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Fidelity announces Covington center plan

Investment firm to begin \$18 million project this year

BY MARGARET JOSTEN
The Cincinnati Enquirer

■ **COVINGTON:** An executive of Fidelity Investments Inc. said Tuesday that construction will begin within three months on the company's planned \$18 million regional center in Covington.

The first phase of the financial services firm's operations on Taylor Mill Road at Interstate 275 will include an access road and two buildings, including a 200,000-square-foot distribution center for company brochures and prospectuses.

In a speech at the Northern Kentucky Chamber of Commerce, Fidelity Investments Southwest president and chief executive officer, W. Humphrey Bogart, said one building would be occupied by Novem-

Why Kentucky was attractive

Eight reasons why Fidelity Investments Inc. chose Northern Kentucky:

- Proximity to an international airport.
- Availability of a strong labor pool with an excellent work ethic.
- Proximity to a large postal center.
- Business and political leaders willing to work with Fidelity.

- Proximity to strong ancillary services such as telephone, power, etc.
- Wholesome environment for raising families.
- Good schools and universities.
- A very attractive parcel of land.

ber, 1993, and the second by early 1994. Bogart said Fidelity would be moving about 100 employees from its retirement services operation into the Turfway Ridge Office Park in Florence.

In detailing Fidelity's reasons for mov-

ing to Northern Kentucky, Bogart did not make specific mention of the tax incentives offered by the state. But he said the area's business and political leaders were willing to work with Fidelity.

The center is eventually expected to

produce 1,500 jobs. To lure the firm, Kentucky exempted Fidelity from corporate income tax on sales made outside the state. Kentucky and Covington gave about \$4.4 million in other incentives.

"We are not carpetbaggers; we are here to work with you," said Bogart, senior vice president of Fidelity's regional centers operation. Fidelity is based in Boston, and Fidelity Investments Southwest is headquartered in Dallas.

Northern Kentucky is expected to reap a handsome financial fallout from the Fidelity center, Northern Kentucky Chamber President John T. Garman said.

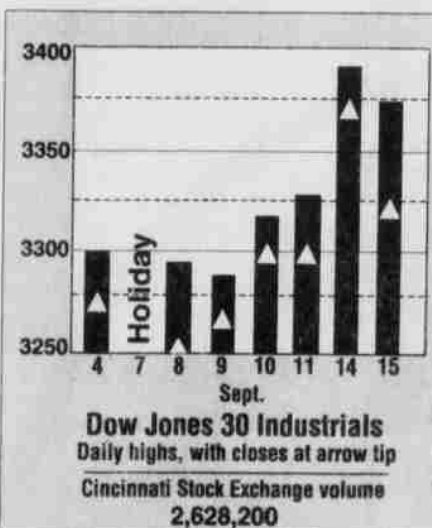
For every 500 jobs created by the center, another 418 jobs could be created in manufacturing, transportation, financial and insurance, Garman said.



The Cincinnati Enquirer/Jim Callaway

W. Humphrey Bogart of Fidelity Investments talks to the Northern Kentucky Chamber of Commerce.

Portfolio



One-day gain almost vanishes

The stock market fell broadly Tuesday amid profit-taking and growing pessimism about the global economy, almost erasing the year's best one-day gain, posted in the previous session. The Dow Jones average of 30 industrials, which jumped more than 70 points Monday, tumbled 48.90 points to close at 3,327.32. Declining issues outnumbered gaining ones by more than 13 to 5 on the New York Stock Exchange. Volume on the floor of the Big Board came to 200.22 million shares as of 4 p.m., down from 250.90 million in the previous session.

Executive rejoins Armco



Albright

A former Armco Inc. executive is rejoining the company as assistant to the president, Jerry W. Albright, former vice president and chief financial officer at Cyclops Industries Inc., will report to James F. Will, Armco president and chief operating officer and former Cyclops president. Armco and Cyclops merged earlier this year. Albright worked for Armco for 23 years in various financial positions before joining Cyclops in 1988.

Pomeroy extends agreement

David B. Pomeroy, chairman and chief executive of Pomeroy Computer Resources Inc., a Cincinnati-based computer reseller, has extended for 180 days an agreement not to sell any of his 1.1 million shares, representing 50% of the company's outstanding stock. The new agreement, which begins Oct. 1, extends a similar agreement signed in April when the company went public. Pomeroy cited the company's long-term growth potential as the reason for his decision.



The Cincinnati Enquirer/Glenn Hartong

With construction reflected in the window at left, Hiram Gutterman of Walnut Street Popcorn and Sweets scoops popcorn into a bag for a customer Tuesday.

Downtown feels impact

Some stores lose, some gain in work on arts center

BY JEFF MCKINNEY
The Cincinnati Enquirer

Fred J. Cianciolo says walk-in traffic has increased 5% at his store on Seventh and Main streets since work began on the city's new \$92.4 million performing arts center.

Taking a breather from stocking strawberries Tuesday at Cianciolo & Co., Cianciolo watched customers scurry through aisles as a bulldozer pounded the ground across the street at the Ohio Center for Performing Arts-Cincinnati.

"We're getting a lot more traffic from the construction crews and downtown workers because of the different traffic patterns," he said.

The city of Cincinnati is expected to complete demolition and site preparation of the arts center by Dec. 1. The entire project — expected to include 3,000 seats and other space for visual

What moved

A look at what happened to downtown businesses that were affected by the construction of the new Ohio Center for the Performing Arts-Cincinnati:

- **Businesses that have relocated:** Red Squirrel, Skyline Chili, Arby's, Gus Perdikakis Consulting, Ran's Shoe Repair, Ramundo's Hair Stylist, Markarian Rugs, Allright Parking, T.F. Loftus, The Film House and Alley Cuts.

- **Businesses that have closed or accepted payment from the city:** Angel Apartments, The Saloon, Daughters of St. Paul, Walnut St. Garage and Gibby's.

Source: City of Cincinnati Law Department.

and performing arts — is scheduled to be completed by 1995.

The city is spending up to \$22.4 million for site acquisition and preparation; the state is contributing \$40 million; and center planners are trying to raise \$30 million from large donors. The reason many merchants like

Cianciolo who surround the center at Seventh and Walnut streets are enduring the construction activity is that it has taken foot traffic out of its normal pattern and is helping boost sales.

Co-owner Hiram Gutterman of Walnut Street Popcorn and Sweets said the center is helping attract customers to his store he hasn't seen since opening it six years ago. He said sales are up 10% since work on the center began this summer. Gutterman saw a sizable increase in business when the west side of Walnut Street was closed.

"People are walking on this side of the street, and they come in when they smell the popcorn. We're also getting people who stop in because they're curious what's going on."

Gutterman is even considering expanding his hours and opening on weekends if he can attract people who attend matinees and ballet performances at the center at night and on weekends. He closed his shop on weekends three years ago because of slow downtown customer traffic.

"Instead of just getting people who stop in at lunch or in the afternoon,

(Please see ARTS, Page E-11)

Retail sales drop 0.5% in August

Poor economy keeps a lid on inflation

THE ASSOCIATED PRESS

Retail sales fell by 0.5% in August, the poorest showing since March, the government said Tuesday, but the stagnant economy continued to keep a lid on prices with consumer inflation rising by a modest 0.3% last month.

With seven weeks to go until Election Day, economists said a flurry of statistics Tuesday depicted an economy still showing few signs of life.

"It's the same old story. The economy is dead in the water," said Bruce Steinberg, an economist at Merrill Lynch in New York.

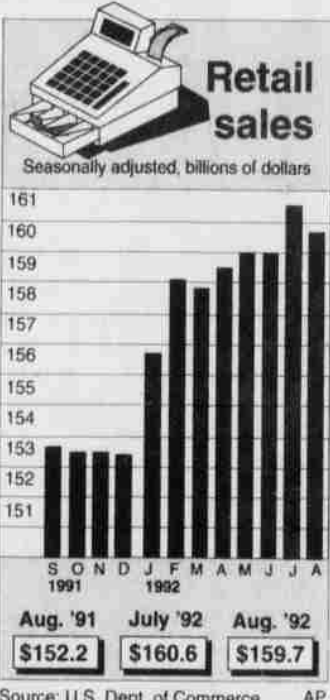
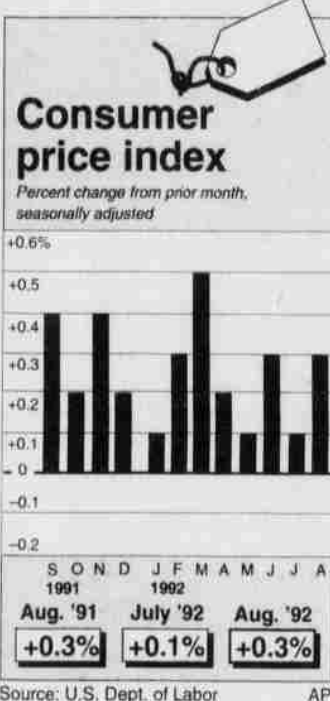
In addition to the drop in retail sales, the government also reported that the country's overall trade deficit tripled in the April-June quarter to \$17.8 billion, the worst showing for the current account in 2½ years.

With overseas economies slowing, analysts said the United States can expect little help from what had been the economy's one bright spot, sales of American products abroad.

"The world's major economies are stagnating with few signs of a turnaround, and that is hurting our exports," said Allen Sinai, chief economist of the Boston Co.

Financial markets were in retreat Tuesday after a huge rally Monday that had been spurred by a cut in German interest rates. The Dow Jones industrial average was down more than 48 points for the day, erasing more than half of Monday's gain.

Analysts said that, upon reflection, investors had turned pessimistic that the small German rate cut would do much to spur worldwide growth.



P&G adds sexual orientation to bias policy

Company issues internal memo on change

BY PATRICIA GALLAGHER
The Cincinnati Enquirer

Procter & Gamble Co. has added "sexual orientation" to characteristics protected from discrimination in employment policies.

The company Tuesday issued an internal memo that, for the first time, puts employees' sexual orientation in the same class as race, sex, religion, age and similar factors.

The policy is not, however, new at P&G, spokeswoman Linda Ulrey said.

"This is not a change in practice at Procter & Gamble.

It is a practice not to have discrimination of any kind."

The company decided to add a reference to sexual orientation after a routine review of its policies on equal employment opportunities and affirmative action, Ulrey said.

The move was not tied to recent efforts to create a similar citywide policy, Ulrey said. Cincinnati's City Council is currently considering a human rights ordinance that would, among other things, prohibit violation of rights based on sexual orientation.

The P&G memo, signed by Chairman Edwin L. Artzt, was

posted in the company's Cincinnati offices Tuesday and applies to all U.S. employees. It was addressed to "members of the operations committees."

Ulrey said she did not know if the memo would be distributed at other P&G operations.

The company issued the memo to remind employees of existing policy, she said.

It reviews a wide range of employment issues, noting that "affirmative action means taking positive steps to ensure equal opportunity."

Artzt ends the memo asking managers to "discuss this message in detail with employees."

New protection

Procter & Gamble Co. issued a memo Tuesday that, for the first time, adds protection for employees of all sexual orientations to existing policies on equal employment opportunities and affirmative action.

The memo, in part, reads: "This is a reminder of the company's long-standing policy regarding equal employment opportunity and affirmative action as expressed in our Statement of Purpose. Equal employment opportunity means employing and advancing persons based

on ability and performance — all evaluated on job-related factors. The company's equal employment opportunity policy applies to all persons without regard to race, sex, color, religion, national origin, age, disabilities, sexual orientation or veterans status.

A good working atmosphere includes freedom from unwelcomed sexual advances as well as any derogatory comment or innuendo based on race, religion, national origin, sex, sexual orientation, age or disability."

Car sales rise slightly

THE ASSOCIATED PRESS

■ **DETROIT:** Sales of light trucks continued to bolster a weak domestic passenger car market in early September, although Ford Motor Co. showed strength in both segments.

Combined domestic car and truck sales for the eight selling days for the Sept. 1-10 period were slightly ahead of last year, which had seven selling days.

At Ford, car sales rose 14.5%, in part because of a new two-year lease deal on the already-popular Taurus sedan that dropped the monthly payment to as low as \$249 with a \$1,000 down payment.