

Executives Still Needed In Business

By SAM DAWSON
NEW YORK (AP)—Business still is in the market for executive talent. But some of the urgency has gone out of the search and fewer top job openings—except in the sales departments—are reported by specialists than a year ago.

Recruiting of engineers still is a full-time occupation for many firms, especially those in the defense and allied industries. And many devices to curtail raiding of other staffs, or to cut the high cost of recruiting an engineer or scientist, are winning favor.

One is the growing trend toward setting up career centers in connection with national meetings of technical groups—a big saving in time and effort, and bringing into the open a once furtive practice.

But in the engineering field, too, new need for engineering executives, as apart from the basic staff, is reported slackening.

Some of the easing in the rush to find top men to head production, engineering or general administrative staffs may be due to the slump in many industries. But a large part is traceable to cost-cutting studies.

A sharp look at personnel, at all levels, has led some companies to feel that many jobs are duplicated. And a peek at the rosters of their rivals has shown some that competitors are hiring fewer men to get the same job done.

A survey of 133 large companies with average annual sales of \$113 million shows them expecting to fill 292 jobs paying from \$10,000 to \$75,000 a year during the coming six months. This is 2.2 jobs per firm.

A year ago a like survey showed 466 job openings, or 3.5 per cent more. Six months ago there were 199 openings, or 2.5 per cent more.

The recruiting firm sponsoring the poll, Executive Manpower Corp., New York, says sales executives are bucking the trend. The openings have increased in the last six months—28.3 per cent of the total now as against 27.1 per cent in March.

This is in line with the stepped up sales drives of many companies as competition increases and customers grow more coy.

Manufacturing production executives are second in line—21.9 per cent of the openings now, against 18.6 per cent earlier in the year. A group including general management, administrative and research executives is third with 16.1 per cent of the openings now, against 11.2 per cent last time.

But the search for engineering executives is sharply off in the last six months—1.7 per cent of today's opening against the 22.5 per cent that put this field in second place in March.

Tests Set For Animals

CAPE CANAVERAL, Fla. (UPI)—The United States is preparing more animals for space flights aboard rockets soon, a scientist in charge of the Atlas "space mice" shot indicated recently.

Dr. Hans Clamann, chief of the Department of Space Medicine for the Air Force School of Medicine at Brooks Air Force Base, Tex., said the institution is "training a lot of animals right now for space assignments."

He said these include rats, mice, guinea pigs, monkeys, cats, dogs and rabbits. One of the monkeys is scheduled to ride a Discoverer satellite into an orbit around earth in late November or early December. An attempt will be made to recover the capsule.

Clamann said the only drawback to a full series of animal shots presently is "a shortage of rockets."

Clamann's school trained and selected the three black mice—Sally, Amy and Moe—who rode an Atlas missile 650 miles into space and 3,000 miles over the Atlantic Ocean and survived.

The mice were displayed to newsmen at Patrick Air Force Base, 19 miles south of here. They were to be returned to their laboratory "home" at Brooks AFB by airplane to begin an extended series of tests that may last up to a year.

The 12-week-old animals "stood up quite well" under the rigors of soaring from high-gravity forces into weightlessness, through a deadly band of radiation around earth, then back through the atmosphere in a blazing plunge inside an RVX-2A nose cone of the Atlas.

Information from the test will be valuable to plans to put man himself into space, Clamann indicated. He said the data would be made available to officials of the Federal Space Agency's Project Mercury to put a man into space next year.

They'll Do It Every Time



Piggyback Operations Increase In Popularity

NEW YORK (UPI)—Piggyback operations have enabled the freight forwarder to become a potent third force in freight.

Piggybacking goes back to Civil War transport, but as a commercial service it was first introduced in 1884 when the Long Island Railroad moved farmers' produce-laden wagons into New York City from eastern Long Island. There was a flat rate of \$4 for the wagon, two horses and a driver.

Demand for this service died before the century ended, however, and it wasn't until 1953 that the railroads brought it back in an effort to recapture traffic lost to motor carriers. Now 55 railroads offer it.

It increases in popularity every year. In the first 36 weeks of this year more than 379,000 flatcars were loaded with one or more piggyback vans, an increase of 34.6 per cent over the comparable 1959 period and 111 per cent above 1958.

Domestic freight forwarders have become major users of piggyback since they were authorized last year by the Interstate Commerce Commission to use it.

Saves Loading Delays
Sidney B. Lifschultz, head of Lifschultz Fast Freight, explained that traditionally forwarders have rendered an expedited service for less-than-carload shipments, with trucks for pick-up and delivery at the beginning and end of the movement and railroad box cars for the long haul.

Now with piggyback, he added, they can handle van loads of a single shipper and provide door-to-door service without the delays of loading and unloading at their terminals.

There are roughly 100 freight forwarding firms with total annual revenues of more than \$500 million.

FIRST CRANE ARRIVES
WASHINGTON (UPI)—The Interior Department said Thursday the first of the remaining 32 whooping cranes has arrived at the National Wildlife Refuge at Aransas, Tex., for the 1960-61 winter and that the others are expected to arrive from their summer nesting grounds in northern Canada during the next six weeks.

Tennessee's "drowned forest" is under Reelfoot Lake, which was formed by violent earthquake shocks.

Health Plans Given Okay

BURNS (AP)—Eleven Oregon hospital and health projects were approved Wednesday by the state Board of Health, making them eligible for \$1,530,930 in federal aid grants.

The grants would provide up to one-third of the cost of the hospital projects and up to one-half of some health facilities.

The U. S. surgeon general must pass on the projects. He never has reversed a state Board of Health recommendation.

The projects:
Medford—\$556,850 for a three-story \$1,682,550 wing of the Rogue Valley Memorial Hospital.

Springfield—\$44,177 for the McKenzie-Willamette Memorial Hospital.

Roseburg—\$124,500 for the Mercy Hospital and \$120,350 for the Mercy Hospital nursing home.

Oregon City—\$71,920 for the Clackamas County Public Health Center.

Hermiston—\$128,375 for the Good Shepherd Hospital.

Hillsboro—\$16,666 for the Tuality Community Hospital.

Corvallis—\$14,842 for the Good Samaritan Hospital.

Portland—\$40,000 for Good Samaritan Hospital; \$141,083 for a rehabilitation facility and \$292,166 for a chronic disease unit at Emanuel Hospital.

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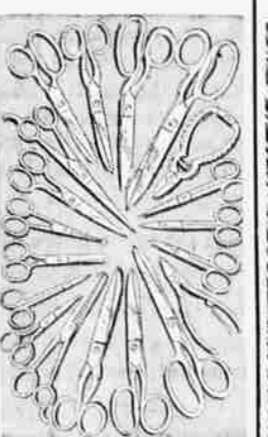
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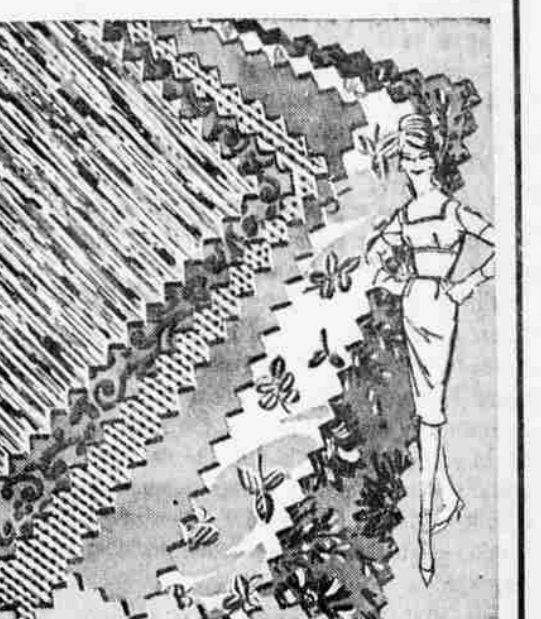
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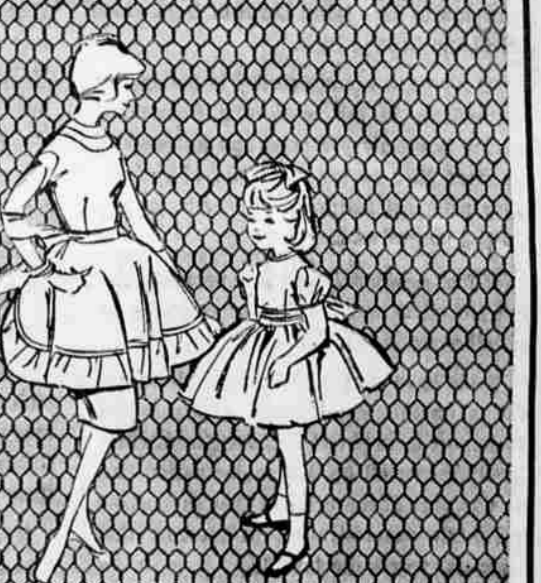
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