



# BUSINESS Memo

Edited by The Mail Tribune Advertising Department

**U. S. ECONOMY ON THE RISE.** The 1963 U. S. economy is "off and running in what the experts now believe will be the longest period of prosperity since the Korean War," says Time magazine. Three factors that propel the economy—consumer spending, businessmen's spending and government spending—are all working together. Production, profits and purchasing power are running at record levels. The real hero of the current upturn is the U. S. consumer. He has usually spent about 92% of what he took home and banked the rest. This year he is spending at least 94% of his income, or \$8 billion more at an annual rate. "The American consumer now enjoys profit-sharing, private pension funds, health insurance and social security," says Ralph Lazarus, president, Federated Department Stores. "All this has the effect of increasing the spendable part of disposable income, and it also increases the willingness to use credit." The consumer is now in debt to installment lenders on the average of \$860 per family, an increase of \$70 in the last year. More than ever before, credit has become socially acceptable, even among those who can afford to pay cash. But at the same time, the consumers' repayment rates are now rising faster than new loans. There is also a definite tendency for American consumer to "trade up" to more luxurious items and better grades of clothes and appliances; sales of fine jewelry are rising faster than those of costume jewelry.



Princess Adrienne Ellison and Ross Minnick

**JUNE IS DAIRY MONTH — "HOW NOW, BROWN COW?"** From an oral exercise in reading aloud, to an ice cream float, to an explosive of astonishment, a cow has become an integral part of Americans. "How now, brown cow" is a vocal exercise at any speech school and might well be the slogan for the month of June which is National Dairy month. Highlighting the celebration of National Dairy month in Medford recently was the visit of Adrienne Ellison, current Oregon Dairy princess. The picture to the left shows Miss Ellison, who lives in the Salem area, setting up a display in Mark's Groceria with the assistance of Ross A. Minnick. "Holy Cow" is a well known explosive that could be used when referring to the dairy industry which has become a giant of American agriculture and is an important customer for a wide variety of goods and services. The milk produced by the nation's dairy farmers has far-reaching economic effects upon scores of industries directly or indirectly connected with the dairy industry. The dairy industry supplies 28% of the nation's food for 19 cents of every dollar. It consists of one-fifth of the total agricultural field. More than 10 billion dollars worth of dairy products are sold each year.

**ADDITIONAL SERVICES NOW OFFERED BY WEST COAST AIRLINES.** Effective the first of June, three new services went into effect at West Coast Airlines according to Don Kocina, Medford representative for the firm. Ministers may now travel on West Coast Airlines at a 50% reduced clergy fare. Ordained ministers may receive a clergy card by request from the Seattle office of the firm. Upon presenting this card, they will be given a 50% reduction in rate. Military personnel on authorized leave will also be offered a 50% reduction on West Coast fares, Kocina said. Also, the company announced that, in addition to the West Coast Airlines credit card and the Universal Air Travel Card they will now honor American Express, Hilton Carte Blanche and Diner's Cards.

**THE POPULAR TRIO** known as the "Like-Ables", (right) now appearing at the Wooden Shoe in the Holland Hotel, have spent the last three months in Fairbanks, Alaska, indicating the wide travels of this group. While in the northland, the trio had the unusual experience of appearing, upon invitation, at Clear, Alaska, before the men who man the highly important early warning station for inter-continental ballistic missiles. Because this is a classified operation, the musicians cannot tell their audience or friends about this unique experience.



The three "Like-Ables", now known as Art, Bart and Fergo, have had many years experience as entertainers. Two of the three founded the "Duo-Tones", popular on radio and later on television breakfast morning shows. The "Like-Ables" will be featured at the Wooden Shoe all of this week.

**RECORD MAY SALES OF FORD DIVISION CARS** and trucks brought year-to-date sales to the highest total in division history, it was announced this week. M. S. McLaughlin, assistant general manager, said preliminary sales figures showed May car and truck sales totaled 182,400, or 2.5 per cent above the previous May record set in 1961. The total included 148,635 cars and 33,765 trucks, both record highs. The May records were achieved in spite of the unauthorized strike at the Chicago stamping plant. The record January-through-May total was \$20,990 cars and trucks, substantially above the 796,586 previous high reached in 1955. Year-to-date car sales totaled 661,931 and truck sales totaled 159,059. Mr. McLaughlin described the record truck sales as particularly significant because continued strong purchases of trucks by business and industrial firms indicate confidence in the general economy.

**BUD'S TIRE EXCHANGE** at 1600 North Riverside avenue, is now showing a new nylon tire of exceptional safety and durability, according to Manager Willie Wassum. "In fact, the high capacity tire is so strong that in addition to the conventional warranty against defects in workmanship and materials, this tire is backed by an unprecedented free replacement road-hazard guarantee. To my knowledge this is the first time such a liberal tire guarantee has ever been offered," Wassum said. Should the high capacity tire fail for any reason (except repairable punctures), so long as the original nonskid tread pattern remains, he explained, it will be replaced with a new tire at once without cost. There is no time or mileage limit. Mr. Wassum explained that in line with the growing concern at the mounting traffic toll and the increasing need for driving safety, the president of The Gates Rubber Company personally commissioned his research engineers in designing this tire to make safety, along with quietness of operation, the paramount consideration, with development cost "no object." "Use of premium rubber stock throughout the tire plus more nylon in the cord body provides extra strength and reduces heat build-up in the tire," Wassum said. In addition, the tire is "cured" under expansion to its true running size and shape. "As a result, tension in the cords, plies and individual filaments of nylon is equalized, producing a degree of impact strength and safety previously unattainable in many tires of standard manufacture." The high capacity tire makes use of "low profile" design, which has already been proved in millions of miles of driving to provide substantial increases in tire mileage. The lower, wider shape of Gates low profile tires minimizes tread distortion under running conditions, boosts tire mileage, substantially.



**OLDSMOBILE OFFERS OPTIONAL EQUIPMENT.** Dr. Harrison M. Karr, retired university professor and authority on trailer travel, shows Mrs. Karr the view from Inspiration Point at Idyllwild, California. Author of "Retire to Adventure," Dr. Karr plans to travel many thousands of miles this summer in his new Oldsmobile Super 88, equipped with factory-installed towing options. To provide top performance and safety for travel trailer enthusiasts, Oldsmobile offers such optional equipment as heavy duty frame and rear springs, air-operated rear shock absorbers, anti-spin differential, special duty Hydramatic, 52-amp Delcotron generator and special duty cooling system. John Haven, a member of the sales staff of J. R.'s Whitney Oldsmobile, won the distinction of being the top new and used car salesman for the month of May in the Pacific Northwest. He is a member of the "500" club for Oldsmobile.

**TOTAL RETAIL DOLLAR VOLUME ROSE MODERATELY** during the 7-day period ended Wednesday, June 5, above the corresponding week last year, Dun & Bradstreet reported today. National percentage changes varied from the corresponding levels of a year ago by the following percentages: plus 1 to plus 5%. Regional percentage changes varied from the comparable levels of a year ago by the following percentages: West North Central and West South Central minus 3 to plus 1; East South Central minus 2 to plus 2; East North Central minus 1 to plus 3; South Atlantic plus 1 to plus 5; Middle Atlantic plus 2 to plus 6; Mountain plus 3 to plus 7; Pacific plus 4 to plus 8; New England plus 5 to plus 9.

**WOMEN TAKE THE LEAD.** Figures recently issued by the National Consumer Finance Association indicate that women are the chief customers of American business, reports Alexander Hamilton Institute. As family purchasing agents, women spend 85% of family incomes. Women also own 85% of savings accounts, 74% of titles to suburban homes, 65% of the nation's private wealth.

### Tom Swifties Again

**San Francisco Author's Book Finds Demand as Craze Sweeps Country**  
By DICK WEST  
Washington — (UPI) — Among the literary lights here for a national booksellers' convention this week is Bill McDonough of San Francisco, one of the world's foremost authorities on Tom Swifties. I trust that it will not be necessary for me to explain what Tom Swifties are. Persons who have not been exposed to them by this time might as well crawl back in their fallout shelters and count their blessings. As the center of intellectual life west of Oakland, Calif., San Francisco was a hotbed of Tom Swiftie long before it engulfed the rest of the country. McDonough, a former advertising executive, contributed mightily to the spread of Tom Swiftie by preparing and publishing a Tom Swifties book. The project was made possible by a \$200 grant from Playboy magazine, which is well known for its philanthropies in the cultural field. My own interest in the fine arts prompted me to contact McDonough and seek a progress report on his masterpiece. "It's selling like hotcakes," he said flippily. Copies are being dispensed at the rate of 3,000 or 4,000 a day. Personally, I would call that selling like wildfire. Regardless of which metaphor you prefer, the success of the book can be marked down as another vivid example of how the spirit of enlightenment can triumph over the forces of darkness. When McDonough first tried to find a publisher for it more than a year ago, he was turned down so often he became dog-eared. "Publishers are so accustomed to seeing books they were unable to see a non-book," McDonough commented, more in anger than in sorrow. He next made the rounds of magazines. Some liked the illustrations but objected to the lines. Others admired the lines but didn't like the illustrations. Some liked both, but none liked both. "I gave up the project as dead," McDonough said gravely. But last December, quite unexpectedly he received a \$200 check from Playboy, whose eleemosynary instincts, coupled with a desire to sell more magazines, prompted it to buy 20 lines from the book. Encouraged by this windfall, McDonough pushed the project to completion. Incidentally, his partner in the enterprise was Paul Pease, son of Earl Pease, a Minneapolis adman said to have been present the night Tom Swifties were invented some 12 years ago. It was Pease the younger who introduced McDonough to Tom Swifties. "He threw one over the transom at me and the rest is history," McDonough said. Anyone who buys the book will find a place at the end for do-it-yourself Tom Swiftie. Those who can't read will enjoy coloring the pictures.



West

**The Family Council**  
Editor's note: The Family Council consists of a judge, a psychiatrist, three clergymen, three editors and a women's editor. Each article is a summary of a family disagreement presented to the Council. The Council deals with problems, major and minor, encountered by guidance counselors and social workers. Edited by Mrs. Alma Denny. (Copyright by General Features Corp.)  
Lionel C. — I think my roommate is heading for a crackup.  
George T. — He'll snap out of it. It's mainly his debts that worry him.  
Lionel C. — George and I are freshmen at a large New England college. We share a dormitory room with Claude who has me plenty worried. Exams are going on and he hasn't shown up for two of them. He says his mind is going blank. As his friends I feel George and I should steer him to the campus psychiatrist rather than just watch him flunk out, go home, and probably go to pieces.  
George T. — Lionel overdramatizes everything. Yves, Claude is upset but he knows exactly what he's doing and we shouldn't meddle. He figures he'll have to leave school anyway, so why go through the agony of final exams? He had counted on a student grant, borrowing against it to buy a car, two cameras, and a hi-fi set, then it didn't come through for him. All he needs is a job.  
The Council — A few decades from now, a quinary like the one about Claude may be obsolete. Quiet, but expert, forces are shaping definite answers to What-to-do and Where-to-turn to avoid or treat or cure mental illness. As we write this, we hold on our desk an invitation to attend the Fourth Institute on Preventive Psychiatry at the State University of Iowa. This is a new emphasis which is drawing enthusiastic attention from doctors, teachers, employers, and parents. Also, from the World Health Organization in Geneva comes Dr. Eduardo Krapf's description of a "vaccine" against mental breakdown. What is it? "Good family life" is the formula. Against this hopeful background our word is one of agreement with Lionel. Certainly try to lead Claude to the on-campus clinic where the aid of his family may be enlisted and the tide of recklessness, indecision, and over-reaching be turned back. A young man doesn't get stymied in a vacuum, nor can he find rescue there.

## Oregon Democrats Caught in Dilemma On Equal Rights

By YVONNE FRANKLIN  
Mail Tribune  
Washington Bureau



Franklin

Washington — Oregon's Democrats in the House of Representatives are caught in the dilemma which faces most white Americans when confronted with colored Americans demanding immediate equal rights. Although they agree that something must be done, they disagree on the way Congress should go about it, or if a moral issue can be legislated. Reps. Edith Green and Robert Duncan take the position that the civil rights issue looms over all other domestic issues at this time and must be dealt with head-on, by federal legislation. Mrs. Green chided Congress on lack of action in a speech this week, saying: "Meanwhile, during these troubled times, what of the Congress of the United States? Are we adult Americans to remain silent on an issue at once so grave, so serious, and of such magnitude that its repercussions justly echo around the world? ... to remain silent while women and children display the courage which we seem to lack? ... How does this House of Representatives intend to express itself on an issue which it has consistently and intentionally avoided in any substantive sense through the decades and notably since 1954 when the Supreme Court struck down enforced segregation in public schools?" Legislation suggested Mrs. Green suggested legislation against discrimination in voting, job opportunities, housing, trade unions ... legislation "against the whole rotten fabric of social, economic and cultural discrimination." Rep. Al Ullman, on the other hand, has serious qualms about the Federal Government reaching into communities, for instance legislation affecting business in interstate commerce. He thinks government pressure should be applied, as is being done, and that Congress has moved at the pace it could. Ullman thinks more pressure could be used, moral suasion as it were, to press labor unions and businesses having federal contracts to hire Negroes. He criticized the churches for not doing more in an area which he thinks goes to the heart of society's moral character. The Administration is sending to Congress soon civil rights legislation which goes further than the measure which was sent to the Hill preceding the riots of Birmingham and the demonstrations in Philadelphia, Oakland and New Jersey. The legislation is expected to contain at the minimum: (1) stiffer measures to insure voting rights; (2) provisions to forbid discrimination in public places which do business in interstate commerce, such as restaurants, hotels, etc.; and (3) authority to grant the Government from doctors, teachers, employers, and parents. Also, from the World Health Organization in Geneva comes Dr. Eduardo Krapf's description of a "vaccine" against mental breakdown. What is it? "Good family life" is the formula. Against this hopeful background our word is one of agreement with Lionel. Certainly try to lead Claude to the on-campus clinic where the aid of his family may be enlisted and the tide of recklessness, indecision, and over-reaching be turned back. A young man doesn't get stymied in a vacuum, nor can he find rescue there.

## UO Honors College Keeps Students Here

Eugene — The University of Oregon Honors college is playing a role in keeping some of the better Oregon high school graduates within the state, according to a study by Dr. Robert Ellis, associate professor of sociology, which was released to the university faculty this week. The study shows that 40 per cent of the students in the honors felt in their high school junior year that their first choice of a college was an institution outside the state, compared with a university average of 10 per cent. The Honors college students indicate that "their main reason for coming to the University of Oregon rather than going elsewhere are cost, proximity, and the Honors college program. Thus the Honors college seems to play a role in keeping some of the better students within the state," the study reported. Honors college students are not isolated from the rest of the university, the report showed. In a recent student election, out of 73 students who filed for office, 19 were Honors college students.

Nevada Test Site — (UPI) — Twelve workmen were under observation today for effects of radioactive iodine they inhaled while working in a tunnel complex near where an underground nuclear shot was touched off two days ago. Advertisement

**Husbands! Wives! Get Pep, Vim; Feel Younger**  
Thousands of copies are weak, tired, worn-out, exhausted because they lack iron. For a new younger feeling get 40-50 mg. of Iron-Tonic Tablets. Contains iron for new pep, vigor; also supplementary dose Vitamin B1. In a single day, 40mg. supplies as much iron as 24 diet, raw oysters, 4 lbs. of liver, 16 lbs. of beef. Get low-cost, 8-day size now. Or buy Economy size and save \$1.47. All drug stores.

**Relatives Sue Over Plane Crash**  
Anchorage, Alaska — (UPI) — Relatives of two persons killed last week in the crash of a Northwest Orient Airlines DC-7 military-chartered flight have filed a \$1 million damage suit against the airline. James S. Swauger, administrator of the estates of A. J. and Edythe Messner, alleged that the four-engine plane was not in good condition and was improperly flown. Swauger is Messner's brother-in-law. He said dependent relatives were damaged to the extent of \$500,000 each for the death of Messner and his wife. Messner was a civilian employed at Fort Richardson. The Northwest plane carried 101 persons to their deaths last Monday on its way from McChord Air Force Base, Wash., to Elmendorf AFB, near here.

**YOUR NAME IS THERE!**

YOUR NAME IS THERE!  
Yes, the odds are 10 to 1 that YOUR NAME IS THERE.  
You get fast service, when you want to charge.  
You have difficulty buying on credit.  
NOW IS THE TIME to do something about it. Pay promptly on the Redbook will show you with a record of prompt payment.  
**REDIT BUREAU of MEDFORD**

**STAR GAZER**  
By CLAY R. POLLAN  
Your Daily Activity Guide  
According to the Stars  
To develop messages for Wednesday, read words corresponding to numbers of your Zodiac birth sign.  
Aries (Mar. 21-20) 1. Resolve 2. Plan 3. That 4. Do 5. Do 6. Do 7. Do 8. Do 9. Do 10. Do 11. Do 12. Do 13. Do 14. Do 15. Do 16. Do 17. Do 18. Do 19. Do 20. Do 21. Do 22. Do 23. Do 24. Do 25. Do 26. Do 27. Do 28. Do 29. Do 30. Do 31. Do 32. Do 33. Do 34. Do 35. Do 36. Do 37. Do 38. Do 39. Do 40. Do 41. Do 42. Do 43. Do 44. Do 45. Do 46. Do 47. Do 48. Do 49. Do 50. Do 51. Do 52. Do 53. Do 54. Do 55. Do 56. Do 57. Do 58. Do 59. Do 60. Do 61. Do 62. Do 63. Do 64. Do 65. Do 66. Do 67. Do 68. Do 69. Do 70. Do 71. Do 72. Do 73. Do 74. Do 75. Do 76. Do 77. Do 78. Do 79. Do 80. Do 81. Do 82. Do 83. Do 84. Do 85. Do 86. Do 87. Do 88. Do 89. Do 90. Do 91. Do 92. Do 93. Do 94. Do 95. Do 96. Do 97. Do 98. Do 99. Do 100. Do 101. Do 102. Do 103. Do 104. Do 105. Do 106. Do 107. Do 108. Do 109. Do 110. Do 111. Do 112. Do 113. Do 114. Do 115. Do 116. Do 117. Do 118. Do 119. Do 120. Do 121. Do 122. Do 123. Do 124. Do 125. Do 126. Do 127. Do 128. Do 129. Do 130. Do 131. Do 132. Do 133. Do 134. Do 135. 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Do 1009. Do 1010. Do 1011. Do 1012. Do 1013. Do 1014. Do 1015. Do 1016. Do 1017. Do 1018. Do 1019. Do 1020. Do 1021. Do 1022. Do 1023. Do 1024. Do 1025. Do 1026. Do 1027. Do 1028. Do 1029. Do 1030. Do 1031. Do 1032. Do 1033. Do 1034. Do 1035. Do 1036. Do 1037. Do 1038. Do 1039. Do 1040. Do 1041. Do 1042. Do 1043. Do 1044. Do 1045. Do 1046. Do 1047. Do 1048. Do 1049. Do 1050. Do 1051. Do 1052. Do 1053. Do 1054. Do 1055. Do 1056. Do 1057. Do 1058. Do 1059. Do 1060. Do 1061. Do 1062. Do 1063. Do 1064. Do 1065. Do 1066. Do 1067. Do 1068. Do 1069. Do 1070. Do 1071. Do 1072. Do 1073. Do 1074. Do 1075. Do 1076. Do 1077. Do 1078. Do 1079. Do 1080. Do 1081. Do 1082. Do 1083. Do 1084. Do 1085. Do 1086. Do 1087. Do 1088. Do 1089. Do 1090. Do 1091. Do 1092. Do 1093. Do 1094. Do 1095. Do 1096. Do 1097. Do 1098. Do 1099. Do 1100. Do 1101. Do 1102. Do 1103. Do 1104. Do 1105