

Herald and News

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CAUGHT IN THE ROUNDS

By DEB ADDISON

YESTERDAY, in this caught in the salesman's rounds, we gave you the six major qualifications for being a salesman. And selling enters into your life somewhere, so you should have been listening. We'll confide now that this wasn't all thought out right here, but was touched off in a talk by William S. Sadler Jr., to one of our newspaper gatherings—and so, by acquisition, is our property, for any personal barangue.

The six qualifications are: selling interest, basic capacity and brain power, educational background, experience, emotional stability and personal qualifications (including personal drive, social lubrication and emotional control).

Sadler told a story on the difference between politeness and diplomacy (under personal qualifications) which should be passed on.

There were two porters working in an old, broken-down hotel. One said to the other, "Rastus, you-all been through grammar school. What's the difference between politeness and diplomacy?"

Rastus said, "You don't know? Well, I'll tell you. When you walk around upstairs on the second floor, cleaning up, and I get down to the end of the corridor, where the bathroom is. The door ain't locked, I go in there. There is a woman taking a bath. As I backs out I says, 'Pardone me, sir.'"

"Now, that 'pardon me' am politeness, but the 'sir' am diplomacy."

He went on to explain that if you have understanding (under personal qualifications) if you express it in cordiality, then maybe you can show enthusiasm.

Now, every so often when we talk to an otherwise able man, we encounter one of these muscle-bound introverts who is very hyper-consciousness. He says, "but I don't like to pretend to be cordial when I don't feel cordial. I don't want to be a hypocrite."

I'll tell you how to top off that one. Ask the guy how long he has owned the shirt he's wearing. He'll look down and say, "I don't know. I've had it for several months."

You say to him, "Well, it ought to be pretty dirty by now, shouldn't it?"

"No, I send it to the laundry." You tell him soap is artificial.

Ask him if he shaves. Whiskers are natural. Dirt is natural. Uncouthness is natural. Eating with

BRUCE BLOSSAT

Students of the Soviet Union marvel at the dexterity the Russians exhibit in rewriting history — not once but again and again — to suit their purposes of the moment.

This is much more exhaustive process than many of us realize. If, for instance, Kremlin strategy requires an especially strong anti-American propaganda bent, you may find stripped from the history books all mention of Joseph Stalin praising the opening of a second front in World War II. You will read instead that the memorable occasion the late premier said something totally different.

Yet that isn't necessarily the end. The time might come when the Russians decide "friendship" with America is again a profitable course. Then Stalin's kind words might be resurrected, if any copies still exist.

Unhappily, the rewriting of history is not confined to the Soviet orbit. Men in western nations practice it, too. The difference is that in the West these distortions are never consciously prepared as official government policy. They are dwelt upon by individuals, groups, elements in political parties, or elements in political parties.

Rewritten history can indeed affect government policy in the West, however, either by creeping into official thinking or by reflecting itself in strong opposition to government programs.

A sample distortion in America, which may have been partly due to mere forgetfulness, was the oft-repeated statement in the last year or two that we entered the Korean war to unify Korea. A five-minute look into any newspaper file is enough to demonstrate the inaccuracy of that declaration.

The events surrounding the Communist conquest of China lend themselves ideally to this kind of rewriting, since so many of the vital facts of the matter are still undetermined, or lost in a fog of charges, claims, propaganda and deliberate falsehood.

A great deal of damage can be done by producing this mishapen history. The harm to government policy is obvious. It is fantastic to think that any major government should force programs partly founded upon—or modified by—contrived misinformation.

It is hardly less weird to think of a great democratic citizenry being sadly confused by the effort to distinguish between real history and the distorted versions steadily foisted upon it. How can people judge

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HAL BOYLE

By RELMAN MORIN
(For HAL BOYLE)

Have you ever returned to the town where you grew up long years after you left?

Never go back, people tell you, nor hope to find it as it was.

Everything will look smaller, the hills and trees and homes and churches. Even the river, the beautiful and secret river, will have narrowed to a giggling stream. That's natural, they say, because you were seeing those things through the eyes of a child. And, too, the freshness and wonder have long since gone, vanished like a hazy Indian summer, and nothing is left but ghosts and the thin, sharp pain of some half-forgotten dream.

So they tell you, in warning. Never try to go back...

It was pure chance that the route led through our town. Being there was like looking at a double-exposed film and seeing two images at once. It was hard, even after all these years, to keep past and present separated.

There was the courthouse, where the salesman demonstrated a Stanley Steamer by driving it up the steps. And further on, the cigar store with the wooden Indian in front, holding a handful of stogies. The "sports" would gather there on a Saturday night, in white pants and blue coats, and tip their straw hats to the girls, strolling past arm-in-arm.

"The Birth of a Nation" had been shown in the opera house, across the way. Before it began, I sat there with a thudding heart, afraid the battle scenes would scare me, and even more afraid that someone would see. "If it gets too bad," I thought, "I can cross my eyes." I often did that when something made it necessary to shut out the world.

Then down the street to the spot where the saloon had stood. This was a place of sheer fascination, with sawdust on the floor, a free

Frank Tripp

When perusing a book by one who lays no claim to being astronomically proficient, it is indeed refreshing to find all his statements regarding the stars correct. I have been reading The Desert Year by Krutch and find him very accurate. From New England he had transferred his residence temporarily to the dry southern states, or a latitude 10 degrees farther south. There with more leisure, he discovered celestial facts which seemingly few people realize. Here I enlarge on some of his observations.

Sunlight had never been so intensely bright in the northern states. This was due to the clearer air in the south and the fact that old Sol was actually 10 degrees higher than at noon and shone through less air. The sun was never directly overhead, for it never during the year reaches that position excepting for places between the tropics of Cancer and Capricorn, 23 1/2 degrees north and south of the equator. This band extends from about the latitude of Mexico City to Rio de Janeiro.

The longest day of the year, June 22, is not quite so long in Arizona as it is in Connecticut. It decreases in length from northern Alaska, where the sun is above the horizon 24 hours, to the equator with 12 hours of sunlight. In the southern hemisphere they have their shortest days of the year when we have our longest. It's winter there when summer here.

Krutch discovered also that it the thin sliver of a new moon appeared in the west shortly after sunset until the full phase glowed in the east at this same hour. A little watching showed that each night Luna came to the same place an hour later than the previous night and showed slightly more lighted surface.

This thin crescent offered little competition to the other heavenly bodies. But as it grew plumper from one night to the next, the Milky Way—never so gorgeous in northern states—was the starry loquacity to Luna's increasing light. Next, the dimmer stars faded out, and by the time of full moon only the brightest stars could be seen.

After full phase it was only a few days until no moon could be found anywhere in the sky up until bedtime. Some seem to think there is always a moon in the night sky.

And the North Star—what had happened to it? It was 10 degrees lower in the north than in New England. And the fine constellation the Scorpion was 10 degrees higher in the south.

Observation showed also that the sun rose farther north each succeeding day until the summer solstice, the longest day. These original discoveries required leisure and freedom from the distracting things of our usual way of life.

Letter From Washington

By HARRIS ELLSWORTH, M. C.
4th District, Oregon

The relative peace and quiet of this Congressional session is about to be shattered by the consideration of several highly controversial issues in rapid succession. Some of the hot ones are:

- 1) Reduction of the Air Force appropriation originally requested.
- 2) Taxes. What to do about the so-called excess profits tax which expires June 30. If no reduction in personal income taxes is made for the final six months of this year as proposed in the Reed bill, it is argued that the excess profits tax should be continued for the length of time.
- 3) Foreign aid. The question is not "whether" but "how much."
- 4) Federal public housing. How many public housing units shall be built in the next fiscal year? The item is in an appropriation bill. The budget suggested 35,000. The House refused funds for any. The Senate put in 35,000. This item will doubtless be compromised but there will be heated House debate on it.
- 5) Socialized medicine. This subject appears unexpectedly, and possibly unintentionally, in the Veterans Administration appropriation bill as reported to the House. It carries an innocent looking "legislative rider" which permits the Veterans Administration to charge for treatment and hospitalization of non-service connected veteran cases.

There are numerous other problems before Congress, of course, but the above five are certain to generate the most heat.

Perhaps the most difficult decision for the average member of Congress to make in the present list of tough decisions is how to vote on the reduction of the Air Force. Certainly only an expert is qualified to have a worthwhile opinion on that subject. It is equally certain that no member of Congress is such an expert. I like, therefore, the thought expressed by Representative Ertelt Scrivner of Kansas whose Appropriations sub-committee is writing the military appropriations bill. In a published statement, Scrivner says:

"The Commander-in-Chief of the Armed Forces, President Eisenhower, is the Nation's most eminent military expert. He knows our military in all its strength, and in its weaknesses. With that knowledge, experience and judgment, the President has said, despite all the outcries, that the cut in the military budget will not weaken national security."

"If and when some of those who criticize this action get a military record equal to that of the President's, I'll listen. Until then, I put my faith in his judgment."

A few weeks ago the folks in our office decided we should have a guest book for "out-of-town" visitors to sign when they came to the office. Such a book was duly installed and has been on the front table less than a month. I was amazed when I looked over the names and counted them to find that 79 people—most of them from Oregon—have called at the office in that short time. It was a genuine pleasure to have a visit with those folks from home.

James Marlow

(Editor's Note: This is the third in a series of four articles on the Air Force revolt against the Eisenhower defense budget.)

By DON WHITEHEAD
(For James Marlow)

WASHINGTON (AP) — President Eisenhower's defense budget has been challenged as one that imperils U. S. security by clipping the Air Force's wings.

Gen. Hoyt S. Vandenberg, Air Force chief of staff, has made that charge in a letter to the nation: "Eisenhower is going to cripple this nation and we are going specifically to keep up its air power."

But Vandenberg testified before a Senate committee: "I feel that under the present budget the delay in reaching the proper strength of the Air Force is endangering national defense."

Now in those two statements somebody is wrong. Both men can't be right—not if they are working from the same estimates of the world situation.

The key to these contradictions appears to be that Eisenhower and his civilian defense chiefs base their planning on one estimate of the danger of Soviet attack and the air power needed in the near future, while Vandenberg bases his alarming estimate.

Thus if Vandenberg is right then the U. S. should gear up fast. If the administration assessment is correct, then obviously there is time for a new look at the entire picture.

Let's take a look at how this situation developed:

Back in 1951 under the Truman regime, the Joint Chiefs of Staff agreed on strength levels for the Army, Navy and Air Force which they considered a safe minimum.

The buildup goal for the Air Force has 143 wings. The number of planes in a wing varies according to the mission. For example, there are 30 bombers in a wing—but a fighter wing consists of 75 combat planes.

Military men estimated that by 1954 Russia would have the potential for all-out atomic attack on the U. S. They aimed for 143 wings by that year, but later shifted their sights to mid-1955.

Congress appropriated billions. In the past three years, the U. S. spent about \$10,740,000,000 on rearmament and the Korean War. The Air Force began expanding. Contracts were made, plans were made for bases and training of personnel.

Then the administration changed. Eisenhower entered the White House and chose Charles E. Wilson of General Motors as his defense secretary.

Wilson immediately froze construction of new bases not deemed vital. He reduced personnel estimates and went about the business of seeing how and where military spending could be cut.

Wilson and his deputy, Roger M. Kyes, made statements clearly indicating they did not think Russia was ready for war either in the air or industrially. Eisenhower rejected any "crisis year" approach to the defense buildup.

Wilson took a look at the plane production schedules. He found the aircraft industry had fallen behind in most parts of the world as much as 30 per cent. He figured the Air Force couldn't reach the 143-wing goal under any circumstances before December, 1955.

Wilson found, too, that the Air Force was making contracts in which the "lead time" for delivery was as much as three years in advance. He decided this lead time could be cut to two years and therefore the Air Force wouldn't need so much money for advance financing.

Besides, there was on hand 28 billion dollars that the Air Force hadn't spent. The lag in production had thrown the whole program out of gear.

Wilson and his aides made no cutback in the combat plane production. They decided to keep production rolling—and even to strive to speed up deliveries.

But Wilson, with Eisenhower's backing, wanted another look at that 143-wing goal. He fixed what he called an "interim" goal of 120 wings by 1955, with the final decision on the size of the Air Force to be based on a study by the new Joint Chiefs and National Security Council.

Vandenberg says if Congress will give the Air Force an extra \$1,430,000,000 the 143-wing level will be reached by 1957. Wilson says he can achieve the same goal by 1957 if the new study justifies it, without additional money this year.

ALONG NATURE'S TRAIL

By KEN McLEOD

The historical gremlins crept into our story dealing with the discovery of Crater Lake and changed a couple of letters in the name of one of the "discoverers," giving us the name of Corbett instead of Corbell. This all goes to show that one can't always depend upon the printed word from one source of material. The Aug. 1, 1865, discovery was by Francis M. Smith and J.M. Corbell of Company I, First Oregon Infantry.

John M. Corbell was another of the soldiers who remained on in the Klamath country after his discharge to become an early settler. He was born in Iowa in 1841. During the Modoc War he served as a freighter at Fort Klamath, and later, a packer and guide. This service brought him a Modoc War pension. In 1883 he married Minnie Tobin, an Indian. Corbell died in 1924 and was buried in a Wilson Cemetery.

Francis M. Smith likewise remained on in the Klamath country, according to the "History of Central Oregon," where we find that: "Francis Smith, Edward Penning and John S. Shook, took claims in and named Alkali Valley (now Yonah Valley) in 1869." Our historical researchers have no further information on Smith.

The discovery, or giving a name to a natural wonder does not insure that it will be brought to the attention of the public as Crater Lake history demonstrates. It took the work of many other people who followed the "discoverer" to bring recognition from the American public and the creation of a National Park. Captain Sprague, who followed the "discoverer" started the ball of publicity and blazed the trail for the countless thousands who followed him.

The creation of a National Park, however, was due largely to the vision and efforts of William Gladstone Steel who is now accorded the title of being the "Father of the Park." There is little doubt but that others before Steel had the same idea but did not work as diligently for success as did he.

Looking over these accounts of history there is one thing that stands out prominently and that is the apparent deliberate act of ignoring the contribution to the history of Crater Lake made by Captain Sprague and his detachment of soldiers stationed at Fort Klamath. Documentary evidence so easily obtained has been tossed aside as inconsequential for the glorification of Hillman who contributed nothing. Only the play of bitter sectional jealousy can offer the explanation.

SAM DAWSON

NEW YORK (AP) — Fireworks in the Chicago wheat pit this week highlight a decline in general commodity prices that has been going on in most parts of the world for about two years.

Hardest hit in this country have been the products of the farm and the zinc and lead mines. Other countries have seen the prices of rubber, wool, tin, bur-lap and pepper skid from the Korean War inflation peak.

But some other commodities are going up. The price of steel and its many products is climbing, although the price of steel scrap has fallen from its peak. Crude oil is advancing and prospects are for higher prices on gasoline and fuel oil, and perhaps for the long list of petrochemicals—from which are made such synthetics as rubber and fibers and many plastics. The price rise in basic industrial chemicals is affecting the cost of processing such things as soap, food, drugs, soap, fertilizer and paper.

Most of these rising prices are laid to higher costs of labor and materials. And although wool has lost its Korean zing, the price of suits is going up this fall—will manufacturers be crediting the rise to advancing wages?

Farm products have suffered sharp drops this year, much of them within the last month. Wholesale food prices are from 10 to 14 per cent lower than last year. But grocery prices aren't. The grocery manufacturers of America, Inc., blames "higher wages, higher transportation costs and higher taxes."

Hopes for a Korean peace have played a part in recent price breaks, but only a part. The whole world-wide down-trend for most commodity prices follows a more general pattern.

One factor is increased production. Since the end of World War II world food production has risen 20 per cent.

Dealers Hear About New Gas 'Additive'

Twenty-seven service station dealers met at breakfast here Wednesday morning and heard the story of research behind CP, a new gasoline additive described as "the greatest motor fuel development since the introduction of tetraethyl lead 31 years ago."

CP is now available in all Shell Oil Company premium gasoline marketed in this area.

According to D. E. Kerby, Shell representative here, the new product gives the average car up to 15 per cent more power, more mileage and 50 to 150 per cent longer life for spark plugs.

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NOTICE

To all persons interested in TRUTH I, J.P. (Jack) Linman, under the penalties of perjury, do hereby swear that I am not now, and have never been, in whole or in part, the owner of the property at 631 South 5th Street in Klamath Falls presently known as the Palm Hotel, and I have never been in a position to exercise any control over its operation.

Signed *J.P. Linman*

Subscribed and sworn to before me a Notary Public for the State of Oregon on June 16, 1953

E.B. Redman
NOTARY PUBLIC FOR OREGON

On KFIJ at 8:30 Friday evening, I will endeavor to de-bunk some other rumors which are being circulated in connection with the coming school election.

Pub. Adv.—J. P. Linman

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