



# BUSINESS

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## XM, Sirius plan to merge

### Regulators could thwart satellite radio deal

NEW YORK (AP) — XM Satellite Radio Holdings Inc. and Sirius Satellite Radio Inc., rivals in the fledgling satellite radio industry, have agreed to combine in a deal that investors hope will result in lower costs, assuming it overcomes significant regulatory hurdles.

The companies billed the deal announced Monday as a merger of equals, with shareholders of both companies owning approximately 50 percent of the combined entity. However, Sirius would be giving \$4.57 bil-

lion of its stock to XM shareholders, a substantial premium to the value of their shares.

Sirius CEO Mel Karmazin would lead the combined company, with XM CEO Hugh Panero staying only until the deal is closed. XM Chairman Gary Parsons would stay in that role.

The deal faces obstacles in Washington, including a Federal Communications Commission provision that specifically forbids the two companies to combine.

The FCC could change the rule,

but in a statement late Monday FCC Chairman Kevin Martin said the "hurdle" would be "high" to prove that the deal is in the public interest.

"The companies would need to demonstrate that consumers would clearly be better off with both more choice and affordable prices," Martin said.

A combination would also have to meet antitrust approval from the Department of Justice. The companies are expected to argue that they compete not only with each other but also

with traditional radio and a growing base of digital audio sources such as iPods, mobile phones and non-satellite digital radio.

Investors hope that any cost-savings would make up for softening retail demand for satellite radio units.

Both services offer dozens of channels of talk and commercial-free music for monthly fees of about \$13.

Neither XM nor Sirius have turned a profit yet as they spent heavily to build up their programming lineups and subscriber bases. Both stocks declined more than 40 percent last year on concerns about their continued growth in subscribers.

## Storage firm houses tons of data

### In computer age, paper documents still need place to be kept on file

By ROBERT EVATT  
World Staff Writer

The boxes tower over Scott Hambrick and stretch on and on into the distance. He pulls one out from the densely packed shelf, revealing another behind it. There appears to be even more beyond that.

Hambrick opens the lid and reveals a thick sheaf of papers. Every one of the boxes is stuffed with documents of all kinds — more than 7 million pounds and growing fast. Hambrick said he's had to lease out two additional warehouses just to keep up with the influx.

Wait, wasn't the Internet age supposed to create a "paperless" office?

"Radios didn't put newspapers out of business, and television didn't put radios out of business," said Hambrick, president of Data Storage Inc. "It's very unlikely that any digital innovation will render paper obsolete."

Doctors, lawyers, accountants, engineers and other professionals don't just need a place to put all those papers, they also need a way to find specific information among a forest of former trees. That's why companies such as Data Storage are turning to increasingly high-tech ways of managing old paper records.

Hambrick said Data Storage typically goes through each piece of information received and creates a computerized log of each box's contents that clients can access remotely.

Soon, they know more about the stored information than their clients.

"Most of our customers don't know anything about what's in the boxes," he said.

Each box is bar-coded by location before it's stored. When a client requests a specific piece of information, Data Storage employees can locate it and deliver it to the client in as little as an hour, Hambrick said.

Robin Smith, administrator of Eastern Oklahoma Orthopedic Center, said Data Storage holds 3,000 boxes of its records, and 300 boxes of

X-rays.

Despite the off-site location, Smith said it's faster and cheaper than trying to wrangle the data in her office.

"We just key in the box and type in the names online, and we can get our information quickly," she said. "There's a whole lot of cost difference between paying to have it stored and paying for additional square footage at our office to store it."

Hambrick said he's working with more and more documents. Though some information is now arriving in smaller, digital media formats, the vast amounts of papers forced Data Storage to get a second warehouse in 2001 and a third last year. Both are adjacent to its nondescript building in the back of a small industrial complex at 7370 E. 38th St.

All told, Data Storage — founded in 1976 — has grown threefold since Hambrick became president in 1998.

Though computers were supposed to cut back on paper, they have instead generated more and more, he said.

"Information storage management is a growing problem, since the amount of information computers can deal with has exploded," he said.

Hambrick estimates that Data Storage receives 1,000 new "pieces" each day, from boxes of papers to DVDs or data tapes.

But not all the information is new. Hambrick said it's not uncommon for companies to unload their entire collection of records on them at once, including papers dating back to the 1920s, Hambrick said.

Sometimes, if the papers have been stored haphazardly in a corner for decades, the material might have degraded completely or contain a few surprises.

"I've opened the lid to a box and had mice come running out," Hambrick said.

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ROBERT S. CROSS/Tulsa World

Scott Hambrick, president of Data Storage Inc., stands between shelves filled with boxed documents and other stored items last week at a company warehouse in east Tulsa.

### BIZ QUICKS

#### Markets take break for Presidents Day

U.S. financial markets were closed Monday in observance of Presidents Day. Regular trading is scheduled to resume Tuesday.

The Dow Jones industrials edged higher Friday, achieving their third straight record close as Wall Street's major indexes had their best week since mid-November.

The Dow finished at 12,767.57, marking the blue-chip index's 30th record close since early October.

For the week, the Dow and the Nasdaq composite index each climbed 1.48 percent, while the Standard & Poor's 500 index added 1.22 percent.

The Nasdaq stood at 2,496.31, while the S&P 500 finished the week at 1,455.54.

The government will release its January consumer price index Wednesday, giving the Federal Reserve one of its primary inflation indicators. As Wall Street investors know, a larger-than-expected rise in inflation at the consumer level might nudge the Fed toward raising interest rates to keep prices in line.

This week will also bring some of the last large fourth-quarter earnings reports. Perhaps most interesting will be retailers Wal-Mart Stores Inc., Home Depot and Lowe's Cos., whose results and outlooks could provide clues on consumer spending.

#### Wal-Mart putting stores in depressed areas

Wal-Mart Stores Inc. announced plans Monday for nine stores in areas needing economic revitalization, saying it will use those stores to help other businesses in the areas develop.

Vice Chairman John Menzer traveled to Indianapolis and Pittsburgh to announce that the Bentonville, Ark.-based retail giant is moving into neighborhoods in each of those cities where commerce has faltered.

Menzer said Wal-Mart is working with local chambers of commerce, business groups and minority-owned businesses with the goal of guiding new suppliers and helping new or existing shops thrive.

The focus is on "how to take advantage of having a Wal-Mart in your market," he said.

As jobs are created around the new Wal-Mart stores, tax revenue will rise and the neighborhood economy will improve, Menzer said. Two of the stores are already open — in Chicago and Portsmouth, Va.

In April, CEO Lee Scott said the company planned to build 50 stores in areas with high crime or high unemployment. At the store on Chicago's west side and at the nine identified Monday, Wal-Mart will offer advertising to the other businesses in local newspapers and through the audio feed in Wal-Mart stores.

In each of the areas, five small businesses will be picked per quarter for the special treatment.

The other stores will be located in Cleveland, Ohio; Decatur, Ga.; El Mirage, Ariz.; Landover Hills, Md.; Richmond, Calif.; and Sanger, Calif.

#### Camille's expands to four more cities

Tulsa-based Beautiful Brands, parent company of Camille's Sidewalk Cafe, has expanded the fast-casual, coastal-inspired restaurant concept into Olathe, Kan., Rochester, Minn., Austin, Texas, and Lawrenceville, N.J.

"These newest Camille's locations are blazing the trail for our aggressive global expansion campaign currently under way for both Camille's Sidewalk Cafe and Coney Beach concepts, held by Beautiful Brands International," said David Rutkauskas, founder, president and chief executive of Beautiful Brands.

Camille's has more than 1,000 locations open or in development worldwide. The restaurant's recent success includes double-digit sales growth and projected sales of more than \$100 million by 2008, Rutkauskas said.

For the past five years, Entrepreneur magazine has ranked Camille's as one of the top 500 franchises in the world, crediting the brand for both its domestic and international viability due to strong financial growth and universal appeal. Fast Casual magazine has also given Camille's Sidewalk Cafe a top ranking in its 2005 and 2006 "Movers and Shakers" report.

#### Air New Zealand orders four Boeing 787s

Boeing Co. said Monday that Air New Zealand Ltd. has finalized an order for four additional 787-9 Dreamliner aircraft valued at \$700 million at list prices.

The order, which was announced in December, will bring the airline's total 787 order to eight, said Chicago-based Boeing.

Wichita-based Spirit AeroSystems Inc. manufactures wing components and floor beams for the 787 at its Tulsa plant.

From Bloomberg, AP and staff reports

## Redesigned BlackBerry: Good and bad aspects

By BRUCE MEYERSON  
Associated Press

NEW YORK — The maker of BlackBerry e-mail phones has managed to reinvent its wheel repeatedly, churning out surprising new models and innovative redesigns that have repeatedly left rivals in the dust.

But it's not so easy to wow the masses with every product launch, and the latest BlackBerry reveals a little design fatigue at Research in Motion Ltd.

### TECH TEST Every Tuesday

That's a quibble, though, as the new 8800 looks sharper than RIM's current top-of-the-line 8700 — it's more than 25 percent thinner, and it packs some key multimedia enhancements.

One puzzling shortcoming is that the 8800 runs on the slower data network operated by AT&T Inc.'s Cingular Wireless, which will sell the \$500 device for as little as \$300 with calling plan and BlackBerry e-mail service commitments.

The most striking change, an improvement that nonetheless will displease some BlackBerry traditionalists, is that the company has decided that it's time to ditch the side clickwheel.



AP photo

That wheel has been used to navigate every RIM device since the first came out a decade ago — until, that is, last August. That's when RIM introduced a front trackball on the "Pearl," a cell phone-sized BlackBerry geared toward

consumers.

The Pearl's instant popularity has helped drive BlackBerry's subscriber growth to record levels by a wide margin. And so, quicker than you can say "tradition shmadition," RIM is adapting the front trackball to its flagship e-mail device for business users.

This is a good thing. The front trackball, clickable like a computer mouse, addresses the reality that there's a lot more to do these days on a mobile device than merely scroll up and down through e-mail. And the trackball is still perfectly suited to simpler tasks of old even if you don't want to access Web pages, watch video clips or listen to music.

But in borrowing one innovation from the Pearl, it would appear that RIM took the easy route on styling.

Where the 8700's launch in late 2005 brought a new look to the BlackBerry, the 8800 is basically a puffed-up version of the black Pearl (RIM recently introduced a white Pearl). It's got the same shiny black front and back, the same silver sides and nearly identical detailing in the look and placement of buttons and orifices.

Granted, I myself found the Pearl to be a gleaming specimen, an eye-catcher that could prompt device envy from those around me. Part of the al-

lure was that it was entirely different from the other two BlackBerry product lines.

This time around, it was a letdown to see so many obvious similarities in the redesign of the 8700 — even if the 8800 is undoubtedly prettier than the 8700, as well as the unchanging, ever-boxy Treo from Palm Inc.

On a less superficial level, it's odd that this device is only equipped for Cingular's EDGE data network, which isn't much better than a dial-up connection, rather than the advanced UMTS technology the company is rolling out for speedier Web browsing and downloading music and video.

This omission is glaring, as this is the first high-end BlackBerry for business users with a media player and a memory slot for extra storage of audio and visual content. But there's a theme developing here of late, as even the hugely hyped iPhone from Apple Inc. will also be confined to Cingular's slow lane.

While device makers always grapple with trade-offs in component costs and cramming features into a tiny case, it's worth noting that some of RIM's existing 8700 and 7100 handsets already feature UMTS or another speedy technology called EV-DO.