

Business News

By FLORENCE JENKINS



BALDWIN PAPPAS

The appointment of C. Ward Baldwin to a newly created sales position within the Oregon district at Klamath Falls for Tidewater Oil Co. has been announced by Glenn A. Hill, Oregon district marketing manager for Tidewater...

years with architectural offices including that of Glenn Stanton (Stanton, Boles, McGuire & Church) before coming to Klamath Falls three years ago and joining the staff of Howard R. Perrin, architect, 1121 Main St. ... at Perrin's office he was most recently working on plans and specifications for the new Yreka High School ... a previous interesting job was drawing plans for the new poultry laying house at the Gooding Poultry Farm which was recently completed. ... Pappas came to Oregon from Duluth, Minn. ... is a graduate of the Iowa State College school of architecture ... he married a hometown girl in Duluth and they have three boys, David, 9, John, 5, and Ted, 4, and live at Pine Grove ...

Walter J. Pappas, who successfully passed his state of Oregon architectural examinations in 1954, has opened his own offices in the old Pine Grove schoolhouse which was remodeled into a studio by the late Sheldon Brumbaugh. ... Pappas worked in Portland three

building at 540 Main St., as scheduled at 2 p.m. on Tuesday, Aug. 12 ... five general contractors have taken out plans from Morrison & Howard, architects, 203-05 Williams Bldg. ... the bid opening on Tuesday does not include any planning for use of the three-story brick building adjacent to the bank, the purchase of which was announced on Friday.

Frank R. Bogatay opened Bogatay's Family Shoe Store at 617 Main St. on Friday, complete with a real Buster Brown to advertise Buster Brown shoes which have been on American youngsters' feet for 54 years. ... Bogatay has been in the shoe business since 1931 ... he joined Miller's Department Store at Yakima in 1934 and came to Klamath Falls in 1937 to establish the shoe department in the local Miller's store ... opening of the new store marks his first venture into business for himself. ... Dick McGraw of Lakeview and Dan Pheasant of Beaverton will be on the regular sales staff and Kay Blake, a recent KUHS graduate, will handle sales of hosiery and bags ... the store will stock between 6500 and 7000 pairs of men's, women's, teen-ager's and children's shoes.

Ray O. Petersen, Klamath County agent, returned on Aug. 1 from a week's tour of Bay Area livestock markets, packing plants, auction yards, Safeway's meat handling and distributing operation in San Francisco and other wholesale-retail operations ... accompanying him was W. Y. Fowler, livestock marketing specialist from Oregon State College.

Lien's Grocery, 3960 Summers Lane, operated by Mr. and Mrs. Roy P. Lien, 3960 Summers Lane, has reopened after a complete face-lifting and remodeling which included doubling the size of the previous store. ... Lewis Hesseck, 2709 Kane, was general contractor on the job ... expansion permits bigger milk and beer food cabinets, additional frozen foods cabinets and other conveniences ... all new Neon lights installed ... the Liens have been in the grocery business in Klamath Falls for nearly 30 years and the hardworking couple keeps the store open from 8 a.m. to 10 p.m. and on Sunday.

Bids will be opened at 2 p.m. on Aug. 15 at the offices of the architects, Morrison & Howard, 203-05 Williams Bldg., for re-roofing the Old Armory building at Main and Spring ... plans and specifications from the architect ... work will consist of furnishing approximately 145 squares of built-up roofing of Johns-Manville, Pioneer, Flintkote or proved equal type and applying the new roofing over the present roof ... bids will be approved by Ted Case, secretary of the Armory board, Veterans Memorial Bldg., Klamath Falls.

Award on Aug. 5 to Freeland Construction Co., Columbia City, Ore., on low bid of \$39,240, for building a covered entranceway to the park administration building at Crater Lake National Park, comfort stations and an entrance station at Annie Spring ... awarded made by Tom Williams, park superintendent. ... Harlo Freeland is presently building the new Standard Oil service station across

from park headquarters and dormitories for Standard Oil personnel ... there were five bidders. ... Salter & Klein, Grants Pass (\$49,826) ... Batzer Construction Co., Medford (\$48,694) ... Meyer D. Jones, Medford (\$39,550) ... Ausland Construction Co., Grants Pass (\$47,400).

Bids will be opened at 11 a.m. August 25, at the U.S. Forest Service, 630 Sansome St., San Francisco, 11, for the construction of two 3-bedroom residences and one 2-car garage at the Tulelake ranger station on the Modoc National Forest ... location of the ranger station is at the town of Tulelake ... copies of the bid invitation may be secured from the San Francisco address above or viewed only at the office of the forest supervisor of the Modoc in Alturas.

The board of directors of Consolidated Freightways, Inc., has declared the regular 20 cent quarterly dividend, payable Sept. 15 to stockholders of record Aug. 29. ... President J. L. S. Sneed Jr. reported that gross revenue was \$45,383,668 for the seven accounting periods ending July 12, compared to \$38,685,576 for the same period last year ... net earnings amounted to 60 cents a share on the average number of shares outstanding during the period.

enter the second Gallery of Fine Printing and Lithography competition sponsored by the Simpson Paper Co., Everett, Wash. ... entries must be submitted by Aug. 15 (next Friday) to be included in the fall judging.

E. M. Katzer of Dunsuir has established a masonry supply yard at Mount Shasta under the name of Shasta Masonry Supply and is a dealer for Glass Mountain Block, Inc., products from Tulelake. ... Jim Missett of Klamath Falls, salesmanager for Glass Mountain, says the company's sales are up better than 12 per cent the first six months this year over the comparable period last year.

Mrs. Glenn L. Yaple, a resident of Klamath Falls since 1932, who lives with her family at 4600 Anderson, was recently named manager of VanLees Super 88 Cent Store, 1007 Main St.

tion service at Redmond for 11 years before joining the potato commission. ... Dr. James L. Adams of Oregon City has been reappointed to a new four-year term on the Veterinary Medical Examining Board ... the five-member board conducts annual examinations for applicants to the practice of veterinary medicine and surgery in Oregon.

Carl W. Reed, 2608 SE 179th Ave., Portland, has been reappointed to the State Board of Auctioneers ... his new term extends to July 16, 1962.

Morrison & Knudsen, Inc., Memorial & Green Springs Drive, Klamath Falls (Larry Wicks, manager), has been awarded a contract by California Oregon Power Co., for construction of five one-story, two-bedroom operators' cottages, each approximately 1000 square feet ground area with attached garages, at Keno for the new Copco hydroelectric power project being constructed on the Klamath River.

Bids will be opened at 10 a.m. Aug. 22, by the purchasing and contracting officer, 408th Fighter Group, Kingsley Field, for applying asphalt stabilized sand seal to P.O.L. diked areas at Kingsley Field ... bid Inv. 59-3 ... bid forms, plans and specifications are available from the above office.

Wilbur C. Haskins, secretary-manager of Klamath Basin Grade A Milk Producers, is home with his bachelor of business administration degree from the University of Oregon where he majored in accounting during the last college school year ... the Grade A Producers Association has put back the word "milk" in the association name ... it was always there, but for brevity the word was left out of the name in advertising and general use.

Portland General Electric's earnings report for the first six months of 1958 shows gross operating revenues at \$19,207,108 ... an increase of \$443,539 over comparable period in 1957 ... net income was \$6,017,782 ... an increase of \$248,829 over last year ... earnings for the six months ended June 30, 1958, based on total shares, was 91 cents.

The Pacific Northwest Small Business Opportunity Fair will be held in Seattle National Guard Armory on Sept. 25-26. ... Ferdinand Schmitz, president of Berger Engineering and chairman of the fair's executive committee, says government experts and technicians will be present to furnish information on government buying methods, prime contract and subcontract opportunities available to the small businessman of the Pacific Northwest ... small business from states of Oregon, Washington, Montana, Idaho and Alaska will be represented.

Soviet Trade Tentacles Reach All Over The Map

By THOMAS P. WHITNEY AP Foreign News Analyst

Communist trade tentacles reach out all over the world these days—but the Reds score their greatest trade successes with countries which have surpluses they can't sell easily on free-world markets. To such countries, many of which are highly dependent for their economic wellbeing on only one or a few commodities, the Communists hold out attractive proposals to trade needed Communist-bloc goods for the surplus or unsold commodities.

When such deals work out, as they have in many cases, they sometimes result in a situation in which the country ends up in considerable degree dependent on the new Communist-bloc markets.

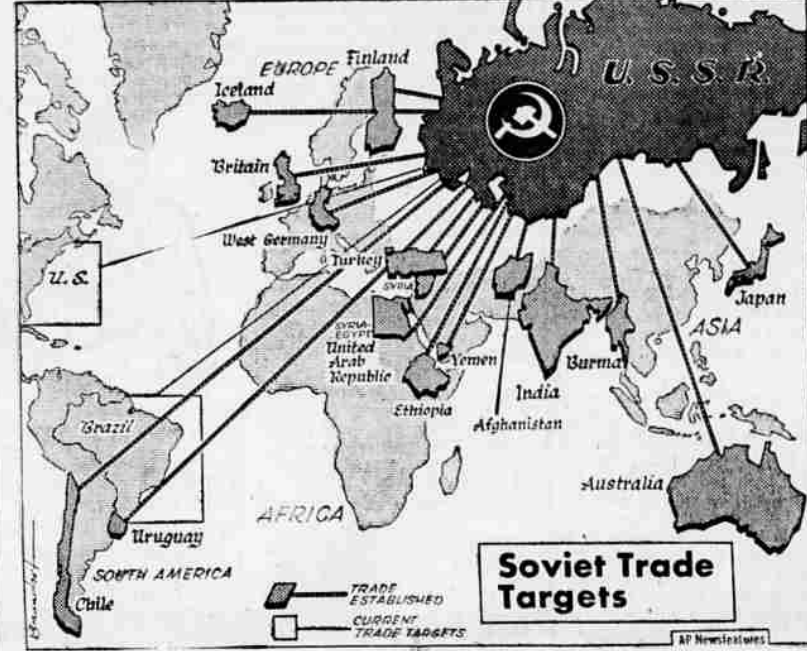
When they don't work out they still often result in advantage to Communist countries through the good impression made by the original offers. Iceland and Uruguay are good examples of cases where the deals have worked out favorably for the Soviet Union and other Communist countries. Uruguay is largely dependent for foreign exchange on the Uruguayan wool crop which has to compete with Australian and other wool on the world market. The Russians moved into a situation in which the Uruguayans were having difficulty disposing of their wool at prices they considered reasonable. As a result, the Soviet Union now is the largest buyer of Uruguayan wool and has furnished Soviet products, particularly petroleum, in exchange.

In Iceland, a small country dependent on its fish exports, the Russians have long been purchasers of a large part of the fish catch. Communist-bloc trade nowadays amounts to well over one quarter of Icelandic foreign trade.

The Icelanders get much of their imports, including oil products, from the Soviet Union. The basis for the large trade between Communist countries and the United Arab Republic is barter of Egyptian cotton for arms and other exports from Communist-bloc countries. In 1956 Egypt was selling over one-third of its total exports to the Communist bloc and getting about one-seventh of its imports in return. In Burma the Communists made use of the rice surplus of that fertile country to make a big trade deal. They bartered Communist products for the Burmese rice under contract and came out a big factor in Burma's foreign trade, accounting for more than one-seventh of both Burmese exports and imports in 1956.

This kind of trading, based on Communist willingness to accept products and commodities which are in some degree drugs on the world markets, is responsible in large degree for Communist penetration if important markets in Afghanistan, Iran, Turkey, Ceylon, Indonesia, India and other countries. The Russians and other Communist countries are now aiming at Brazilian trade. Offers have been made to accept Brazilian coffee, cotton and other products in exchange for Communist oil and other products. The Soviets also seek big credits in the United States for purchases of machinery and other industrial equipment.

The largest Soviet foreign trade with free-world countries in 1957, according to Soviet figures, was done with Finland and Britain. The trade with Finland is a hangover from the immediate postwar period when the Finns built up industries to satisfy Soviet reparations demands. These industries are unable to compete generally with similar industries in other



Western countries and must continue to find their markets in the U.S.S.R.

The Soviet trade with Britain is highly varied and represents in part a renewal of the prewar Soviet trading pattern in which Britain was Russia's largest foreign customer and source of foreign commodities. Communist-bloc countries as a whole also do a substantial trade with West Germany. But the Communist-bloc countries have never succeeded in making big inroads into markets in more industrially advanced nations.

It's in the underdeveloped nations and those dependent on export of one or a few commodities that the Red trade opportunities are consistently greatest.

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IT'S CLEANUP TIME at Dugan and Mest Chevrolet. The Jungle Men in their Bermuda shorts stand in front of the Chevy Summer Safari Special. Dugan and Mest, in order to clean up '58 models have cut prices on new Chev pickups to \$1995 with only \$595 down. Big special includes heater, defroster, electric windshield wipers, 5 wheels and tires, three speed transmission and all standard equipment. Big Bill Byrd, on the left, was heard saying, "Everyone knows we trade best ... why do we have to sunburn our knees to prove it?"

WRONG BAG
NEW YORK (UPI)—Bookkeeper Sylvia Youngerman and a woman companion stopped at a bank Friday and picked up a \$2,000 payroll then dropped into a nearby restaurant to buy a container of coffee. As they were about to enter the building of Miss Youngerman's employer, a daring payroll bandit grabbed the paper bag she was carrying and fled. He got the coffee.

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