

DID YOU KNOW: Xerox Corp. traces its history back to 1906 when it was formed as The Haloid Co. The company changed its name to Haloid Xerox Inc. in 1958 and to Xerox Corp. in 1961. www.xerox.com

Best Buy becomes first independent iPhone retailer

Retailer will start selling hot-selling 'smart' devices Sept. 7.

BY PETER SVENSSON
Associated Press

NEW YORK — Best Buy Co. will start selling the iPhone on Sept. 7, becoming the first U.S. chain to do so outside of Apple Inc.'s and AT&T Inc.'s own stores.

Wednesday's announcement by Best Buy expands the availability of Apple's vaunted phone to 970 full-size stores and 16 smaller Best Buy Mobile

stores. It's also a coup for the Minneapolis-based chain, which has been upgrading its cell phone departments.

"We had a lot of work to do, obviously, to get in a position where Apple and AT&T would feel good about Best Buy Mobile carrying it, and that's what we've done in the last 18 months," said Shawn Score, president of Best Buy Mobile.

Best Buy also resells Apple's Mac computers and iPod media players. Apple spokeswoman Natalie Kerris said the long-standing relationship between the companies was the reason Best Buy now would be

able to sell the iPhone.

Last week, Best Buy announced it had completed a two-year conversion of its stores to include upgraded cell phone departments under the Best Buy Mobile brand. It has upgraded its computer systems to handle cell phone activation and has spent 250,000 hours training its employees.

Score said Best Buy Mobile, which resells phone service under the carriers' brands, now has a 3.6 percent share of the cell phone market, up from 2 percent last year. It is a joint venture with CarPhone Warehouse Group PLC, which sells

the iPhone in Britain and is Europe's largest cell phone retailer.

In Europe, independent chains such as CarPhone have a much stronger presence, while the U.S. market is dominated by the carriers' own stores. AT&T, the exclusive U.S. carrier for the iPhone, sells it in more than 2,000 stores. Apple has 189 U.S. stores.

Another major electronics chain, RadioShack Corp., sells AT&T phones, but not the iPhone. AT&T spokesman Michael Coe said he could not speculate on whether the iPhone would be sold at other

third-party retailers.

Smart phones such as the iPhone, which handle e-mail and Web surfing and accept third-party software, are a big focus for Best Buy Mobile. Sales are up tenfold in two years, Score said. It is the only authorized third-party reseller of Sprint Nextel Corp.'s iPhone-like Samsung Instinct.

"The smart phones are what people are heading for," Score said.

Apple launched the second generation of the iPhone on July 11. The two models cost \$199 and \$299 with two-year contracts.

LOCAL/STATE BRIEFS

AT&T wins deal with plane maker

AT&T Inc. won a contract worth more than \$400 million to consolidate plane maker Boeing Co.'s networks into one and to run its wireless and landline calls.

As part of the five-year deal, AT&T will provide voice and data service for more than 130 Boeing locations in the U.S., the companies said Tuesday in a statement.

AT&T, based in Dallas, is winning sales from corporate clients after losing 1.6 million residential customers last year amid stiffer competition from cable companies. The carrier has picked up orders from companies including Starbucks Corp. and Royal Dutch Shell PLC in the past year. About 15 percent of AT&T's revenue last quarter came from large businesses.

Dell introduces business laptops

Dell Inc., the second-largest personal-computer maker, introduced business laptops that can run for as long as 19 hours on a single charge.

Dell's Latitude E6400, which comes with a 14.1-inch screen, has a life of eight hours and can run longer with an extra battery that slides onto the bottom, said Margaret Franco, head of business notebooks. That version costs \$1,139, while a model with a 15.4-inch screen sells for \$1,169.

While targeting consumers by selling computers through retail stores, Dell is trying to appeal to businesses with new designs and color options.

American rejects union furlough plan

American Airlines, cutting jobs to stem losses from record fuel bills, rejected a union proposal to reduce possible pilot furloughs by trimming the number of hours they can fly each month.

The AMR Corp. unit and the union are continuing to talk, airline spokeswoman Tami McLallen said in an interview Tuesday. The world's largest carrier has offered 4½ months of severance to persuade 200 pilots to leave or to face layoffs and wants to increase monthly flying for those who remain.

Franklin Bank anticipates loss

Franklin Bank Corp., the Houston-based company founded by Lewis Ranieri, expects to report a net loss of \$102.5 million for the second quarter.

Franklin gave the estimate in a federal filing Tuesday that said it won't be able to report full quarterly results on time. The filing cited a previously announced probe of Franklin's accounting practices. The loss includes a \$70 million impairment of good will, the filing said.

Ranieri, who formed the bank in 2002, became chief executive officer in May after an internal investigation found accounting errors tied to real estate loans. Ranieri is a former vice chairman of Salomon Brothers Inc., where he pioneered the packaging of mortgages to sell as securities.

Results for 2006 and nine months of 2007 already have been restated because of accounting issues tied to investment securities, home loans and bank-owned life insurance.

— From wire reports

A CONVERSATION WITH ...

Carl Raba of Raba-Kistner

The engineering firm he founded 40 years ago now is a major player in the state.

BY CREIGHTON A. WELCH
cwelch@express-news.net

Forty years ago, Carl Raba kick-started an engineering firm and struggled to pay just four salaries. Now, Raba-Kistner Consultants has grown to more than 320 employees, expects to have \$40 million in revenue this year and is a major engineering player throughout Texas.

Raba-Kistner's services include the design, management and testing of construction materials and projects. The company also does geotechnical engineering and environmental consulting. As an engineering firm, much of the company's work is done before any construction takes place, which can help clients then create their architectural plans.

Here's a visit with the chairman and CEO of Raba-Kistner:

Q: What was San Antonio like when you first started your company?

A: There's been a lot of change. When we started, all the work at HemisFair had been done. HemisFair had really been a catalyst in the way San Antonio compared itself to other cities.

Our first big job was USAA. That was a big project. Another project we worked on was UTSA (University of Texas at San Antonio). We were out in a heavily wooded area with deer and turkey and then turned that into a great educational facility.

When you start looking at HemisFair, USAA and UTSA, things really started breaking loose then.

Q: Was it hard getting your foot in the door?

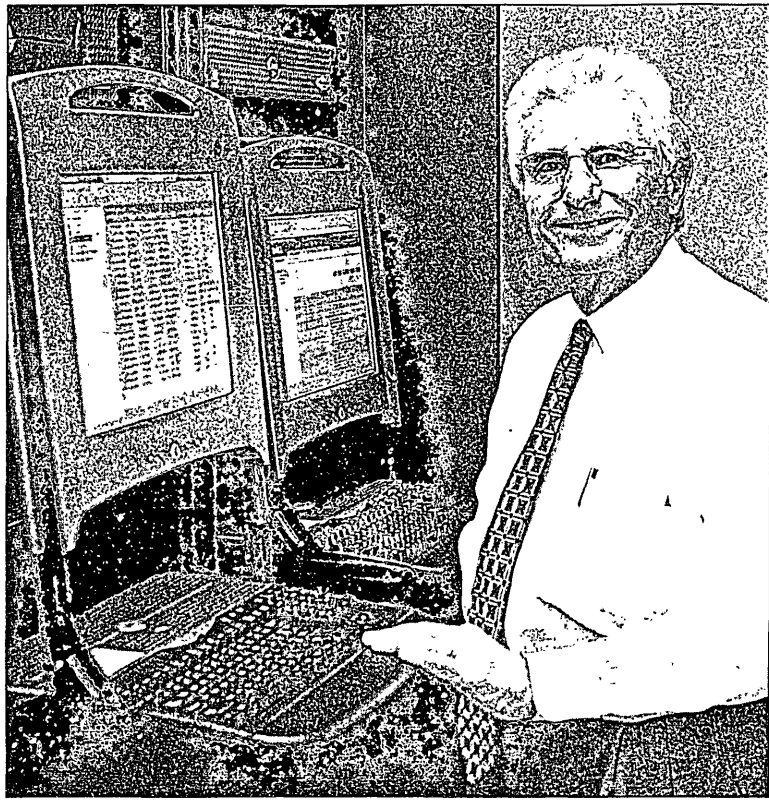
A: We would go to potential clients. They used to say "come back young man in five years when you have some experience." I die laughing because they're no longer around. They didn't prepare for their continued prosperity.

Q: How did you succeed?

A: There's constant change. You just need to keep your eye on change and how to be successful in a new environment. Nothing that ultimately is good is easy to achieve.

Q: How has the engineering business changed?

A: The complexity of the projects we work on has really increased. Part of that



COURTESY PHOTO

Carl Raba, chairman and CEO of Raba-Kistner Consultants, says "things really started breaking loose" in San Antonio after the HemisFair, USAA and UTSA projects.

KEY PROJECTS AND CLIENTS OF RABA-KISTNER CONSULTANTS

USAA	Toyota Motor Manufacturing Texas
Frost Bank Tower	Grand Hyatt
University of Texas at San Antonio	Weston Centre
Alamodome	Olmos Dam
AT&T Center	Valero Energy Corp.

has been because of new materials and new construction processes. Owners have new considerations of a building's uses and architectural appearance. They're also getting bigger.

Q: What's your biggest challenge?

A: The problem that's persisted for a long time is the shortage of engineers coming out of school. Why are they so limited? You look at the environment and it's challenging, it's not glamorous and incoming college students don't have an un-

derstanding of what engineers do. The challenge is getting more students to choose it as a profession.

Q: How do you respond to challenging economic times?

A: We do intensive strategic planning. In 2007, we anticipated a slowdown in the economy. Our corporate development group started pursuing a lot of recession-proof projects that would carry us through 2009. We also did very little work related to residential development.

Former CPS worker wins discrimination suit

Man awarded \$628,000 judgment in gender bias case; utility says an appeal is likely.

BY VICKI VAUGHAN
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A former CPS Energy employee who alleged he was a victim of gender discrimination has won a \$628,000 judgment against the city-owned utility, his lawyer said Tuesday.

Pedro Gonzalez, who joined CPS in 1979, was terminated in 2005 for opening a confidential document on his computer, while a female employee, who also opened a confidential document a short time later, was not fired or disciplined, said Gonzalez's lawyer, Alex Katzman.

"Pedro Gonzalez got terminated, and she received no discipline at all," Katzman said.

Ten members of Bexar County's 57th State District Court agreed that Gonzalez was the victim of gender discrimination and awarded Gonzalez \$627,888, including \$93,000 in lost wages, \$207,000 for mental

anguish, \$198,240 for lost wages in the future, \$39,648 in lost benefits and attorney's fees of \$90,000.

"Ten members of the jury agreeing was the minimum necessary," Katzman said.

"CPS Energy is disappointed with the verdict," spokesman Bob McCullough said Tuesday. "We believe we did not discriminate against Mr. Gonzalez because of gender. We further believe there were questions posed at the end of the case that may have confused the jury. An appeal is likely."

If CPS appeals the verdict, it would go to the Fourth Court of Appeals.

McCullough declined to say which questions may have confused the jury during the trial.

Gonzalez, now 51, joined CPS in 1979 and worked in its computer room for 25 years until 2004, when he was transferred to the utility's customer service desk, Katzman said.

While on the service desk, Gonzalez opened a computer file that wasn't protected by a password, Katzman said. "He was looking for a service manual on his computer when he saw a document or file

with his name on it."

Gonzalez opened the document, which was a supervisor's draft memo written in response to Gonzalez's objection to his performance review. Gonzalez's supervisor had him on a "personal improvement plan" that could lead to his termination if he didn't meet the supervisor's goals.

Gonzalez "was nervous about being fired after 26 years," Katzman said. "He suspected his supervisor was looking to get rid of him, so he opened the document and printed it out."

When Gonzalez saw a file with a co-worker's name on it, he didn't open it, but told her about it. "He told her that his document was there for all the world to see — along with the supervisor's response."

The woman opened the confidential document with her name on it, and also showed the document to another employee, but no action was taken against her, Katzman said.

Gonzalez, Katzman said, admitted he did wrong, but "the female employee did the same thing — and they did nothing. It was disparate treatment."

BRIEFCASE

■ Broadway Bank named Diana Barron assistant vice president, senior audit officer I; Yvonne Cravatt assistant vice president, senior audit officer I; Rose Meier assistant vice president, loan support documentation supervisor II.

■ Frost named Rosantina Aranda assistant vice president, commercial lending.

■ Advisors Asset Management Inc. named Bruno M. Vera III senior vice president, western division sales leader.

■ The State Bar of Texas named William "Mick" McKamie chair of the government lawyer's section.

■ Amegy Bank of Texas named Brent McPherson vice president of commercial real estate lending group.

■ Hyatt Regency San Antonio named Luis S. Nunez sales manager of sports, religious, multicultural and government/military markets and Jesse De Hoyos systems administration manager.

■ Drenner & Golden Stuart Wolff LLP named Grant "Trey" Jacobson III director of economic development.

■ Franciscan Communities named Steve McAndrew executive director for the Villa de San Antonio.

■ Catholic Life Insurance board of directors named Gladys Haecker district director for the Central Texas region.



BARRON



CRAVATT



MEIER



ARANDA



McPHERSON



NUNEZ



DE HOYOS



JACOBSON



McANDREW

GAS WATCH

Avg. price of regular gasoline*			
CURRENT PRICE	1-DAY CHANGE	1-MONTH CHANGE	
San Antonio			
\$3.667	- 1.1¢	- 26.7¢	
Austin			
\$3.708	- 1.1¢	- 25.3¢	
Corpus Christi			
\$3.614	- 0.4¢	- 34.1¢	
Dallas			
\$3.644	- 1.1¢	- 31.9¢	
Houston			
\$3.629	- 1.6¢	- 30.5¢	
Texas			
\$3.666	- 1.1¢	- 30.0¢	
United States			
\$3.799	- 1.1¢	- 30.5¢	

* Prices shown are combined averages of the last card swipe two days previous to publication.
Source: American Automobile Association

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