# **Business Review Features**

Article by Vandeneynde

Gene Vandeneynde, manager of R. L. Elfstrom company, is author of a two-page article in the September edition of Oregon Business Review on the subject "Small Retail Stores Heiped by Buying Offices."

Buying offices are a type of pool-buying. Says Vandeneynde: "Buying offices properly sets

Buying offices are a type of pool-buying. Says Vandeneynde:

"Buying offices properly sete
up can perform the same services
to a group of smaller retailers
as the central buying office gives to the large chain store, and, at the same time, render service to the manufacturers with whom they deal.

"Good buying offices can as sist manufacturers in the improvement of their lines, with suggestions on finishes, better construction, and features which will tend to make the merchandise a better value at little or no extra cost in manufacture and a much better value than the average dealer can buy individually."

"Buying offices are constant."

"Buying offices are constantly in touch with manufacturers Small glass jars with screw-of all types—they are in a posi- on tops make excellent containcerning new merchandise and items in the home workshop. on the future plans of manufacturers. They are able to de-termine if the manufacturer has the necessary equipment for the production of the merchandise he offers, what his past record of experience is, whether his fi-nancial condition is such that he is in a position to buy raw materials in the right quantities. Buying offices are kept constantly informed on new ideas and new sources of supply; they are always in touch with factories and understand production prob-This latter is important because many factories fail to deliver because of shortages of raw materials, installation of new machinery, or failure of subcontractors to fulfill their agreements. Buying offices can aid stores by making available definite delivery information upon which they can depend. They can advise in the selection specification items that many individual stores cannot obtain

tion to keep stores advised con- ers for bolts, nails or similar

Nothing Down - Pay Monthly VENETIAN BLINDS We also wash, retape, paint and re-slate rour old Venetian blinds ELMER, The Blind Man Call anytime for Free Estimates

Phone 3-7328 1453 Ruge St. — West Salem We give S & H Green Stamps



ONE SIDE?

WHERRIE TAILOR-ING COMPANY will tailor that cost to nang perfectly. Pure Virgin Wool

Fabrica Suits, \$53.50 to \$76.50 Tepcests, \$47.50 to \$61.30

SUNDIN, the Tailor



#### Now you can have the PAINT COLORS you want!

"Wonderful! Why didn't someone think of it before!" If you've ever been disappointed by the limited color range of ordinary paints (and who hasn't?) that's what you'll say about Murphy Color-Scheme\*

Now you can choose from 77 of the loveliest paint colors you ever saw - everything from gorgeous decorator shades to the softest pastels. Now you can have the color you want in the finish you want — flat, semi-gloss or gloss — without paying a premium!

 Every can of Murphy Color-Scheme Paint is custom-tinted to your order, just before using. That means fresh, frue color. See our Murphy Color Cabinet...learn how easy

Murphy Cole Salars Paints WE GIVE SAH GREEN STAMPS"

**Hutcheon Paint Store** 

BEAUTIFUL LIVING ROOM . PLAY ROOM . DINING ROOM HALL KITCHEN HUTCHEON'S

WE GIVE SAH GREEN STAMPS"

## **Hutcheon Paint Store**

"BUY YOUR PAINT AT A PAINT STORE!"



TOMORROW IS



Your Old Roaster or Roaster Pan Is Worth

As allowance on a brand - new modern EVERHOT ROASTER

\$10.00

that sells regularly at



WE'LL GIVE YOU \$3.00

for your old perculator as trade in on a new modern MAN-NING-BROWN electric perculator worth 16.55. or a fine SHEFFIELD perculator regularly selling at 9.95.

ASK ABOUT IT!



WESTINGHOUSE RADIO

H212

AM/FM console model Beautiful true tone!

Modern cabinet in dark

WESTINGHOUSE 212

mahogany will harmonize with either period or modern

Liberal Trade-In Allowance Dignified Credit



Tree-Westinghouse

Liberal Trade-In Allowance

Westinghouse Lock proof "Floating Gib Hook"

FREE

Built in Sewing Lamp

Automatic Check Spring Control Instant Control for Backward and Forward Sewing

Built-in motor, 1350 stitches per minute.

56.50

Dignified Credit .



299.95

Saves up to 10 GAL-LONS of Water a Load! Washes Cleaner Slanting Front . . . Easy Loading Economy Model 219.95



Be Ahead Of The Crowd!

Just Think of It!

Towards purchase of deluxe Universal or LEWYT tank type

vacuum complete with chest.

Your Old Iron Is

Worth

WESTINGHOUSE AU-

tomatic iron LPC 414

Here's an

Easy Dollar!

Bring in your old kitch-

en pot or pan . , it's good for a dollar on a new beautiful Eckoware

or Revere Cooking

Limit one trade-in value to customer.

Utensil.

Get There Early! Doors Open 9 A. M.!

WESTINGHOUSE CLOTHES DRYER

239.95 EXCLUSIVE automatic dry

CONVENIENT LOADING Only dryer that shuts off auto-matically at the selected degree

of dryness!
Saves ironing time!

● Liberal Trade-In Allowance ● Dignified Credit ●



#### WESTINGHOUSE REFRIGERATORS

with EXCLUSIVE COLDER-COLD!

As Little 189.95

Larger models available at like low, low

Entirely new in conception and design!

· More bottle storage space! BIGGER meat storage capacity!

● Liberal Trade-In Allowance ● Dignified Credit ●

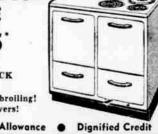
FAMOUS

WESTINGHOUSE

RANGE 189.95

. BAKE In ANY RACK POSITION!

NOW-waist-high broiling! • 3 large storage drawers! ● Liberal Trade-In Allowance ● Dignified Credit ●



#### WESTINGHOUSE WATER HEATERS with 10-Year Warranty

Push the button for EXTRA HOT WATER All th eheat you pay for goes directly into

the water: Scientifically designed baffle plate pre-vents incoming cold water from mixing with th ehot water—more hot water each

Liberal Trade-In Allowance Dignified Credit

### FREE 30-DAY TRIAL! NOTHING TO BUY!

Folds away into 134 sq. ft. of storage space. Irons shirts in 434 minutes. Sit while you iron! Single knee control does every-thing!



Liberal Trade-In Allowance Dignified Credit



Imagine! Your old hot-water bottle or

heating pad is worth 3.00 Applied to a SAMP-SON HEATING PAD

that sells at 7.95

