Pay Less Drug Store Opens in New Center

Section B
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Third Major Chain In Center Is More Than Drug Store

Pay Less Drug store, a national chain company, opened a store in the new Medford Shopping Center last week.

The local branch is the third major chain store to open in the Center. Others are Sears, Roebuck and company, the largest chain store in the Center, and Safeway, the second largest chain store.

Pay Less firm in the Medforl Shopping Center has more than 60 departments, according to Willard Chinn, store manager and registered pharmacist.

Chinn said that Pay Less is not just a drug store, it combines a drug, variety and junior department store into one store.

Three registered pharmacists will man the prescription department. Other than Chinn, they are James Haggerty, a pharmacist registered in both Montana and Oregon, and Jerry Laizure, who is moving to Medford from Spokane.

Volume Business

Chinn, who moved here from The Dalles, said that Pay Less is interested mainly in volume business. He explained that while the firm has two Pay Less warehouses, it is the policy of the company to supply little merchandise from them.

'Practically everything will be shipped into Medford direct from manufacturers," he said. "Under this policy, merchandise is purchased at the lowest price."

All employees at the store except for four key men, are Medford residents. Advancements in the firm are made only from within the ranks, Chinn said.

Paid Accordingly

All floor employees are moved from department to department until they have completely covered the store. This is necessary, it was explained, since the store stocks 25,000 different items. Under this training program each employee becomes more valuable to the store as they progress, and are paid accordingly, Chinn explained.

The employees receive paid health insurance, paid vacations and other benefits.

Among the many departments is a cosmetics department which features today's leading lines. Especially popular is the camera sporting goods department, managed by Gene Parker, former manager of the same department in the store in Roseburg. He will be assisted by Bill Nolta. The big standard lines of photographic equipment will be featured.

Pay Less has special film developing service for both black and white and colored film.

Other Departments

Other departments include fishing tackle, camping supply section, small appliance and clothing, linens, and bedding.

For quantities of dolls, plush animals, and many other toy items, the Pay Less toy department fills the bill. Another department is for the do-it-yourself expert or the handyman about the house. For others who want sewing supplies, Pay Less has the articles needed.

Shoppers will also find baby supplies, candy, tobacco, phonograph records, veterinary, paint, stationery, school supplies, and housewares at Pay Less.

The store will be open until 9 p.m. daily and on Sundays from 11 a.m. until 7 p.m.

NOW OPEN—Pay Less Drug Store, which opened Monday in the new Medford Shopping Center, has more than 60 departments. Among the departments are candy, tobacco, phonograph records, veterinary, paint, stationery and school supplies in addition to drugs. The store is located near the Safeway store, which was among the first to open in the Shopping Center last August.

PHOTO DEPARTMENT—Among the departments at the new Pay Less Drug store in Medford Shopping Center is the photography department, shown above. Behind the counter above is Gene Parker, manager of the photo and sporting goods departments, talking with Clerk Bill Nolta. The department, like other departments, has a complete line of well-known cameras and other equipment.

PURCHASED IN VOLUME

"Miss Marvel Lee" nylons, made for Pay Less, purchased in volume and sold under the self service policy, offer value to customers.

EMPHASIS ON MEN

Pay Less places great emphasis on capable men in their prescription department, which they consider the most important single part of the business.

Pay Less is equipped to help the mother or grandmother find something for baby. Whether it's a medicine, a special type food, fancy gift or just a rattle, it may be found on tables number 21 and 31 and on the adjacent wall section.

A tuberculosis clinic for dogs, first of its kind in Britain, has been opened in Glasgow.

DEPARTMENTS NOTED

Among the departments at Pay Less are candy, tobacco, phonograph records, veterinary, paint, stationery and school supplies, houseware and gifts.

VOLUME OF BUSINESS

The 19 super-size Pay Less drug stores do an annual volume of many millions of dollars. That is why Pay Less can buy right and sell right.

Store Managers On Sharing Plan

Pay Less store managers are on a profit sharing program. The company regards this program as an additional incentive, since it gives the manager an opportunity of purchasing a part of the company.

All employees of the Medford store, except for four key men, are Medford residents.

New York—(UPI)—Josef Bonime, 69, composed and conductor, died Sunday of a heart attack.

Pay Less Thanks You!

You have given us a wonderful reception. Several thousand people have gone through our check stands since we opened Monday morning. We sincerely appreciate your patronage and pledge our cooperation by giving you a terrific assortment of values for the coming holidays and thereafter.

Yours Sincerely

PAY LESS DRUG STORE—MEDFORD

Willard Chinn, Manager

Pay Less Has Over Sixty Departments

Pay Less is not just a Drug Store. It's a progressive Drug, Variety and Junior Department Store all wrapped into one package. It is the aim of the Pay Less Management to have under one roof all of the departments, excepting groceries, meats and bakery goods which fill the day-to-day requirements of people. This is the reason Pay Less frequently advertises "Pay Less Has Everything." The following is a list of some of the Major Departments:

The Prescription Department is manned by three registered pharmacists. All prescription items are kept in clean, light-proof, dust-proof cabinets and is modern in every respect.

The Cosmetics Department features today's leading lines such as Revlon, Tussy, Du Barry, Max Factor and many others.

An especially popular Department in all Pay Less Drug Stores is the Camera, Sporting Goods Department. In the New Medford Store, this department is managed by Gene Parker, who was manager of this same department in the Pay Less Drug Store in Roseburg. Bill Nolta is also in this department. The big standard lines are featured such as Polaroid, Eastman, Bell & Howell, Keystone, Argus and others. Pay Less has a Special Film Developing Service for both black and white and colored film which saves the customer money on first class developing. Electric Razors, Watches and Binoculars can be found in this Section.

The Fishing Tackle, Camping Supply Section which is also managed by Mr. Parker, is especially popular with the men customers. Since Pay Less purchases such items as Shakespeare, direct from the manufacturer, prices are extremely low.

In the Small Appliance Department all of the big names are featured—Sunbeam, General Electric, Westinghouse, West Bend, and others. Pay Less is satisfied with a small profit on such items.

Pay Less sells Clothing too. Nylons, Socks, Work and Play Clothing, Blankets, Towels and many other lines are stocked. This Deparment is especially popular with families who desire to shop evenings and Sundays since Pay Less is open evenings until 9:00 and Sundays from 11:00 a.m. until 7:00 p.m. Whether it's sheets, pillows, tee shirts for the boy, briefs for the man, nylon panties for ladies — all can be found at Pay Less.

The Pay Less Toy Department managers select the most popular items from each of the leading toy manufacturers. If you wish to see quantities of dolls, plush animals and many other toy items, just go to Pay Less.

To help these people who follow the do-it-yourself idea, Pay Less has several convenient departments. Want to put in a new faucet; do a little wiring; put up new curtain rods; do something which requires a new tool or do some sewing which requires a special colored Coats & Clark thread, zipper or tape—then Pay Less can help you.

Pay Less is especially equipped to help the mother or grandmother who wants something for baby. Whether it's a medicine, a special type food; a fancy gift or just a rattle, it can be found on tables number 21 and 31 and on the adjacent wall section.

A few of the other sizeable Departments are Candy, Tobacco, Phonograph Records, Veterinary, Paint, Stationery and School Supplies, Houseware and Gifts.

Pay Less will be all set to help everyone with their Christmas Gift problems. Pay Less Warehouses are especially full right now because the buyers did not want to take a chance on shortages caused by the Steel Strike. It is recommended that purchases be made from Pay Less now while stocks are complete and special low prices have been obtained for the Grand Opening.

Pay Less Prescription Department Is Unique

The Pay Less Prescription Department will have to be seen to be appreciated. All Prescription Items are stored in hospital-clean white cabinets to protect them from light and dust. Some items are affected by light and exposed bottles will get dusty—so Pay Less is very particular to have every ingredient protected and the counters and equipment spotless. It is the Pay Less policy to fill prescriptions exactly as the Doctor orders.

There are to be three Pharmacists in this Department. Willard Chinn, the Store Manager, is a registered Pharmacist. Mr. Chinn resides with his wife and two young sons in a home he recently purchased at 341 Sutter Street in Medford.

James Haggerty, a Pharmacist registered in Montana and Oregon, is presently building a new home for his family of four at Roberts Road and Crater Lake Avenue.

Jerry Leizure, the other Pay Less Pharmacist, is moving to Medford from Spokane.

Pay Less Employees Enjoy Many Benefits

Pay Less Drug Store officials believe that the company's training program is mainly responsible for the rapid growth of this group of stores. Advancement is made only from within the ranks. All floor employees are moved from department to department until they have completely covered the store. Since one of these large stores stock 25,000 different items, employees become more valuable to the store as they progress, so they are paid accordingly.

Under the Pay Less policy every employee has definite responsibilities. Management feels this policy creates more happiness among the employees. As soon as an employee has received some training, he or she is placed in charge of one or more departments. Department Managers are trained to do their own buying direct from manufacturers.

Men trainees are advanced rapidly. If any Store's program does not have a place for rapid enough advancement, men are moved, at Pay Less expense, to other cities.

Mr. Chinn, the local manager, estimates that Pay Less has moved at least twenty people in Oregon alone this year.

All employees receive paid health insurance on a policy developed especially for Pay Less which has very liberal provisions. Employees can include members of their immediate families at a small additional cost. Besides paid vacations, employees receive several other benefits.

Mr. Chinn states "this company feels that people are happiest when they have responsibilities, a chance for an improved future and have definite company benefits."

Pay Less Managers are on a liberal profit sharing program. They are given the opportunity of purchasing a part of the company which is regardcd as an additional incentive.

All employees who will man the Medford Store are long time residents of Medford with the exception of four key men employes who were moved to Medford with their families.

Pay Less Pharmacists Invite You to See Their New Hospital-Clean Modern Prescription Department

Where ALL Prescription Items are kept in DUST-PROOF LIGHT-PROOF Metal Cabinets

THREE Registered Pharmacists Will Be Glad To Assist You

Pay Less Seeks Volume Business

Willard Chinn, the local Pay Less Manager, moved here from The Dalles, where he was Assistant Manager. Mr. Chinn, when asked to describe the general Pay Less Buying and Selling Policy stated as follows:

"Pay Less is interested mainly in volume business. While the Medford Store has access to deliveries from two Pay Less Warehouses, it is the policy of the Company to supply very little merchandise from its own Warehouses. Practically everything will be shipped into Medford direct from Manufacturers. Under this policy, merchandise is purchased at the lowest price and there is only one freight charge. Everybody knows that it costs a lot of money to warehouse and that merchandise shipped to a warehouse and then to a store results in two freight charges. This second freight charge alone might average five per cent. The only problem in buying direct from manufacturers, as a policy, is that much larger quantities must be purchased. Pay Less Customers like this policy and benefit from it because lower costs result in lower selling prices so the big shipments soon melt away."

Mr. Chinn also said,

"Another important part of the Pay Less merchandising policy is that Pay Less sells only first quality merchandise. In the selection of thousands of items, Pay Less buyers have set up stringent quality requirements. As an example, the Knitting Mills making Pay Less Nylons under the "Miss Marvel Lee" name is required to guarantee every pair of Nylons as first quality stock and to accept for return any pair returned to Pay Less as being unsatisfactory by any customer.

Pay Less, selling these Nylons, purchased in volume and sold under the Self Service policy, is able to offer their customers a terrific value.

Pay Less only operates Super-Size Drug Stores. The nineteen Stores in this group do an annual volume of many millions of dollars. That is why Pay Less can buy right and sell right."

Come—See the Rollmaster

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Sunbeam Rollmaster ELECTRIC SHAVER

Enjoy new shaving comfort with the finest multiple-head electric shaver made.

SMART NEW GIFT CASE Complete with sample of Sunbeam Electric Pre-Shave Powder Stick

- New Smooth Rolling-Edges give more comfortable shaves
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- New rolled inner shaving edges give "irritation free" shaves
- New powerful Sunbeam-built motor gives faster shaving action

SUNBEAM

Pay Less Drug Store Medford, Oregon Is The Place To Buy Sunbeam Razors

Compare — Pay Less Is the Place To Buy SUNBEAM

Powerful motor gives 12 convenient speeds — handy mixing guide — push-button beater ejector with stand and 2 mixing bowls.

ALL NEW Sunbeam AUTOMATIC MIXMASTER MIXER

This Is The Deluxe Model without juicer $47.95 Value

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WITH THE PURCHASE OF A PRESTO 11" FRY PAN AT PAY LESS DRUG STORE

11" FRY PAN
Perfect eggs, bacon, every time. Foods won't burn or stick.

Regular.....$14.95
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SAVE AT PAY LESS