

Advice available for firms entering computer age

By LAURA VAN SANT
Staff Writer

In an effort to take advantage of the computer boom, many companies that aren't in the computer retail business have begun selling computer advice.

Furman Herring and James Murchison recently opened Info Manage, a Chapel Hill firm that helps professionals and small businesses develop computer and software systems.

Herring said virtually any type of company considering computers could benefit from the services of a firm such as Info Manage.

"Businesses normally buy hardware and then see what software goes with it," he said. "We would first identify the potential application of their system and then see what hardware and software they would need."

Since it opened, Info Manage has worked primarily with retailers, but Herring said consultants could help "any business appropriate for automation."

Info Manage and similar companies in the Triangle area were created to offer services that some believe retail computer stores cannot provide. But Denise

Cosper, director of training for Entre Computer Center in Durham, said the services weren't designed for everyone.

In addition to an introductory course showing buyers how their computer "gets turned on and how it works," Cosper said, many stores offer courses on software, as well as occasional seminars on specific business applications such as real estate or accounting.

"For many small companies, a computer store can show them everything they need," she said.

Jack Lafoon, sales manager for Analytical Systems, a Raleigh consulting company serving both small professionals and national corporations, said growing companies needed the continual contact not provided by retail stores.

"If I show someone a profit-making tool, then he stands a chance of outgrowing what he's got," Lafoon said. At that point, he said, the client would move past the small computers sold by retailers but would still need consulting services.

There are also specialty consultants, such as Intimate Services Systems in Chapel Hill, which does

most of its work with book stores.

"We also own the Intimate Bookshops, so we can show book store owners data processing techniques and how different computer packages work," said Intimate President Wallace Kuralt.

"People who know nothing whatsoever about computers can use our consulting," he said. "Choosing computer packages is very time-consuming, and if you make mistakes in the process, it's very costly."

Many businesses, however, don't seek advice from either a store or a consultant. Glen Lehman, a partner with Chapel Hill architects Peloquin Associates, said his firm looked for computer packages on their own. Despite Lehman's admission that "we didn't know what we were doing," he said he wouldn't want to pay for consulting.

"Places like Computerland are trying to sell their brands," he said, adding that it was hard for computer experts to know what an architectural firm would need.

"They didn't know architecture and we didn't know computers," he said.

FEC charges Helms groups violated election laws

From staff reports

The Federal Elections Commission revealed its intention Tuesday to file a civil suit against the Congressional Club and Jefferson Marketing Inc. for alleged election law violations in their support for Sen. Jesse Helms last year.

The commission's plans were revealed after it was sued Tuesday by the two organizations for alleged harassment during the commission's two-year investigation and for alleged infringement of the organizations' rights to free speech and due process.

The FEC suit, which ordinarily would not be revealed to the public, was made known because of the suit filed by the Helms groups against the commission.

"If the commission is in a conciliatory period... lawyers are going to know the suit is being filed — all of that is under confidential wrap. Correspondents can waive confidentiality whenever they want," said Sharon Snyder, assistant press officer for the FEC.

The suit by the Helms groups revealed that the FEC found the alleged election law violations one week before the Nov. 6 election, while Gov. Jim Hunt, Helms' opponent in the Senate

race, was accusing Helms of attempting to cover up the FEC investigation. The investigation was initiated by a complaint from Democratic Congressman Charles Rose III of Fayetteville regarding two of his campaign opponents who were supported by the Helms groups.

The complaint alleged that the Congressional Club, a political action committee, and Jefferson Marketing actually are a single organization, which could place the groups in violation of federal campaign contribution regulations.

The suit by the Helms groups also revealed the FEC had acted on a complaint from the N.C. Democratic

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Walters may replace Kirkpatrick

From United Press International reports

WASHINGTON — White House sources say President Reagan will nominate Vernon Walters to replace U.N. Ambassador Jeanne Kirkpatrick.

A retired general and ex-deputy director of the CIA, Walters has served as a roving ambassador at large for the State Department since 1981.

Kirkpatrick met with Reagan earlier yesterday and told him she was leaving government to return to teaching, writing and lecturing.

Security slip investigated

WASHINGTON — The Secret Service is investigating an embarrassing security lapse that allowed a tourist to wander through the White House 90 minutes before President Reagan took the oath of office.

Details came to the attention of the president on Tuesday after Robert Latta, 45, of Denver, told

News in Brief

home-town newspapers of his escape.

OPEC drops base rate
GENEVA, Switzerland — OPEC abandoned its once-firm \$29-per-barrel official base price yesterday, lowering its rate an average of \$1. Four of the 13 members dissented in a possibly disastrous split in the weakened cartel.

Trade deficit tops record

WASHINGTON — The U.S. merchandise trade deficit with the rest of the world reached a record \$123.3 billion in 1984 and could go higher this year, the Commerce Department reported yesterday.

The figure was more than 1½ times this country's 1983 trade deficit of \$69.4 billion.

Forum

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Reggie Holley, CGC speaker and another SBP candidate, also said he would surround himself with people who hadn't worked in Student Government before.

"There's an arrogance in Suite C that I don't like," Holley said. "The bottom line on this issue is the people that the president surrounds himself with."

Despite the candidates' arguments, current President Paul Parker said no candidate truly knew what experience would be to his advantage until taking office.

"Nobody knows what the job of

student body president is like until he actually sits in the chair behind the desk," Parker said. "Experience is not enough; you've got to look at what kind of experience it is."

"If you come up here for any reason other than that you care or that you want to get something done, then your experience doesn't mean anything. So maybe someone who cares but doesn't have any experience can be a good president."

SBP candidates Patricia Wallace and Brad Ives were unavailable for comment last night.

Poster

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calls to two UNC area directors.

Last night Winstead said several students had offered to buy the posters from him for \$1 apiece.

Besides a picture of George Wallace, the poster includes the three-time Alabama governor's infamous quote, "I... say segregation today, segregation tomorrow, segregation forever!" Below that, the poster reads: "P. Wallace Votes NO on BSM Constitutional Funding, 1984-85. The Wallace Record Speaks For Itself."

In response to Winstead's complaint that he resents "people taking down my personal property," Parker said: "We didn't know who the owner was, but we've done everything we possibly could to find out."

Parker was referring to the Tuesday morning sleuthing of Elections Board Chairman Edwin Fountain and former

Student Body President Kevin Monroe. They showed the poster to area printing company workers, one of whom recognized the poster.

That company's manager signed a statement affirming that Winstead had purchased 100 copies of the poster for \$28 plus tax.

Because Winstead's poster might violate the Honor Code, Parker said he had turned over the printer's statement as evidence to Student Attorney General Keith Johnson.

It is Johnson's responsibility now to determine whether the case warrants a formal charge — in other words, whether it will come before the Honor Court. Such decisions usually take 7-10 days to make, Johnson said.

Winstead said he was scheduled to meet with Johnson tomorrow.



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