

Junior Achievement Program Possible Here

Companies Make Goods As Regular Business Firms

By GREG NOKES
Mail Tribune Staff Writer

The management and employees of any company, even a Junior Achievement company, cannot bear to stand idly by and watch their firm go bankrupt, and chances are they will do everything in their power to bring it back to a profit-making enterprise.

At least the members of the Wood Products Co. of Portland did. This Junior Achievement company found itself with a product that wouldn't sell and was in danger of going out of business.

The company had been manufacturing wooden niknak shelves, for which there seemed to be no market. The company found itself with lots of shelves but no money.

The management and employees put their heads together and decided to make a few modifications in the shelf and sell it as an entirely different product in a last-ditch attempt to save the firm.

Table Decoration
They drilled three holes in the shelf putting a candle in the center hole and a Christmas tree ball on each side and sold the converted shelf as a Christmas table center decoration.

The change-over succeeded and by the time the Christmas season was over they had made a substantial profit, which they put to use making another product.

This product too sold, and by the time the company voluntarily quit operating, the stockholders had received a sizable dividend, and employees a good profit.

This company no longer exists, but it is an example of how serious the teen-agers are when they group together to form JA companies.

There are 3,842 JA companies comprised of students from high schools in 252 communities in the U.S. and Canada.

Speaks at Assemblies
To get students interested, a representative from the local JA organization speaks at school assemblies and tells the students about JA and the business training that high school students get while working in their own companies, sponsored, but not run by normal adult businesses.

JA started in Springfield, Mass., in 1919, when several industrialists got together and thought it would be a good idea if youths living in urban areas could have a program comparable to 4-H and FFA agricultural programs for rural youths, except that it would be business oriented.

These men were worried about the many students graduating from high school who knew nothing about business or practical economics even though they lived in a country dependent on the free enterprise system.

Worried Businessmen
If youths didn't know anything about free enterprise and good business practices by the time they graduated from high school, they reasoned, what might happen to a country whose very success and high standards of living are attributed to the success of a free enterprise way of life?

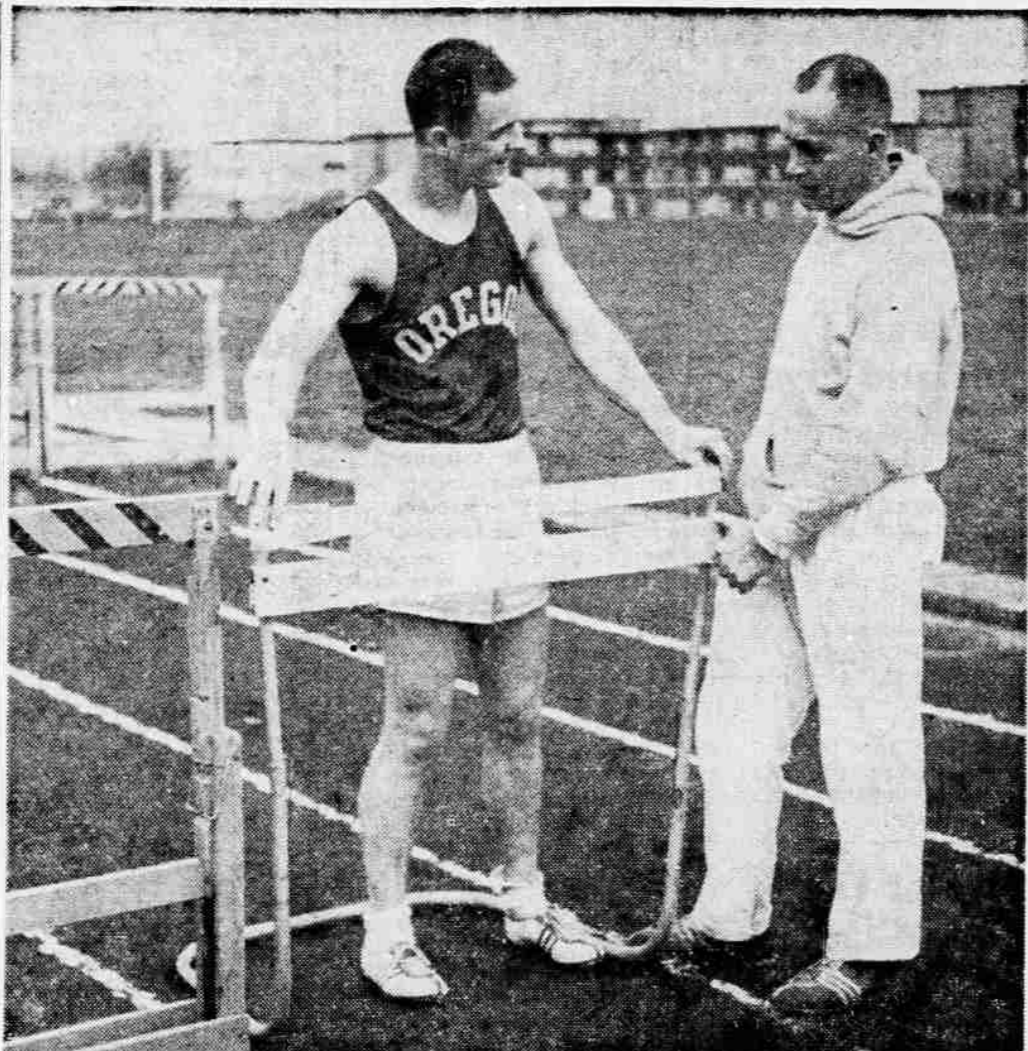
They decided to do something about it, and contributed some money to a special fund with which they purchased a building, bought some machinery and recruited some high school youths to use these and start their own businesses.

Today, the 3,842 Junior Achievement companies operating in communities all over the U.S. and Canada are each sponsored by regular businesses, preferably manufacturing firms, which offer advice on good business methods and practices as the junior organization proceeds to form and run its own companies.

Other than providing three men to serve as advisors in the sales, management and production fields, the sponsoring firm keeps hands off of the youths and allows them to make their own decisions and conduct their own business operations.

The sponsor is under no obligation to see that the junior company makes a profit, nor are they allowed to have any financial interest in the company itself.

The point is not whether the company makes a profit, although no one turns one down if it is made, but that youths get practical experi-



CHECK HURDLE — University of Oregon track coach, Bill Bowerman, and Hurdler Dave Edstrom, are shown above looking at a new kind of track hurdle, made and sold by Webfoot Products, a Eugene Junior Achievement company. The hurdle has an elastic bar for hurdles to use while practicing, but it can easily be replaced by a wooden bar for track meets. This is one of the variety of products made by 2,842 JA companies in the U.S. and Canada last year.

ence in and knowledge of business enterprises, and the work it takes to run one.

Even if a youth never enters a business profession for a career, he will nevertheless be in contact with the business world in some way.

Student interest in the program is high as was revealed in Portland last year when over 2,000 students applied for participation in JA. There was room for only one-third of them.

Criterion for Selection
The criterion for selection among the applicants is not one of school grades or achievement, but one of ability and potential.

When JA is making their selection they want to choose those students whom they feel will stick with the company if the going is rough.

JA cooperates with the schools in choosing the students. They often discuss the merits of each applicant with his respective high school counselor or instructor.

Students in JA meet once a week for 32 weeks from October through May, and each meeting lasts for two hours.

All production is done at the regularly scheduled meetings although selling is done on the student's time.

First Meeting
At the first meeting the students are divided into groups of from 15 to 20 persons. It is at this time the members of the prospective company notice another nice attraction of JA companies, they are co-educational.

At the first meeting, students are introduced to advisors and with their help select a name, decide on a product, elect company officers and apply to JA national for a charter to do business.

Each student takes home from the meeting a number of shares of stock which he tries to sell. He usually has little trouble because of the excellent reputation of JA.

Each share of stock costs 50 cents and no company can sell more than 200 shares.

Limited to Purchase
No one customer can purchase more than five shares and this limitation includes company members. This prevents any one or two persons from buying up the stock and making that part of the business easy for the student.

At subsequent meetings production starts.

The machinery which JA companies use is rented from the local JA headquarters. The companies also rent office space, pay for utilities, pay taxes, and pay themselves wages.

All of these costs are not high but they are paid so the student will get the experience of having to meet the same kind of expenses that normal companies must meet.

Selling Methods
JA companies can sell house to house or through local stores if they can get them to handle their products, but they cannot sell across state lines.

The companies are free to switch products at any time during the eight months they are in business.

Most JA products are simple, usually, but not necessarily, using wood in their construction, and the unit cost seldom runs more than \$2.

There is no limitation on the kind of product or maximum price at which it can be sold, but the restriction on the amount of capital a company can have, discourages highly priced goods.

The company is not allowed to undersell a comparable product on the market, even if it can make it cheaper. JA does not seek to take business away from established firms, and seldom does (its influence on the economic life in a community is never felt). It must keep its prices competitive.

Each JA company is required to close operations in May, pay stockholders dividends, if there are any, divide up the profit among members and prepare a profit and loss statement both for the stockholders and for the national organization.

Award Presented
An award is given to that company preparing the best stockholders' report for the year. The award is given by the New York Stock Exchange, which also does the judging.

Under no conditions may a JA company operate longer than the specified eight months, nor may a student participate in the program for more than two years.

Most students who have participated in JA feel that it is a lot of fun, giving them a chance to be their own bosses in a worthwhile, interesting and often profitable activity.

JA is popular in the Portland area where in its 10th year there are 38 JA companies in which 687 students participate.

Executive Director
James D. Tomlin, executive director of the Portland group, said they would like to have accommodated all of the more than 2,000 students who applied, but the number of students that can be handled is dependent on the number of companies.

There are never more than 20 persons in a company so the organization will not get so cumbersome as to detract from its original purpose.

They are also kept small so each student will get experience in each of the three (management, sales, and production) branches of the company.

The number of companies is dependent on the number of sponsors which can be obtained, the amount of work space available and amount of equipment that can be acquired.

In Portland this year, students in JA have nearly created their own distinct business community.

Various Companies
One company runs a banking establishment which handles the individual JA company accounts and can loan these companies a limited amount of money.

Another company devotes itself entirely to auditing the books of the other companies and there is even a foreign import-export company which is reportedly quite successful.

Eugene started a JA organization two years ago which, in that short time, has proved very successful, according to William E. Eaton, the executive director.

There are six companies in Eugene this year and one in

Springfield, operating out of the Eugene organization.

The most successful JA company in Eugene last year was the Artistic Products company which made and sold boxes of bottled spices.

Over 1,000 units were sold at \$1.25 apiece so more than \$2,700 were handled by the company and a substantial profit realized.

Another of last year's Eugene companies manufactured and sold a new kind of track hurdle.

This hurdle had elastic bars instead of wooden ones so trackmen could practice without fear of injury. They were convertible so wooden bars could be used when there was to be an official meet.

The Portland JA organization has spread across the Columbia river to Vancouver, where there are four companies and to Camas where there are two.

When Richard A. F. Ballou, western regional representative for JA, came to Medford from San Francisco last December at the request of a number of civic leaders and businessmen here, who were and still are, interested in JA for Medford, he told them that Medford is not too small to have JA.

Could Have Four Firms
At a breakfast meeting at the Rogue Valley Country club he told those attending that Medford could have four JA companies for an approximate cost of \$3,150.

This money would cover the initial cost of renting a building in which JA companies could meet, buy all the machinery that companies need to manufacture their products and pay for many other miscellaneous expenses.

Ballou said four companies is the minimum needed to make the program worthwhile.

He said the money for the program would probably be raised, as it is in most other cities, from local business and manufacturing firms.

Are Not Obligated
Those companies contributing money are not obligated to become sponsors nor is it necessary for sponsors to contribute money.

All money raised for or made by the local JA organization stays in the community where it is raised, going for future JA expansion in the community, or should the program never get off the ground then it will be refunded to its donors.

The JA organization is non-profit, and doesn't stand to make a cent, Ballou pointed out.

The staff of the JA organization in a community is made up entirely of community people. JA's national headquarters in New York will train these persons and help to get them started, he said.

Over 85 per cent of all JA companies make a profit, Ballou said, but the profit is infinitesimal compared to the educational value that both the community and the individual participants receive.

Railroads handled 43 per cent of all freight in the nation in 1958 and trucks 20 per cent. The rest went by ship and air.

Safety Factor in Electric Fences Said Sufficient

New York — (Science Service) — The safety factor now used in the design of electric fences seems to be sufficient, shock tests on 32 men indicate.

Widely used on farms to keep cows out of cornfields, to stake off temporary pastures or to keep hogs from rooting under permanent fences, electric fences deliver pulses of high voltage at low currents to animals or human beings touching them.

The electric pulse is strong enough to cause a person to "freeze" while touching the wire. The time lapse between pulses is a safety factor and is required to be at least three-fourths of a second in length.

This time lapse, during which the fence is dead, is long enough to let a man release the wire, Prof. C. F. Dalziel of the University of California, Berkeley, told the American Institute of Electrical Engineers meeting here today.

In carefully controlled tests, three of the 32 men took nearly four-tenths of a second to let go of the wire after the electric shock. Others could "unfreeze" in less than one-tenth of a second.

So the safety factor is about two for the men with the slowest reaction, Prof. Dalziel said.

"This off period has been used for a number of years and is considered satisfactory because of the lack of reported accidents involving commercial fence controllers," he said. The time lapse is important because "death is to be an expected result" if pulses come so rapidly the victim cannot let go of the wire, he said.

Charges Recorded
The engineers also were told that researchers at the International Telephone and Telegraph Laboratories at Nutley, N.J., have developed a device that automatically records time and charges on toll calls. It switches on when it "hears" a voice answer to the telephone. The Answering Signal Detector may eventually replace the recorder, now used on some systems, that automatically switches on 20 seconds after the last digit has been dialed — whether the phone is answered or not.

Architect Moves To New Location
Architect R. J. Keeney has moved his offices from 210 Fluhrer building to 310 Medical Center building at 33 North Central ave., Medford, he announced Saturday.

Keeney has been an architect in Medford and Jackson county for 25 years.

While expanding the offices the firm has added the services of F. Jerome Hunter, who, like Keeney, is a member of the American Institute of Architects and is a registered architect. Hunter is a former Medford resident and graduate of Medford High school. He comes to Medford from Redding, Calif., where he worked in the architectural firm of Smart and Claybaugh.

"We needed more space due to the pressure of work," Keeney said. "Our new office will be more ample and more adaptable for services required."

The new offices include a large drafting room and individual conference rooms. Keeney was formerly associated with the late Frank C. Clark, Medford architect.

Deadline for Dog Licenses Nears
Last date for buying dog licenses without paying a \$2 penalty is Feb. 29, Chris Hager, county dog control officer, said Saturday.

License fee for male dogs and spayed females is \$1.50 and \$3 for unspayed females. All tags must be on the dogs this year, he cautioned, or the dogs will be picked up and held in the dog pound at 2872 Howard ave., Medford.

Licenses can be obtained at the county clerk's office in the Jackson county courthouse in Medford, at the dog pound, and at Phoenix, Talent, Jacksonville and Ashland police departments.

Licenses may also be bought at Jacksonville's Rasmussen's Super Service gas station, Applegate Shopping Center, Gail's Market, Gold Hill; Rogue River Feed and Farm Supplies, Eagle Point city hall, Butte Falls city recorder's office, Cove Valley Supply at Shady Cove, and Boothby's Sporting Goods at Prospect.

Pure Food Campaign Will Get Into Accelerated Gear March 6

(Editor's note: The "Great Cranberry Scare" just before Thanksgiving made the general public more acutely conscious than ever before of government efforts to guard the country's food supply against contamination. Enforcement of pure food laws enters a new phase on March 6 when an amendment on food additives, adopted by Congress last year, comes into full effect.)

Washington — A stepped-up pure food campaign, which brought a crisis for the cranberry industry shortly before Thanksgiving and has since thrown millions of dollars' worth of tenderized chicken off the market, will move into high gear on March 6. That is the date when the Food Additives Act of 1958 becomes fully effective. The new legislation forbids food suppliers to use any non-food substance in their products unless they have proved the substance safe for human consumption or have been authorized to use it in a way that will not be injurious to health.

A special provision of the new legislation makes unlawful the presence in food of any substance which has been found "to induce cancer when ingested by man or animal."

That clause reinforced existing authority on which the Health, Education and Welfare Secretary Arthur S. Flemming relied when he warned housewives, Nov. 9, not to buy cranberries until certain that those offered for sale had not been contaminated by aminotriazole, a weed-killer. Aminotriazole had been found to cause cancer in rats, and traces of the substance had been found by food and drug administration inspectors in certain lots of cranberries. An emergency check of all cranberries on the market uncovered 27 contaminated lots, but the great bulk of the supply was cleared. However, fears aroused by the widely publicized affair cut deeply into normal cranberry sales.

Confidence Shaken
The furor over cranberries had not subsided when public confidence in another staple food was badly shaken, FDA announced Dec. 2 that it was studying the possible effects on health of using stilbestrol to fatten cattle and poultry. Stilbestrol is a female hormone known to cause breast

cancer in men when given in large doses. The poultry industry voluntarily agreed to stop using the drug and to withdraw chickens so treated from the market. It was emphasized that residues had been found only in the skin and internal organs of chickens, not in white or dark meat. And Secretary Flemming announced Dec. 22 that the weight-building hormone would not be banned in the case of cattle feed, because new tests showed no residues in the flesh of food animals.

The American public had little protection against contamination of its food supply until 1906. The first national pure food law, enacted that year, was directed primarily against adulteration and false labeling, unsanitary practices in food handling, and unregulated addition of known poisons to processed foods.

Large-scale introduction of packaged foods at a later date made for better sanitation but increased possibilities of deception. New enforcement powers were finally granted by Congress in the Food, Drug and Cosmetic Act of 1938. Soon, however, the regulatory powers were made inadequate again by introduction of new chemicals for use in agriculture and food processing and by extensive growth of the frozen food industry. The Pesticide Act of 1954 and the Food Additives Act of 1958 were put on the books to provide necessary additional safeguards.

The 1954 law improved control of chemical residues on agricultural produce by

122 Flu Cases Reported in City

Influenza cases reported in Medford totaled 122 for the week ending Feb. 5, Dr. C. I. Drummond, county public health officer, reported Saturday.

Ashland was second with 34 cases reported. Shady Cove reported 20 cases, Central Point 10, Phoenix 1, and Rogue River 2.

Evans Valley topped the list in number of cases of chicken pox reported, 16. Gold Hill had 4 and Ashland and Medford 1 each.

Other cases reported during the week were 12 cases of measles in Ashland, 2 in Central Point and 1 in Gold Hill; 1 case of scarlet fever in Ashland; 1 case of mumps in Medford; 2 cases of measles in Gold Hill, and 3 cases each in Ashland and Medford.

Central Point reported 1 case of infectious hepatitis. Medford 1 case of tuberculosis and Medford and Central Point 1 case each of pneumonia. Ashland had 1 case of whooping cough.

Under the additive law, FDA is authorized to establish tolerance levels for particular additives and to ban use of some of them entirely; banning of cancer-inducing agents is required however minute the quantity. More than 700 different food additives are in use today. Many of them are harmless and may be so listed by FDA. In the case of additives not known to be harmless, producers have to petition FDA for a regulation specifically setting forth the amount that may be present in a particular food product.

Applies to All
The law applied in the first instance only to additives introduced after Jan. 1, 1958. Starting March 6, it will apply to all additives. Because the food industry has lagged in applying for clearances, some familiar food products may become suddenly unavailable after the first week of March. This will not necessarily mean that the product is harmful, only that it contains an ingredient not yet cleared. One-year extensions on clearance may be granted for additives whose use does not involve undue risk to health, but in the case of other additives extensions will be granted only on a showing that reasonable efforts have been made to develop data on their effects and that more time is needed to complete necessary tests.

PT&T Operators Honored at Lunch
Two operators with the Medford office of the Pacific Telephone and Telegraph office were honored during a recent luncheon given by fellow workers.

Frelia P. Hiatt completed 35 years with the telephone company in January with a near perfect attendance record. She has been with the Medford office since June, 1948, when she was transferred from Grants Pass to Medford. The Grants Pass office was switched to a dial office at that time.

The veteran operator commutes each day from Grants Pass and usually works her 5 to 11 p.m. shift. During her telephone career she worked in Ashland, Klamath Falls, Yreka, Grants Pass and Medford.

She was presented with a service pin honoring her 35th year of service and a white orchid. She said she has no plans for retirement.

Also honored was Colleen Tokar who recently completed 5 years service in the Medford office. She was presented a light blue carnation corsage by fellow workers and was given a service pin indicating the completion of her fifth year of service.

Local Trailer Park Listed in Guide
Aldrich Trailer ranch, 4425 Jacksonville highway, Medford, is listed in the 1960-61 MHMA Travel and Vacation Trailer Park guide published by the Mobile Homes Manufacturers' association.

"This is the second guide of its kind pinpointing and describing locations coast-to-coast where travel trailer enthusiasts may park their trailers overnight or for short periods," according to Edward L. Wilson, MHMA managing director.

The trailer ranch is one of 1,697 privately owned travel and trailer and mobile home parks listed in the guide which serves the travel trailer public. Parking sites at 815 national and state parks, monuments and forests are described also together with parking areas in Alaska, Mexico and Canada.

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Man Charged With Negligent Homicide

Salem — (UPI) — Charles Lynn Folland, 18, Hubbard, was charged with negligent homicide Friday in a traffic crash which claimed the life of a Portland man.

Killed in the accident was George H. Wolfe, 66. The crash occurred on Highway 99 near Woodburn New Year's day. Folland entered a plea of innocent and was released on \$3,500 bond pending trial.

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