

Business News

By FLORENCE JENKINS

"The biggest single day's business since we opened the Klamath Falls store three and one-half years ago," was the way Fred Floetke, manager of Home Appliance Company's local outlet (HAPCO), described the results of the store's recent full page advertisement in the Herald and News on major appliances . . . the ad ran on a Friday (a snowy Friday, at that) and on Saturday the store sold nearly 40 individual major appliances . . . volume of sales was high for the entire week following, he reports.

Wes Guderian, one of the two Herald and News staff photographers, attended the annual meeting of Professional Photographers of Oregon, Inc., at the Sheraton Hotel in Portland last Sunday and Monday . . . he was president of the state group in 1957 and is a member of the council for the Professional Photographers of America, Inc. . . . Bob Ball of Corvallis is national president this year. . . . John Logan of Longview is new state president, succeeding Carl Landis of Medford . . . plans are underway for the big Pacific Northwest convention to be held at the Sheraton on May 23, 24 and 25 . . . the Oregon group takes in southern Washington.

Last Monday, Jan. 25, Ed Dietrich observed his first year's anniversary as a consignee of the Union Oil Company of California . . . his place of business is located at So. 6th and Market St. . . . his staff consists of Robert Baert and Fred Whitney, both of whom were previously employed by the Union Oil Co.

David W. Evans & Associates, advertising agency with offices in Salt Lake City, San Francisco, and Seattle, is opening a Portland office at Room 711, Executive Bldg., 811 SW 6th Ave. . . . Allan Halverson, formerly with both the Salt Lake and Seattle offices, will be Portland manager . . . among accounts will be Oregon Marine Supply Co., Oregon Fryer Commission and Utah & Idaho Sugar Co. . . . U & I Sugar is just reaching full distribution in this area now.

Ormand W. Hogue, former park plumber at Crater Lake National Park, has been awarded the Department of the Interior's Commendable Service Award for devoted service . . . the award consists of a citation, certificate, bronze medal and lapel emblem and a Department of the Interior lifetime pass. . . . Hogue, who retired from the National Park Service last March after eight years, now lives at Pendleton.

Albert Wiesendanger, executive secretary of Keep Oregon Green Assn., Salem, replied to our Jan. 10 business news item by sending a second copy of a letter of appreciation, the original of one he said was mailed to the editor of the Herald & News on Jan. 14, expressing appreciation for "splendid support of the Keep Oregon Green program."

Everett Denois, Klamath Falls realtor since 1935, has moved his offices from 133 So. 9th St., to 1407 Esplanade (across the street from Carter's Fine Foods) . . . his staff includes his son, Ernest Denois and Homer Stiles, both of whom are licensed in Oregon as real estate salesmen . . . the new location is more spacious and has customer parking available.

Feb. 29 is the deadline for submitting entries in the Sears, Roebuck & Company's Fashion Fair Contest which opened on Dec. 26 . . . contest is open only to girls from 13 through 19 years . . . entry blanks are available in the pattern, fabric or sewing machine departments of the local Sears store and from the company's catalog sales office . . . to try for one of the 1,000 prizes offered, teens merely fill out the entry blank, choose the Simplicity Pattern and Fairloom Fabric they like best and attach the pattern envelope plus a sample of the fabric to the entry blank . . . then in 25 words or less, fashion-minded teen-agers are asked to tell why they picked the pattern and fabric . . . five cash prizes of \$1,000 each, 10 console sewing machines valued at \$300 each and hundreds of other prizes will be awarded by Sears and Simplicity Pattern Co., Inc.

Donald A. W. Piper, local attorney, will speak on the function and purpose of wills at the regular monthly meeting of the Klamath Basin Life Underwriters Assn. tomorrow at noon in the Pelican Party Room . . . according to Jim Crisman, publicity chairman for the group.

Alfred Seymour, grader at the Klamath operation of Weyerhaeuser

er Co., passed the 30-year mark with the company on Jan. 10 . . . another grader, Howard Shearon, completed his first 25 years with the company on Jan. 18, and Dave Wissenback, rip-saw feeder in the planer department, passed the 25-year mark on Jan. 11.

Warren H. Tree of San Francisco, sales manager for Wyandotte Olive Growers Assn., was business visitor to Klamath Falls last week . . . new gourmet items are coming out under the Wyandotte label and will include new spiced, ripe, pitted olives, stuffed green olives and pickled onions . . . these will be in addition to the wonderful ripe pitted and not pitted Wyandotte olives and the gold medal Wyandotte Olive Oil . . . the packing season at the big Wyandotte co-op plant at Oroville, Cal., is just now concluding.

Lane Warren, driver for New Method Cleaners, 1453 Esplanade, for a little more than four years, has moved to Palm Desert, Cal., and is operating Indio Cleaners, Indio, Cal. . . . his wife, Ruth E. Warren, administrative assistant to Nellie Angstead, co-owner of Oregon Foods & Bon Bazaar, has resigned from her position after 13 years with the company to join her husband in California . . . she is office manager at the dry cleaning establishment. . . . Bob Henry, who with Mrs. Henry operates New Method Cleaners, has taken over Warren's route himself at least for the time being.

LaSelle E. Coles of Prineville was elected as president at the 28th annual convention in Denver of the 17 western states' National Reclamation Assn. . . . Bakersfield, Cal., was chosen as the 1960 convention site.

Mack Lillard, former Klamath Falls boxing promoter from 1932 to 1955, recently visited here from Grants Pass . . . he and Mrs. Lillard completed a four-month trip during early winter across U.S. to East Coast . . . they own the Welcome Motel on the Rogue River (3949 So. Pacific Highway) about six miles from Grants Pass. . . . Mrs. Lillard taught water skiing last summer and they plan to put in the largest motel-type swimming pool in Southern Oregon to serve their 18 deluxe units this spring.

The Equitable Life Assurance Society of the U.S. announces that four members of its Harold P. Drake Agency, Portland, will participate in the company's Leading Producers Conference at Boca Raton, Florida, which starts today and runs through Feb. 3 . . . they are G. Martin Blakely, Olof N. Hedford and Douglas J. White, all of Portland, and John H. Houston of Klamath Falls . . . only agents who place in force a million dollars or more of life insurance protection during the previous year are invited to the conference.

When Mrs. Bob (Kathy) McDonald concluded her current term as president of Klamath Dog Fanciers, Inc., she received a surprise gift from the group in the form of a 10-gallon tropical fish tank, complete with air pump, thermostat, lights, etc. . . . the McDonald household needed a fish tank because 13-year-old Patricia had received (with gratitude and enthusiasm) a Christmas gift of black, fan-tail, bug-eyed goldfish and three guppies from Mike Miller, a classmate at Sacred Heart . . . their Siamese cats had been drinking from the goldfish bowl, but had not progressed to fishing at the time the gift was presented.

Frank Barnett and O. D. Stilwell announce the opening of Bartlett Avenue Trailer Court located on a two-acre tract off Summers Lane near Kingsley Field and the Town & Country shopping center . . . nine trailer spaces

were completed last week and they expect to have 21 spaces ready for use by the time the summer season is here . . . the first permanent guest moved in last week. . . . both owner families are trailer-home dwellers and they live at the trailer court themselves . . . facilities are all modern, including the utility building . . . further information is available by phoning either Barnett or Stilwell.

Foundation For Youths Announced

The Klamath Falls Kiwanis Club received final approval this week for a local Kiwanis Foundation to assist in the club's educational and charitable youth work. Papers for the organization, to be known as the Kiwanis Foundation of Klamath Falls, Inc., were turned over to the club at this week's meeting by Frank Drew, Kiwanis vice president.

During 1959 Drew was director in charge of the Kiwanis Public and Business Affairs Committee which investigated all aspects of the foundation idea and drew up incorporation papers for it. Those papers received state of Oregon approval late in December and Kiwanis International also gave its okay.

Directors of the non-profit foundation are Frank Drew, Bob Kent, Harry Fredricks, Greer Drew and Kiwanis president, Gene Favell. Favell said that Kiwanians and other interested persons, through their contributions to the foundation, will help the Klamath Falls Kiwanis Club carry on its park and scholarship programs as well as any future youth projects.

At their meeting this week, Kiwanians were treated to a program of slides on Arizona Hohokam and Columbia River Indian cultures by an amateur archaeologist, Morton has one of the outstanding collections of Columbia River Stone Age artifacts in the Northwest.

Also during the meeting Vice President Drew was presented with a Circle of Distinction — a red circle to be worn under the Kiwanis lapel button, indicating the wearer has brought in a new member.

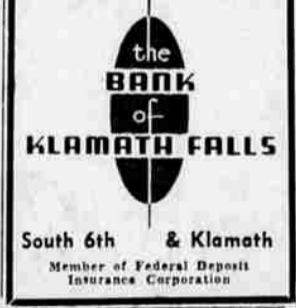
Next Thursday, the Czech dancers from Malin will provide the program for the Kiwanis meeting.

Farmers make up one-half of Formosa's population.

Why Pay More? LOANS

Get the cash you need quickly and easily and enjoy local service at low bank rates. Borrow on your signature, furniture or auto.

Borrow This Amount	Repay in 12 monthly Payments
\$200	12.53
\$300	18.79
\$400	25.06
\$500	31.33



ATTENTION LADIES!
We are now forming a **HOUSEWIFE'S LEAGUE** to bowl **THURSDAYS - 1 P.M.** you don't have to know how to bowl - we'll teach you! **FREE INSTRUCTIONS** for beginners by Ralph Barnett Thursday, Feb. 4th
For Further Information Call 4-5245

LUCKY LANES 3319 So. 6th

U.S. Industry On Move In Search Of Cost Cuts

By ELMER C. WALZER
UPI Financial Editor
NEW YORK (UPI) — American industry is on the move to new locations where taxes, labor, and transportation facilities can cut costs and make prices more competitive.

Changes have been going on for a long time with corporations changing plant locations as the traditional sites proved obsolete, taxes became oppressive or labor proved too demanding.

The decade of the 1950's found the moves accelerating. They will speed up in the 1960's, according to Leonard C. Yaseen, senior partner of Fantus Factory Location Service of New York and Chicago. He finds a pick up right now after a lull during the steel strike.

"During 1960," says Yaseen, "nearly three million workers will receive wage increases, already negotiated, of eight cents an hour, in addition state and local governments will raise taxes and float bond issues to finance the additional \$3 billion a year that they are adding to their budgets."

"These costs are being saddled on companies already hard-pressed by lower-cost competition from home and abroad."

"As a result, they are caught squarely between humanitarian

motives, which impel them to increase wages and stay in their familiar localities, and the harsh realities of the market place that no longer permit them to pass along increased costs to customers."

He cited several instances of big saving made through moving plants to new locations. One company with annual sales of \$8 million was able to save \$950,000 by building a plant on a new site, he said.

Another found that its competitor in the south location had a big advantage in costs in a lower labor area. The differences in labor costs worked out to 85 cents an hour—more than enough to lose its southern and southern-eastern markets. It is retaining Fantus to find a new location.

Moving a factory isn't easy, and Yaseen in his quiet way will tell you about the long, tedious investigations that must be made before a change is even thought of. There are literally hundreds of things to consider—labor supply, power facilities, transportation of raw materials to and finished products from the plant, proximity to market, availability of utilities—gas, oil, electricity, water, sewage, etc.

There are others which are more difficult to measure such as

labor productivity of the area, taxes (hidden and other), freight rates, workmen's compensation laws, zoning laws, fire protection, flood history, accessibility, fuel availability, insurance and other laws, attitude of officials of the area, availability of medical services, communications, climate, recreation facilities, schools, police protection, and location of competitors.

This list could be extended to great length. And all the items are highly important, for moving a factory is costly, and once moved it cannot be re-moved without risk of heavy loss. Factories themselves seldom have the facilities to do this job of investigating.

The Fantus firm, headed by Yaseen, specializes in just that type of business. The firm does the investigating in every detail. This often takes months of painstaking study by staffs of experts in various fields such as engineering, economics, labor, transportation, and taxes. Over the years, Fantus has accumulated myriad records on all communities in the nation with all their characteristics and advantages.

During the past 40 years, Fantus had made locational studies for 1,700 companies. Their moves, based on Fantus recommenda-

tions, have affected one million jobs, involved \$20 billion of plant investment and some \$4 billion of annual wages.

The firm also operates a separate division—Fantus Area Research, Inc.—which conducts studies in behalf of states, cities, chambers of commerce, railroads and utilities.

Fantus provides these groups with technical information and a blueprint for action through its teams of specially trained experts.

TWO, THE HARD WAY
BUFFALO, N.Y. (UPI) — Mr. and Mrs. Matthew Mamon became grandparents twice in the same day and no twins were involved. Their daughter Judith (Mrs. Donald Marohn), gave birth to a daughter a few hours before another daughter, Carolyn (Mrs. Paul Nikischer), gave birth to a son.

WHILE THE SUN SHINES
WHITE RIVER JUNCTION, Vt. (UPI)—Herbert Ogden, editor of the monthly "Home Rule in Vermont Towns" publication, wrote that a recent issue "was late and put out in a hurry on account of good buying weather being on hand."

MIDLAND DAIRY CLUB
The Midland Dairy Club met at Mrs. Joe Bair's, Charles Milani and Shirley Scala gave reports about how to select a calf. The next meeting will be held at Mrs. Calvin McNary's February 9. Members are requested to bring 10 feet of manila rope. Refreshments were served after the meeting.

John Bair, News Reporter

THE CAKE MISSES
The Cake Misses, with a new member, Vivian Townsend, met for their second meeting at the home of their leader, Mrs. L. E. Rodgers.

Mrs. Rodgers gave each member a project book and food record and explained how to use them.

A demonstration on measuring was given and Frances Dal Broi and Mrs. Rodgers showed the club a quick method of making a plain cake.

News Reporter
Frances Dal Broi

MOVING?
Call TU 2-5282
NORTH AMERICAN VAN LINES

WE QUIT

WE'RE CLOSING

The 7th and Pine

BIG-Y Market

To make this property available for a new plan in the growing Klamath Basin, the 7th and Pine St. BIG-Y Market is closing out to the bare walls. This Sale in no way effects our BIG-Y Market at 4710 So. 6th. The So. 6th St. store will remain bigger and better to serve the people of the Klamath Basin.

YOU PROFIT!

ENTIRE STOCK OF GROCERIES 20% OFF

cigarettes, fresh meats, fresh vegetables, bread excepted. Come and fill your grocery bags with the savings. Just select everything you want from the shelves at their regular marked prices . . . the cashier will deduct 20% from the total at the till. No Limit . . . Shop early . . . dealers welcome.

SALE STARTS Tomorrow 8:30 A.M.

Shop Early For Best Savings!

Big-Y 7th and Pine Market Only

• People Read SPOT ADS — you are