

# Herald and News

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## CAUGHT IN THE ROUNDS

By DEB ADDISON

THIS REALLY is written for the benefit of the Herald and News advertising salesman — but then who isn't a salesman, or who doesn't wish to be a salesman now and then.

The salesman is that unsung hero of modern civilization who provides the lubrication to the wheels of progress, who provides the bear grease to push progress over each difficult hump in the road.

The housewife who is working on a PTA project; the truck driver who delivers the goods; the farmer who has produce to dispose of; the waitress in the restaurant—all are now recognized as salesmen, and they'd better be if they hope to get the job done.

So for the benefit of salesmen as such, and for the benefit of salesmen by happenstance, here are a set of rules to guide you on being a good one.

1. You need a selling interest. The example of the musician who hated music was given here the other day. Good a technician as he may have been, he couldn't sell music because he didn't like it.
2. Your basic capacity and brain power are important. You may be a good salesman without it, but you'll never reach the top.
3. You need experience. And of course you'll have to be a faltering salesman first to gain that experience.
4. Educational background. Your education should, at least, enable you to talk the language of those you need sell.
5. Emotional stability. It goes without saying that you must be somewhere near emotionally normal to get along with your fellow man.
6. Personal qualifications. Ah! You may have the other five, but you must have still something more if you're going to be top-notch.

First, under personal qualifications, you must have a personal drive. If you naturally wake up to each new day with hope in your heart and with a willingness to spend energy in your pursuits, then there's a good chance you're a salesman.

As an illustration of natural hope, there are the two fellows who sat down together over a glass of beer. They quaffed. One looked down and sighed that his was half gone. The other looked up, grinned, and observed that he had half of his yet to drink. The latter is a man with a naturally hopeful outlook.

The willingness to expend energy is something which at times may require a reorganization of personal living habits. The non-energetic man may solve his problem as simply as going to bed early so that he'll wake up rested in the morning.

Another prime ingredient to per-

## Substitute Pastor Knew The Words But Not The Book

DALLAS (AP)—The Rev. John Shanks, youth director at Cliff Temple Baptist Church here, was called on to substitute for the pastor at a wedding.

It was a busy night. Shanks arrived just in time to escort the couple to the office. He hadn't troubled to bring a Bible because there was always one on the minister's desk. This time there wasn't. He spied a book that looked like a Bible, grabbed it, went through the ceremony from memory.

After saying "I pronounce you man and wife" he looked down and saw he was holding "The Funeral Encyclopedia."

SEE THE WORLD  
HONG KONG (AP)—Six Navy ships—four U.S., one Australian and one French—arrived Tuesday on recreational visits.

## They'll Do It Every Time

By Jimmy Hatlo



## ALONG NATURE'S TRAIL

By KEN MCLEOD

The first published account of the wonders of Crater Lake was the letter of Capt. F. B. Sprague published in the Oregon Sentinel of Sept. 9, 1889, whose description is also handed down to us by Frances Fuller Victor in her book "The River of the West," published in 1870. The Sprague letter is quoted as follows:

"Upon rising the slope bound the lake, the first impression made upon your mind is one of disappointment; it does not come up to your expectations; but this is only momentary. A second look and you begin to comprehend the majestic beauties of the scenery spread out before you, and you sit down on the brink of the precipice, and feast your eyes upon the awful grandeur; your thoughts wander back thousands of years to the time when, where now is a placid sheet of water, there was a lake of fire, throwing its cinders and ashes to a vast distance in every direction. The whole surroundings prove this lake to be the crater of an extinct volcano.

"The appearance of the water in the basin, as seen from the top of the mountain, is that of a vast circular sheet of canvass, upon which some painter has been exercising his art. The color of the water is blue, but in very many different shades, and like the colors in variegated silk, continually changing. Now a spot will be dark blue, almost approaching black, in the next moment it will change to a very pale blue; and thus continually changing from one shade to another. I cannot account for this changeableness, as the sky was perfectly clear, and it could not have been caused by any shadows; there was, however, a gentle breeze which caused a ripple of the waters; this may account for it.

"At first sight a person would not estimate the surface of the water to be more than two or three hundred feet below the summit of the surrounding bluffs; and it is only after a steady look, almost perpendicularly down into the water, that you begin to com-

prehend the distance. In looking down into the lake the vision seems to stop before reaching the bottom, and, to use a common expression, you have to look twice before you see the bottom.

"Heretofore it has been thought by those who have visited the lake, that it was impossible to get to the water, and this was also my impression at first sight, and I should have been content to remain on the summit, and view its beauties from that point, without attempting to get to the water, but for Sergeant Stearns and Mr. Ford, who, after gazing awhile from the top, disappeared over the precipice, and in a few minutes were at the bottom, near the water's edge, where a human being ever stood before. Their shouts induced Mr. Coats and myself to attempt the feat, which is in fact only perilous in imagination. A spring of water bursts out of the mountain near the top, on the side where we were, and by following down the channel which the water has made, a good footing may be established all the way down. In all probability, this is the only place in the whole circumference of the lake where the water is accessible, although Sgt. Stearns clambered around the edge of the lake for a short distance, and ascended to the summit by a different route from the one we descended; yet he does not think he could go down where he came up. The water in the lake is clear as crystal, and about the same temperature with the well water in Rogue River valley. We saw no fish of any kind, nor even insects in the water; the only thing we saw that indicated that there are fish in the lake was a kingfisher.

"In ascending, I measured the distance as well as I could, from point to point, by the eye, and concluded that it is from seven to eight hundred feet perpendicular from the water to the summit of the bluff. The lake seems to be

## Indians Claimed Salmon Cheating

PORTLAND (AP)—Columbia River Indians are bootlegging \$350,000 worth of Chinook salmon this year, James H. Cellars, secretary of the Columbia River Packers Association charged Tuesday.

Cellars told the State Fish Commission that the Indians have been illegally selling the fish to canneries rather than having the fish canned for their own use as permitted under federal law.

John C. Veatch, commission chairman, commented that "the canneries are just as guilty as the Indians."

## JAMES MARLOW

(Editors Note: This is the second of four stories dealing with the Air Force Revolt against any cutback in its planned strength.)

By DON WHITEHEAD  
(For James Marlow)

WASHINGTON (AP)—The Air Force revolt against the Eisenhower administration's defense budget poses this question: Will Congress put its trust in the civilians at the Pentagon or in the military to determine what size combat forces are needed for the security of the nation?

This basic question is at the core of the dispute. And in making the decision, Congress in fact will be choosing between the security estimates made by President Eisenhower and his civilian aides and those made under the Truman regime.

In brief, Gen. Hoyt S. Vandenberg, Air Force chief of staff, is fighting for expansion of the Air Force to the 143-wing goal established two years ago. He argues this is the rock-bottom force which the present Joint Chiefs of Staff decided was needed to assure security in war with Russia. A wing contains 30 to 75 planes depending on their type and mission.

responsibility. He has shown plainly at times his irritation at congressional questioning of his actions. But in this case, it is Congress which has the final responsibility—not Wilson. It makes a difference.

Also, there are indications Wilson has gone at his job with a thinly veiled distrust of the military based on this suspicion voiced recently to senators: "I sense from some of the statements of military leaders the desire to build up such forces as could defend the whole world. This is simply beyond our capability over the long run."

This could have been a case of exaggeration to drive home a point in argument. But it doesn't improve Wilson's relationship with the military and it doesn't reflect the staggering difficulties with which the military men have had to cope.

After the starvation following World War II, the military suddenly was called on to expand rapidly. Congress poured out billions for an urgent buildup.

It would not be surprising in this situation if the military did ask for more money than it actually needed—just as insurance against a disastrous cut-off such as the armed forces had experienced after World War II.

The Truman administration itself flagged down the Air Force buildup with a decision to stretch out the program. And now the new administration's policies are forcing the military to revise its planning all over again.

It's little wonder Vandenberg referred to the situation as "stop and start planning." And it isn't strange Wilson should be appalled at some of the conditions he has found at the Pentagon.

The truth is both Wilson and Vandenberg are aiming for the same goal—the security of the United States. The dispute is over just where the buildup can stop without taking too great a risk. And in the final analysis, Congress must make the decision.

(Tomorrow: Does the Eisenhower budget peril the security of the U. S.?)

## Another Poor Jap Didn't Know War Was Over

MANILA (AP)—The Defense Department today said an Army patrol captured a Japanese World War II straggler in mountainous Quezon Province southeast of Manila.

The holdout, Pvt. Kaichiro Inochi, 35, told Army investigators he did not know the Pacific war had ended.

## The Doctor Says

By EDWIN P. JORDAN, M. D.

More than half of the victims of poliomyelitis do not develop paralysis. But in this case, it is Congress which has the final responsibility—not Wilson. It makes a difference.

The first step in after-care, or treatment of poliomyelitis, is to make sure that pain is relieved and to speed the release of muscle tension. Until this is done, proper motion of the involved part, usually arm or leg, is impossible. The relief of pain and realization of muscle activity is accomplished by the use of intelligently prescribed sedatives, heat, passive motion, and simply the passage of time.

As soon as possible the effort is directed to stimulating muscular movements. This must be done with great care. In accomplishing it, several measures, including massage, may be necessary to bring about the greatest possible degree of muscular recovery.

Muscle strength is obtained by increasing the amount of activity slowly. This is done in many different ways and in many cases includes underwater exercises.

Underwater exercise has been a great boon. The temperature of the water must be kept just right and the water itself supports the limbs so that they can be moved with much less effort than is necessary in the air.

Walking, when the patient is ready for it, has to be undertaken carefully and gradually. Sometimes support with braces is necessary. In mild cases, restoring the muscles may take only a few weeks; in the severe ones it takes much longer.

The improvement often continues for a long time; in fact, the amount of paralysis at the height of the disease is almost always greater than it will be later on.

When improvement seems to have stopped, the final steps in after-care must be begun. This may involve surgery, such as the lengthening of a tendon. At other times, special apparatus can be used or the patient may be taught to develop trick movements which really mean the substitution of one muscular group for another.

In all of these steps, patience, care and skill are important. The results are rewarding because most of those who have been crippled can be greatly improved and eventually become able to take part in many physical activities.

Those who work in this field are often amazed at the courage that is shown by such patients in overcoming their difficulties.

## MORE FRIENDSHIP

LONDON (AP)—Diplomatic informants reported Wednesday Russia has offered to restore normal diplomatic relations with Greece by exchanging ambassadors.

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