

MICRONESIA'S BUSINESS LETTER

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SEPTEMBER 1976
MAR 10 1986

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DEAR BUSINESSMAN:

WHAT WILL YOUR ISLAND BE LIKE WITH ALMOST TWICE AS MANY PEOPLE? THE WORLD POPULATION IS 4.2 BILLION AND RISING. THAT'S 1 MILLION PEOPLE FOR EVERY THIRTY T.T. CITIZENS. THAT'S ALSO 1630 U.S. CITIZENS FOR EACH T.T. CITIZEN. ASIA, AFRICA, AND LATIN AMERICA HOLD 75% OF THE WORLD POPULATION. BY THE YEAR 2000 THE WORLD POPULATION WILL BE ABOUT 8 BILLION AT THE PRESENT GROWTH RATE. WILL THE WORLD BE ABLE TO FEED ITSELF? THAT'S THE QUESTION.

MICRONESIA'S SOCIAL SECURITY COVERS ALIENS. DEDUCT SOCIAL SECURITY FOR NON-TRUST TERRITORY CITIZEN EMPLOYEES IF THEY ARE NOT COVERED UNDER SOME OTHER SOCIAL SECURITY PROGRAM. REPORT THIS WITH THE QUARTER ENDING SEPTEMBER 30, 1976. THIS CHANGE SHOULD RESULT IN U.S. SOCIAL SECURITY BENEFITS BEING PAYABLE IN THE TRUST TERRITORY AND TRUST TERRITORY SOCIAL SECURITY BENEFITS BEING PAYABLE IN THE U.S. AND MAYBE ELSE WHERE. QUESTIONS? CHECK WITH YOUR SOCIAL SECURITY OFFICE.

NEW ARRIVALS, HERE OR COMING. MR. HOWARD LADD; BUSINESS ADVISER, MARSHALLS: MR. DON PENDLAY; DISTRICT ECONOMIC DEVELOPMENT OFFICER; PONAPE: MR. BRYAN PATRICK; CHIEF, MARINE RESOURCES; SAIPAN: MR. CHARLES W. GARRATT, CHIEF OF LABOR; SAIPAN. WELCOME; THIS MAY BE YOUR GREATEST CHALLENGE.

PONAPE VILLAGE HOTEL OPENS. BOB AND PATTI ARTHUR HAVE AN OUTSTANDING ISLAND STYLE HOTEL IN OPERATION. PROOF IT CAN BE DONE LOCALLY: PROOF IT ISN'T EASY. NOW FOR MARKETING.

SAIPAN INTERCONTINENTAL IS ALSO IN OPERATION. SAME PROBLEM, GUESTS WANTED.

ENNA G. TAKES PASSENGERS. NAURU PACIFIC LINE NOT ONLY HANDLES CONVENTIONAL CONTAINERS BUT WILL SOON HAVE FIRST CLASS CABINS W/PRIVATE BATH AND SWIMMING POOL READY. SERVICE SF/HONO/MAJURO/NAURU/PONAPE/TRUK/SAIPAN/DIRECTLY BACK TO SF.

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PACIFIC NEWS AND BUSINESS INFORMATION. PACIFIC ISLANDS MONTHLY COVERS BOTH THE NORTH AND SOUTH PACIFIC. WRITE G.P.O. Box 3408; SYDNEY, N.S.W. 2001: AUSTRALIA. ALSO PACIFIC BUSINESS NEWS FROM HAWAII. WRITE 863 HALEKAUWILA ST. HONOLULU. BOTH HAVE SHIPPING INFORMATION, BUSINESS CURRENT EVENTS, ETC. KEEP INFORMED, IT'S SMART.

BUSINESS LETTER CHANGE. YOUR LAST ISSUE WAS JULY; THIS ISSUE IS SEPTEMBER. HEREAFTER IT WILL BE BI-MONTHLY. YOUR COMMENTS AND CONTRIBUTIONS ARE WELCOME; THANKS.

INTEREST RATES ON SAVINGS. \$5,000. COMPOUNDED QUARTERLY FOR TEN YEARS AT 5% BECOMES \$8,218.10; AT 5.5% BECOMES \$8,633.85; AT 6% BECOMES \$9,070.09; AT 6.5% BECOMES \$9,527.79 THE SAME INTEREST RATE PAID DAILY IS BETTER, COMPARE. \$5,000. COMPOUNDED DAILY FOR TEN YEARS AT 5% BECOMES \$8,243.32 (UP \$25.22); AT 5.5% BECOMES \$8,665.91 (UP \$32.06); AT 6% BECOMES \$9,110.15 (UP \$40.06); AT 6.6% BECOMES \$9,577.16 (UP \$49.37). FUNDS DEPOSITED ON A DAILY BASIS CAN BE DEPOSITED OR WITHDRAWN ANY DAY WITHOUT LOSING INTEREST.

FIRE EXTINGUISHERS. DO YOU HAVE THEM HANDY? DO YOUR EMPLOYEES KNOW WHAT TO DO IN CASE OF FIRE? TEN MINUTES OF INSTRUCTION MIGHT SAVE YOU TENS OF THOUSANDS OF DOLLARS IN ASSETS. RUN A CHECK ON WIRING, STORED OILY RAGS, TRASH, WAREHOUSE SMOKING, FAULTY FUSE BOXES AND OTHER SUCH FIRE CAUSES. CHECK YOUR INSURANCE COVERAGE JUST IN CASE.

CHANGING TO AND FROM METRIC. NEED A POCKET CONVERTER. WRITE FOR METRIC CONVERSION SCALE SLIDECHART MORSE/ASSOCIATES; 203 N. WABASH AVENUE; CHICAGO, ILLINOIS 60610.

TYPHOONS. ACCORDING TO STATISTICS, TYPHOONS ARE MORE LIKELY IN THE NEXT FEW MONTHS. THAT SEEMS HARD TO BELIEVE AFTER THE PAST FEW MONTHS. WHAT IS YOUR INSURANCE COVERAGE PROTECTING OR NOT PROTECTING. DO YOU HAVE ENOUGH STOCK ON EMERGENCY SUPPLIES. DOES YOUR WAREHOUSE LEAK? IS THE DRAINAGE GOOD AROUND YOUR BUILDING? BE PREPARED.

INFLATION. PRICES HAVE ABOUT DOUBLED IN THE PAST TWELVE YEARS. IT IS FAIR TO ASSUME THEY WILL DOUBLE IN THE NEXT TWELVE YEARS. MONEY LOSES ITS BUYING POWER BECAUSE OF INFLATION UNLESS IT IS HOLDING ITS OWN BY EARNING INTEREST EQUAL TO INFLATION. THIS SUBJECT IS OF

MAJOR CONCERN TO WORLD GOVERNMENTS AND THEIR CITIZENS. MONEY NOT EARNING INTEREST OR OTHER INCOME IS LOSING ITS POWER TO BUY. MAKE USE OF YOUR LOCAL SAVING INSTITUTIONS. IT'S MUCH SAFER AND WISER THAN KEEPING CASH.

USURY DEFINED IN TRUST TERRITORY. YOU CAN'T SUE FOR MORE THAN 2% PER MONTH ON THE BALANCE DUE ON AN AMOUNT LESS THAN \$300. NOR MORE THAN 1% PER MONTH ON A BALANCE MORE THAN \$300. IF YOU KNOW OF SOMEONE COLLECTING INTEREST RATES ABOVE THE LAW THEY COULD BE FINED OR IMPRISONED. SEE TRUST TERRITORY CODE, TITLE 33, FOR THESE AND OTHER BUSINESS REGULATION AFFECTING YOU. NOT KNOWING ABOUT A LAW IS NOT AN EXCUSE FOR NOT FOLLOWING THE LAW.

CROSS-CULTURAL UNDERSTANDING. AMERICAN OR MICRONESIAN, PONAPEAN OR YAPESE, ANYONE CAN REACH GREATER APPRECIATION FOR THE OTHER WITH A MUCH GREATER EFFORT TO COMMUNICATE AND A LOT LESS GENERALIZED PREJUDGING. "COOPERATION IN CHANGE" BY WARD HUNT GOODENOUGH (RUSSELL SAGE FOUNDATION, N.Y. 1963; PUBLISHER) IS ESSENTIAL READING FOR THOSE WISHING TO AVOID THE PITFALLS OF CROSS-CULTURAL IGNORANCE.

AN ORGANIZATIONAL CHART. IT WAS RECOMMENDED TO YOU IN THE APRIL BUSINESS LETTER. DID YOU THINK IT A GOOD SUGGESTION? DID YOU TAKE THAT ADVICE? WHAT GOOD ARE IDEAS UNLESS THEY ARE EXECUTED? SMART IS THE MAN WHO KNOWS GOOD ADVICE; RARE IS THE ONE WHO TAKES IT.

SAVE. WE HAVE BEEN TOLD THAT SOME READERS ARE SAVING THESE MICRONESIA BUSINESS LETTERS. IF YOU NEED BACK ISSUES WE CAN PROVIDE YOU WITH MISSING ISSUES. THIS IS THE EIGHTH ISSUE.

CB RADIOS. THIS IS A BIG FAD. BUT IT IS AN EXCELLENT MEANS OF BUSINESS COMMUNICATION BETWEEN TRUCK OR CAR (MOBILE) TO YOUR OFFICE (FIXED STATION) OR HOME. SINGLE CHANNEL WILL DO THE TRICK, MULTI-CHANNEL IS BETTER. EQUIPMENT IS EASY TO ORDER, LICENSE SIMPLE TO OBTAIN. DON'T GO CB BECAUSE IT'S FUN, GO CB ONLY IF IT CAN SAVE YOU TIME AND MONEY.

SOLAR POWER. BIGGEST BREAK THROUGHS ARE IN WATER HEATERS. COMMERCIAL ELECTRICITY ON ANY SCALE IS YEARS OFF, YEAR 2000 UNLESS UNEXPECTED TECHNOLOGICAL ADVANCES ARE MADE. SOLAR POWER AS A SUPPLEMENT ENERGY SOURCE WILL BE FIRST STEP.

REMEMBER. MICRONESIA SOCIAL SECURITY RATE IS NOW UP TO 1½%.

"DEFINITENESS OF PURPOSE IS THE STARTING POINT OF ALL ACHIEVEMENT"

CLEMENT STONE

SINCERELY YOURS,

Chuck Sicard

CHIEF, BUSINESS DEVELOPMENT

RETURN ADDRESS:

ECONOMIC DEVELOPMENT DIVISION
HQ TRUST TERRITORY GOV'T
SAIPAN, MARIANA ISLANDS 96950

TO: