

# Manufacturers See Service Industries As Good Money Market For Their Wares

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By SAM DAWSON  
AP Business News Analyst  
NEW YORK (AP)—Many manufacturers wish you'd spend more of your income on their goods. But many others see in the service industries that are getting an ever larger share of your spending money a good market for their own wares.

And an increasing number of manufacturers and producers are getting into the service business themselves, either to share in the wealth or because of a connection between their goods and services. Sometimes the connection seems way out—like Montgomery Ward and Sears, Roebuck mail order

and retail chains offering package travel tours. Sometimes the connection is obvious—like General Motors and Ford subsidiaries financing dealer sales of autos on the instalment plan. Sometimes it's a wedding of convenience—like that between makers of consumer goods that sell on the instalment plan and insurers of the debtor's life.

Often manufacturers get involved in the service industries as the best way to promote use of their products.

Appliance makers have been making a good thing out of laundry and dry cleaning centers, some by furnishing the machines

for independent service firms, some by setting up their own chains of coin-operated devices for the serve-yourself minded.

Standard, Inc., Little Rock, Ark., began selling dry cleaning machines nearly two years ago. Norge has several thousand in operation. A.L.D., Inc., distributes Westinghouse machines. Philco is putting its own chain. Whirlpool is putting dry cleaning machines in some American Oil Co. service stations.

The fast growing recreation increase has put manufacturers of sporting equipment knee deep in the promotion of such things as bowling alleys, skiing and other

resorts, company-sponsored amateur teams and leagues of all sorts.

Cosmetic makers set up their own beauty salons and chains and health ranches—some with a celebrity clientele.

Electronic companies, like International Business Machines, Remington Rand and General Electric, find the services offered smaller companies by computer centers is good business, as well as that from large companies that can buy or rent the big machines full time.

Makers of trucks and all sorts of factory equipment have found doing business with leasing com-

panies, independent or subsidiary, to their advantage.

Rapid expansion of the school-age population, a bonanza for publishers of text books, has put some makers of school supplies in the

**INSTITUTIONS LOSING SPARK**  
GALESBURG, Ill. (AP)—American business, unions, churches, schools and government are developing a "civil service mentality," Prof. Eugene E. Jennings of Michigan State University told a meeting here. "Our whole society is developing this bureaucratic mind. Great men are subordinate to efficient men. The executive type has dethroned the leader."

service business. Some 22,000 vending machines now service schools in 23 states with milk, books, pens, typing paper and the like.

The increase in leisure time—whether at home or on the road—is attracting more business attention. To that end, Leisure Devices, Inc., is being set up for research, development, manufacture and distribution of labor and time saving products.

The company's aim is "to increase leisure by reducing radically the amount of time consumers as well as industry now must spend on mundane, nongratifying tasks."

## Camas Grange Plans Thanksgiving Dinner

Tentative plans for the annual were made at the recent meeting community Thanksgiving dinner of the Camas Valley Grange Home Economics Club held at the Grange Hall. Mrs. Donald Lawson presided at the business meeting prior to the regular social meeting.

The dinner is scheduled for 1:30 p.m. Nov. 19. Further plans will be announced later, according to Mrs. William Banks, Camas Valley correspondent.

Following the Home Economics Club meeting the regular social night of the Subordinate Grange was held. Several tables of cards and other games were enjoyed by the 25 members present.

Mrs. Frank Kinnan, Mrs. Robert Wheeler, Mrs. Earl Parrott, and Mrs. Lee Banks were hostesses for the evening.

**Officers Elected**  
Election of officers for the coming year was completed. Those

## You're on your way to a wonderful time with... Halloween Fun-Foods

Fun foods . . . party supplies . . . grand grocery savings; you'll enjoy shopping at your nearby Safeway store.

Hood River or Town House

Mrs. Wright's "Oven-fresh"

### CIDER 'n DONUTS

Pressed from finest quality tree ripened fruit. Smooth mellow flavor. Regularly 79c. Buy plenty!

Gal. **49<sup>c</sup>**

Plain or sugared styles. A perfect 'party mate' for apple cider. A "Trick or Treater" favorite, too!

Doz. **39<sup>c</sup>**

### ORANGE DRINK

Or Grape Drink, Lucerne non-carbonated, ready to pour. FREE MASK with each carton.

2 Half Gals. **45<sup>c</sup>**



**40 Years Serving the Northwest**  
Prices effective Monday, Oct. 30 through Wednesday, November 1, at Safeway in Roseburg and Sutherlin. We reserve the right to limit.

### HALLOWEEN CANDY

Remember, the "Little Spooks" and "Goblins" will be out Tuesday . . . Choose from these suggestions.

- Candy Bars All your favorite 5-cent varieties . . . of 24 **87c**
- Candy Sticks Roxbury, Indiv. Pkg. wrapped . . . of 100 **69c**
- Wrapped Treats Roxbury bulk 8 var. lb. **39c**
- Jelly Beans Colored, spiced 1-lb. and mixed . . . pkg. **33c**
- "Pops" Suckers Asst. Pkg. Flavors of 60 **49c**
- Milk Duds Holloway chocolates . . . pkg. **6/23c**

## ICE CREAM

Vanilla or Neapolitan. Rich, smooth textured Snow Star. Reg. \$1.55.

**Money saving \$1**  
Gallon Ctn.

## Large 'AA' Eggs Instant Dry Milk Soap Powder Ripe Olives Zee Paper Towels

- Cream O' The Crop Locally produced. Guaranteed quality. **Doz. 53<sup>c</sup>**
- Lucerne. Special savings on this BIG size. **50 Quart size \$3<sup>95</sup>**
- White Magic Gentle, get clothes **20 oz. pkg. 19<sup>c</sup>**
- Autumn Harvest Select size. Top quality at a LOW price. **5 No. 1 cans \$1<sup>00</sup>**
- Strong, absorbent. Reg. 33c. **3 Giant 89<sup>c</sup>**

It's Safeway for the finest fruits and vegetables!

## BANANAS

Golden ripe, flavorful; carefully handled and cared for at Safeway.

**4 lbs. 49<sup>c</sup>**



Safeway Meats Are Guaranteed To Please!

## ROUND STEAKS

"USDA" CHOICE Aged Beef  
Scientific aging insures perfect flavor, tenderness, and eating pleasure; carefully trimmed before weighing. **Full Cuts lb 69<sup>c</sup>**

**Beef Rump Roast** "USDA CHOICE" Flavorful **lb. 69<sup>c</sup>**

- Red Delicious Apples Bobbin' Good . . . lb. **19<sup>c</sup>**
- Ruby Red Grapefruit Sweet, juicy . . . 5 for **49<sup>c</sup>**
- Florida Avocados Large size, creamy texture . . . ea. **19<sup>c</sup>**
- Cheese Kraft spread 5-oz. 4 varieties . . . **3/89c**
- Corn Chex Raisin cereal 13-oz. pkgs. **31c**
- Cream of Rice Hot cereal 18-oz. **39c**
- Santiam Corn Whole Kernel 5 303 cans **\$1**
- Eugene Beets Crinkle cut 303 cans **21c**
- Mustard French's prepared 9-oz. jar **19c**
- Hershey's Chocolate syrup 16-oz. cans **23c**
- Easy On Spray starch 15-oz. Btl. **69c**
- Nine Lives Pet Food 2 No. 15 cans **29c**
- Kat Nip Cat Food 3 15-oz. cans **29c**

Clam Chowder Snow's 15 oz. **29c**  
Homemade flavor can

Detergent Trend powdered 32 oz. pkg. **49c**

Deviled Ham Underwood 2 1/4 oz. Tins **39c**

Fels Liquid Detergent Gentle! 22 oz. btl. **69c**

- More Grand Meat Values!  
Boneless rolled beef roast **lb. 89<sup>c</sup>**
- Ground Round Extra lean **lb. 69<sup>c</sup>**
- Pork Sausage Sweetheart 1-lb. Rolls **3 for 1<sup>00</sup>**

### CUBE STEAKS

Boneless "USDA CHOICE" Beef **lb. 98<sup>c</sup>**

For Extra Savings . . . We Give GOLD BOND STAMPS

The Golden Treasury of Knowledge Vol. 9 on sale **99c**



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