Center pleaded "nolo contendere" Thursday to charges of illegal entry into a building for purpose of interfering with that building's usual business.

Each defendant was fined \$35, but the fines were suspended on the condition that the defendants each do eight hours work for the county work program at either the Isla Vista Youth Project or the Franklin Neighborhood Center in Santa Barbara. The case will return to court on August 25 with the possibility that the charges will be dismissed if this work has been done.

persons involved in the protest, reinstatement of the Black Studies Research Unit, and an impartial third party from Gov. Brown's office to investigate minority problems.

## Mental Illness Lecture

An important weekend lecture on the "Treatment of the Mentally Ill Offender" will be featured in UCSB Extension's popular program MINDS ON TRIAL II.

On August 2 and 3 at UCSB the role of the psychiatric hospital in the criminal justice system will be explored and important questions will be asked such as: what happens to a criminal when he or she is declared insane? Can criminal insanity ever be "cured?" Can an insane killer ever be safely released in society?

Enrollment deadline is July 30.

## COMPUTER TAKEOVER

The May 5 sit-in at the Computer Center culminated a week of protests and marches against cutbacks in minority programs and alleged racism in the Administration and the Nexus. The demonstrators demanded amnesty for all

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LAUGHTER IN PARADISE / August 9 & 10 (Mario Zampi, Great Britain, 1951) British comedy. Alastair Sim, Joyce Grenfell, Audrey Hepburn (93 mins.)

LITTLE WOMEN / August 16 & 17 (George Cukor, 1933) Based on Louisa May Alcott's novel. Katharine Hepburn, Joan Bennett, Paul Lucas, Frances Dee, Jean Parker, Edna May Oliver (107 mins.)

AS YOU LIKE IT / August 23 & 24 (Dr. Paul Czinner, Great Britain, 1936) Shakespeare's comedy with music by William Walton. Elizabeth Bergner, Laurence Olivier, Felix Aylmer (96 mins.)

THE RAILWAY CHILDREN / August 30 & 31 (Lionel Jeffries, 1971, color) Based on E. Nesbit's children's classic. Dinah Sheridan, Jenny Agutter, Bernard Cribbons (106 mins.)

STRANGERS ON A TRAIN / September 6 & 7 (Alfred Hitchcock, 1951) Screenplay co-written by Raymond Chandler. Robert Walker, Farley Granger, Ruth Roman (101 mins.)

STAGECOACH / September 13 & 14 (John Ford, 1939) The first great western. John Wayne, Claire Trevor, Andy Devine, John Carradine (96 mins.)

THE BANK DICK / September 20 & 21 (Eddie Cline, 1940) W. C. Fields, Grady Sutton (74 mins.)

WALKABOUT / September 27 & 28 (Nicholas Roeg, 1971, color) Two children lost in the Australian desert are joined by an Aborigine boy. Jenny Agutter, Lucian John, David Gumpilil (95 mins.)

**SANTA BARBARA ENTERTAINMENT GUIDE**

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# Humor shrouds I.V. 'Dog' Debates

By Debbie Bucksbaum

"Isla Vista town meetings make great theatre," mused an active member of the Isla Vista community recently.

Whether for interest in dogs or in theatre, St. Mark's Church had a full house for the town meeting held last Thursday, July 24, as the fate of canine control in Isla Vista was decided.

## POETRY READING

The meeting opened with the reading of Lawrence Ferlinghetti's poem "The Dog." Reader Robert Borsodi disclosed the feelings of "a real live democratic dog" as he wanders through the city.

Dave Hoskinson, Isla Vista animal welfare worker, followed with a history of animal control in Isla Vista. Leash laws reportedly did not work when they were in existence. As an alternative, Hoskinson and K.C. Swartzel were appointed by the county last January. They primarily make sure that all dogs are licensed and vaccinated.

## VOICE CONTROL

Interested parties next proceeded to debate the pros and cons of dog control. Speaking in favor of more stringent control, Ron Swenson stated that voice

control and owner's presence were both unique and desirable alternatives to present practices. These would require the dog to be within the sound of the owner's voice or to be in the owner's immediate presence.

Yoni Harris stated the case for the opposition, which was essentially that leash laws have not worked in the past and present methods have proved more responsible to the dog problem. "The situation has been ameliorated to a large extent," she declared.

As she spoke, one advocate of canine liberation led another into the room by a piece of rope. The restricted "dog" whined and protested amidst howls from the audience.

Debate proceeded with Martin Kellogg presenting the case of "endangered species" in the vicinity of Isla Vista. He cited instances in which dogs endangered themselves by disturbing their nests and competing for their food.

## HANDICAPPED ATTACKED

Other arguments in favor of more stringent dog control were that dogs attack the physically handicapped, particularly those in wheelchairs; that although dogs may inspire poems, "dog



The Santa Barbara Kennel Club's 47th annual show was held at UCSB's Robertson Field last Saturday. 4,442 dogs entered the show, making it the largest dog show in the country.

Photo: Mike Doughton

crap is not inspiring;" and that dogs indulge too frequently in habits of jumping on children and nipping people.

"I've been attacked seven times in the last seven months by animals. . . I'm getting a bit tired of it," proclaimed one resident.

Defenders of dogs' unrestricted freedom to roam argued that present methods of dog control can work but simply have not had enough time in the six months that they have been in effect.

Several people claimed that

leash laws would not work because they could not be enforced. Some even said that they would refuse to put their dogs on leashes. "I don't want to see Dave Hoskinson in the position where I'm going to punch him in the nose because my dog's not on a leash," argued one dog owner.

## NO SHIT

Suggestions were made for dog runs and for volunteers to go around picking up dog droppings as alternatives to keeping dogs

cooped up all day while the owners went to school or work. Swenson summed up the debate, saying that the problem is with the owners more than the dogs.

A vote was finally taken on the motion that there be more stringent dog control. Results were announced as 31 in favor and 76 opposed, at which point many of the "in favors" walked out.

They only missed the closing scene in which Louis Quindlan suggested a dog training clinic as another Isla Vista alternative.

## classified ads

### LOST AND FOUND

Ring lost Mon. 7/21 old gym. Silver & turquoise. Please call Jeff Reddan 968-2240.

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ASSERTIVE TRAINING one day workshop 10 a.m.-10 p.m. Sat. Aug. 9. Fee \$20, limited enrollment. H.R.C. 961-3922.

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EMPLOYMENT INTERVIEWS Thursday, July 31st, 7-9 p.m. at Storke Student Communications Bldg., Room 1041. Immediate positions available for qualified persons on the 1975 Bicentennial Yearbook business staff as sales personnel. May work on campus or in adjacent communities. Applicants should be eager, sociable, reliable, honest. Business managers will provide sales guidance and back-up materials, including publicity, I.D. cards, sales aids, and elaborate instruction. Sales grants to be paid twice monthly on a perbook basis. Excellent chance for liberal BONUSES at end of the sales year—up to 100% of base grants, depending on total sales. To reserve your interview time slot, please phone 961-3820 or 961-2386 between 9 a.m.-4 p.m. today thru July 31.

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(2) Back-to-School EDITION  
This is a special 56 page paper which starts the school year off on Thursday of Registration Week—September 25.

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# Committee Plans Events Facility Features

By Becky Morrow

Plans are now being formalized for the construction of the Campus Events Facility by a committee comprised of student, professional, administration, faculty and staff members. The committee's proposals will be compiled in a Program Planning Guide (PPG) which will provide a detailed program informing the architects and professionals as to what features should be included in the facility.

The proposed \$1.8 million dollar facility is part of a two fold decision by the chancellor's ad hoc student reg fee reserves advisory committee, which was established to determine the fate of the 3.3 million in student reg fee reserves and the 1.2 million in U-Cen reserves and loans.

The ad hoc committee also recommended the establishment of an expanded University Center-International Center (U-Cen, I-Cen). Student input for the decision was solicited through several workshops held on campus.

## SITE ESTABLISHED

The site of the Events Facility as proposed in the Long Range Development Plan has been approved by the Events Facility committee. It will be located west or northwest of Building 440, which currently houses ROTC.

The development of the facility revolves around two phases. The committee has endorsed the basic requirements of the Phase I minimal shell building which costs \$1.8 million. This will establish a drop-in facility equipped with six volleyball-basketball courts, minimum toilet facilities and no heating or ventilating.

An inflatable roof or a geodesic dome structure, the size of which would encompass a complete facility as outlined in Phase 2, was discussed. Investigation into the cost and viability of each is pending.

## ADDITIONAL FUNDS

Construction of Phase 2, an expanded multi-purpose facility, will be possible only through the

## Presentation to Regents Pending at Year's End

attainment of an additional \$1 million in funds. One possible source of income mentioned at the committee meetings was the solicitation of private donations.

The committee has also approved the inclusion of the following elements in the Phase 2 facility. There will be uniform seating throughout. The seats will have at least backs and possibly shared arms and will provide ample room for comfort from both side to side and front to

back. They will be priced according to location within the facility and not according to the types of seats.

## 5000 TO 6000 CAPACITY

Good sight lines, moveable seating for different shapes for different events and a 5,000 to 6,000 capacity, depending on the architecture, have also been stipulated.

Four dressing rooms (for men and women home and visiting

teams) accomodating approximately 20 people each, with lockers and communal toilets and showers for home and visiting teams will be provided. Two small dressing rooms for officials and coaches as well as a first aid room will also be part of the facility.

A small office with a phone; a storage room for athletics and recreational equipment; a permanent ticket booth, perhaps located outside; and several food concession stands are included in the plan.

Air movement will be used to handle the heat loading in the building rather than air

conditioning or to minimize the reliance on air conditioning.

A jogging track will be included only if the configuration of the facility lends itself to it at no extra cost. The possibility of a sauna-jacuzzi was discussed while handball, gymnastics and weight room facilities were vetoed.

Dr. Stephen Goodspeed, Chairperson of the Events Facility Committee, stated that in order to have the Regents approve the facility, all the details must be worked out explicitly, including the provision for maintenance costs. Goodspeed cited that this is a lengthy procedure and consequently, the presentation to the Regents may not be possible before the end of the year.

# Zeitlow Sets Campaign for Incorporation

By Yvonne Behrens

A campaign organization that would allow the whole community to participate could be ideal for the plans to incorporate Isla Vista. This was the point of Carl Zeitlow's visit to I.V. this past weekend.

Zeitlow, a nationally renowned political organizer, headed a two-day workshop wherein possible problems and solutions of the campaign for incorporation were surveyed. He divided the campaign into five major goals. First, the aim of incorporation had to be clearly defined. The group could then proceed to interpret areas that would enable the aim to become a reality. Tactics would be developed to initiate energy and changes in the areas to achieve the defined aim. The community would have to be broken up into its various sectors, Zeitlow said, isolating the major opposing forces and allowing the group to see where the primary area of activity should be focused.

## AIM

It was decided that the aim of incorporation would be a community seeking a new alternative for controlling its own life through nonviolence, cooperation, and a people-oriented government.

Pat Campbell, of the R-1 district (the residential area of I.V.), agreed that an open, democratic society where all could participate and feel represented should be the aim of a community. "But," he asked, "is incorporation a tool for growth, closeness and bringing the community together? At present, many individuals are disillusioned with IVCC. Those with minority viewpoints are afraid to voice their opinion, as they would probably be berated," Campbell said.

Charles Leigh, of Friendship Manor, felt that incorporation should be pursued, however, "the approach in this workshop is academic. We aren't doing anything concrete," Leigh said, "not planning a solid strategy. The community has not seen any sign of the proposal. There is a need for everyone to be able to voice pros and cons in regards to the proposal," he said.

Thus, for the aim, as defined, to be successful, the group at the workshop decided a two-faceted campaign was needed. On an internal level, uniting the community and developing a universally acceptable incorporation proposal would take top priority. This would necessitate working on the majority tyranny problem and minimizing minority fears.

On an external level, the group working on the proposal for incorporation would have to demonstrate their competence to the Local Agency Formation Commission (LAFCO). Gaining power and funding would also be part of the external goal.

## TACTICS

A few of the tactics to achieve these goals would be:

- workshops to allow community involvement and identity;
- newsletters for raising issues, presenting different sides, and advertising goals of incorporation;
- forums for debating issues, letting off steam, and achieving personal contact;
- leaflets sent to (LAFCO) members at their businesses and homes as a form of pressure, information, and to emphasize the determination of the community to incorporate.

The workshop proceeded to look at the various sectors of the community. This was broken into four sections: those who supported incorporation; those neutral to the idea, those opposed to it, and LAFCO. Groups were organized to analyze the values, self-interest, weaknesses, power base, and accessibility of the four sectors. This would allow the group a means of strengthening support and neutralizing opposition.

It was concluded that the University Administration was the major impediment to incorporation.

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## Dealer Deception. . .

(Cont. from p. 1)

could get you the right price, wouldn't you?" If this maneuver doesn't work, another is tried, until the customer appears to be committed to buying the car. If the salesperson lets the customer escape, the boss gets mad.

The salesperson who talked to the buyer out on the lot "didn't promise him the moon, but implied that he could get it for him." Inside the showroom, the customer finds that pieces of the moon come somewhat dearer than he had guessed.

In order to set the customer off balance, "to shock him into realizing that he is going to pay more than he planned," the practitioner of Evans' system hits the buyer with a quick right — the value of his car in trade — and then a left — the monthly payments on the new vehicle.

Pulling out a book with a blue cover, the salesperson tells the buyer that the National Automobile Dealers Association (NADA) Blue Book says that his car is worth a certain amount. Although the Blue Book is the commonly recognized source on the value of used cars, it is the Kelley Blue Book that is the well-known one — not the NADA Blue Book.

### WHICH IS WHICH?

Kelley Blue Books are used by the California Department of Motor Vehicles, the auto loan department of Santa Barbara National Bank, and the Automobile Club of Southern California, to name a few. The loan officer at Santa Barbara National Bank said that when he speaks with local automobile dealers, they refer to the Kelley Blue Book.

All of the organizations listed above, the Santa Barbara Public Library, the UCSB Library, and the Better Business Bureau of the Tri-Counties, Inc. were asked for information concerning the two Blue Books. Only the DMV had ever heard of the NADA book, and they don't use it or have a copy.

The manager of a local used car lot said that he had both of the books. Asked if one book listed lower prices than the other he said, "We don't look at it as such."

One of the former Heiman employees said that there are three prices in the NADA Blue Book, and that the salesperson is

supposed to quote only the lowest. Another source said that as much as one hundred dollars was sometimes knocked off the lower price.

Quoting the customer a lower figure than he expected to get for his car prepares him to take less, even after the figure is raised somewhat to make the deal, our source explained. The former employee continued:

After the customer sees that his car isn't worth as much as he thought, the salesperson gets out a chart and quotes a dollar amount for monthly payments. The chart isn't labeled, but the customer is led to believe that it is a 36 month schedule. The figure sounds very high to the customer, because the chart is based on either 24 or 30 months.

If the buyer asks how many months he will have to make those payments, the salesperson is instructed to say that he doesn't know, that he'll have to ask his boss.

By the time any bargaining begins, the customer has been quoted a high monthly payment and a low value for his car. He is starting off in the hole, and by the time he settles for what he thinks is a better deal, he ends up paying considerably more than he expected.

Part of the job for each salesperson is to make twenty calls a day to numbers chosen randomly from the phone book. The caller tells the person on the other end of the line that a survey is being conducted by Heiman Toyota. The person is asked if he owns a Toyota, if he is thinking of buying one, etc. He is then invited to come into Heiman to check out the cars. There is no survey, the sources added.

In one case, the phone became a more effective tool. One source reports that a college student came in to buy a truck for a gardening business that he was trying to set up; but he decided to wait until the business got going, before he bought the truck. In the meantime, several Heiman salespeople were instructed to call the man, posing as people interested in having gardening work done. The man was led to believe that his

## Staffers Wanted!

That scourge of collegiate journalism, the Daily Nexus, is looking for staff writers, an editorial cartoonist, and copyreaders for fall. The positions include minimal pay and the inestimable prestige of working for the campus daily. Come on in to the Nexus office under Storke Tower (room 1035) beginning September 16.

business was booming; the calls were phoney.

Another bit of trickery used in Evans' sales system is the fake sales contest, our sources claim. Out on the lot, the customer is told that there is a contest underway in which Heiman Toyota stands to win \$5,000 if they sell a certain number of cars. The customer is told that the sale ends that day or the next (depending on who is telling the story), and that the salesman's boss will give the customer a very good deal if he buys a car before the sale ends. Our source claimed that there is no sales contest.

Evans told the Nexus that the system used at Heiman is also used at several other California car dealerships. He explained that the one he uses is this version, in that it is the "soft sell," as opposed to the "hard sell used in L.A."

He uses the NADA Blue Book instead of the Kelley book, because the NADA book gives a wider range of prices for assessing a car in good, medium, or poor condition. "The book is only used as a guide," he added.

Asked about the payment schedule used to quote a customer his monthly payments, Evans said, "that's my own personal business, I don't care to give out that information."

According to Evans, there is no sales contest, except for bonuses paid to employees for extra sales. Monday, however, two Nexus reporters were told the contest story by a salesperson at Heiman who was trying to sell them a truck.

Concerning the twenty phone calls a day, Evans said that there is no survey involved. He also said that he didn't "know about" the calls to the man interested in a truck for his gardening business.

## U.C. Staff. . .

(Cont. from p. 1)

Joe Escobedo, of Employee Relations, describes the Administrative Review as "successive administrative channels," in which a formal grievance is first placed with the department head, then up the administrative ladder, ending with a hearing with the Chancellor, or a non-university hearing office who makes a recommendation to the Chancellor. This procedure cannot be used for grievances pertaining to salary, performance evaluations, release during a probationary period or job classification.

During a recent re-organization of bookstore employees, the management "redlined" two

employees by creating a supervisor for them who will be paid less than them. A 6.5 percent cost of living increase, with an additional .5 percent annually, will be denied to the two employees until their new supervisor's wages surpasses theirs. Bookstore manager Earl Wordlaw declined to comment on the strained employee relations but Escobedo said that both of the redlined employees were urged to apply for the position.

If public employees are given the right to collective bargain by the state legislature, the AFSCME still may be the union which represents UCSB employees. At such a time, employees would hold an election to determine which union, if any, would represent them. If a union was chosen, it would remain a closed shop.

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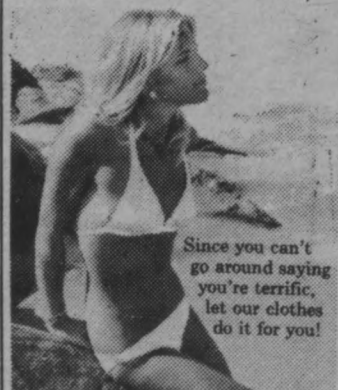
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