

Oregon Student Conducts Study On Area's Income

Eugene—Large-scale wheat ranching and large urban centers are associated with high-income areas in the Pacific Northwest, according to a study published in the current issue of Oregon Business Review.

The Review is published monthly by the University of Oregon bureau of business research. The study was conducted by Bill Haneson, Victoria, B.C., graduate student and Carnegie fellow in the department of geography.

"Low incomes, although associated somewhat with irrigated agriculture and tourism, do not display the same degree of regionalism as the high income areas," Haneson found.

The study traces the medium family income for all counties in Oregon, Washington, and Idaho for 1949 and 1959. The medium figure indicates that in each county half of the families had higher incomes and half had lower incomes.

This is the first time that this type of study has been done in the Northwest, and the results may prove valuable to several governmental agencies, which have expressed interest in them, according to the bureau of business research.

Comparisons. Comparing the population changes and income increases revealed "some interesting anomalies," the report said. High rates of population increases were associated in some areas with high increases in family income and in some places with low increases.

However, "of the 13 counties where median family incomes increased very little . . . all but two either lost population or grew much more slowly than the state average." The exceptions, Elmore county, Idaho, and Adams county, Wash., which had a high income in 1949, had large population increases resulting from new irrigation projects.

The "bedroom" communities around Portland showed substantial increases in both population and income, reflecting the movement to the suburbs of higher-income families. Multnomah county, while still a high-income area, showed a slower rate of population and income growth, probably "because it represents the older, confined core of urbanization" with less room for expansion and more lower-income families.

Air Conditioning In Pakistan Sign Of Iowan's Work

New York—(UPI)—When air conditioning units designed to the Iowa Corn Belt bob up at work in the dusty glare of Pakistan, it's a sign George C. Foerster has been at work.

Foerster is president of Amana Refrigerator, Inc., a multi-million dollar a year business that grew, primarily under his direction, from a three-man operation, which built and sold a beer cooler in 1934. He is a firm believer in the opportunities of export trade—and thinks many U. S. business men do not work hard enough at it.

He has reported export sales for the first half of 1962 were substantially ahead of those in the same period of 1961. Sales in the Middle East and Africa showed the greatest increases, mostly in air conditioning units although sales of refrigeration and freezer combinations also rose in volume.

Foerster, whose company has 90 outlets overseas, said the American business man making sales abroad has to determine he will work hard and he's got to be willing to bend over a little bit.

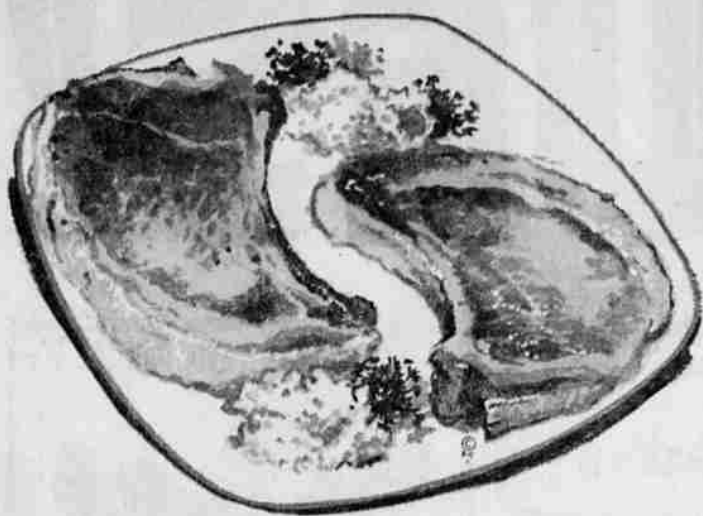
Many who should be exporting give up the struggle too easily and without looking into the opportunities, he said.

"They're also running into competition with goods from plants financed and directed by American concerns—but located overseas. Why not build the stuff here and ship it, and provide employment and markets at home?"

"Also, this country has got to say to the people with plants overseas that you've got to pay taxes on what you make over there."

Quality Products. The Amana refrigeration products are not in the low-priced area. Foerster calls them quality products and decries some of the competitive tactics in the electrical appliance field.

"The appliance industry is full of smart people doing silly things," he observed tartly.



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