

Here's the Answer

By ANDY LANG
AP Newsfeatures

Question: I would like to make a ping pong table, using plywood for the top. The regulation size for a table is five feet by nine feet. Can I purchase plywood in this size? And can you give me any other information I can use about this project?

Answer: Plywood does not come in a standard nine foot by five foot size, although some lumber yards carry it in those dimensions especially for table tennis. In our opinion, however, you would do a lot better to buy two pieces of plywood, each 4½ feet by five feet.

The two halves are held together for table tennis with special hinges, which have what are called Bent Loose Pins. When these pins are removed, the table comes apart. Each half then

can be used for other purposes, such as serving food or playing cards. Another reason for using the divided top is that the legs of each section can be made of the folding type, again through the use of special hinges. This means that if the space in the recreation room is needed, the table can be unhinged, the legs folded under and the two sections stored easily in a small space. This would be impossible if the top were all in one piece.

If your lumber yard has the five foot by nine foot sheet, but not the 4½ feet by five feet, ask that it be cut in half. But be sure you specify in which direction the cut should be made.

When it comes time to sell, quite a few homeowners are under the impression they can arrange better deals than professionals.

Sometimes they can. But more often than not, they can sell their houses faster and with more financial benefits to themselves, even allowing for commissions, if they utilize the services of real estate organizations.

Anyone who is successful in the business of selling houses knows how many pitfalls there are in the path of a completed sale. In this connection, we thought you would be interested in an article in the November issue of an industry publication, the National Association of Home Builders Journal. Titled "Little Things Make a Big Difference," the article lists 30 reasons why a real estate salesman may miss out on a sale even though he is selling a good house at a reasonable price.

For instance, to make a good impression on a prospective buyer, it is considered important that the salesman avoid "hand pumping," "shoe tapping" and "wiggling." We all know what hand pumps and shoe tappers are, but do you know what a wiggle judger is? It's a man who lets "a tight skirt or well-turned calf throw him off the track." As author Ted Pollock, a marketing consultant, puts it, "If your message isn't worth your complete attention, certainly it isn't worth your prospect's."

To sell a house, you have to be polite. But not too polite. The advice here is that there are situations "in which a salesman must unbend a little if a buyer is to feel comfortable in his presence."

Also, you mustn't talk too much or too fast or have too many "uhs" and "ehs" between phrases. And while jokes are fine in their place, use them sparingly and with considerable caution.

Don't exaggerate (It says there) and don't poke your finger to emphasize every point.

Since the very first impression a prospect forms depends on what he sees, a detailed check list is given for the seller's appearance. His hair should be cut and neatly combed. He should be freshly shaved, his tie should be knotted neatly, his shirt should be clean, his jacket collar should show about half an inch of shirt collar and his jacket sleeves should be cut to expose about half an inch of the shirt cuffs. His nails should be cleaned and trimmed, his shoes shined and his trousers neatly creased.

Women, as well as men, sell houses. Wouldn't they have a puzzling time trying to pass some of those appearance tests?

(Questions of general interest will be answered in this column. However, Lang can not undertake individual correspondence.)

Fiberglass Boat Building Materials The Gun Store

714 Main Ph. TU 4-3863

Be modern with MOEN

Single Handle Faucets
For New Homes & Old



N. R. KIMES
Plumbing & Heating
2720 So. 6th St.
Phone TU 4-8620

CARPETING HOST-CLEANED

Do it yourself
OR we do it
for you

RENT the HOST Electric Brush

When cleaned by you... your carpeting should be HOST-CLEANED. Safe, won't burn, dustless. Removes dirt instead of shampooing it in. No shrinkage, raises nap, saves texture. Before entertaining...

Ph. 4-5111 or 2-2531 for
Complete Information
CASCADE
and Men's Hand
LAUNDRY & CLEANERS
Opp. P.O. 11th & Klamath



CHRISTMAS BLESSINGS

May this season be rich in happiness and spiritual joy for you!

Roper & Roper

Painting Contractors

HOME LOANS

NOW AVAILABLE

Maximum FHA Insured Loans

EXAMPLE: Sales Price \$12,000
Mortgage \$11,600
Down Payment Required \$ 400

If you are a home BUYER or want to SELL your home, you should contact our Local Representative,

PAUL McATEE

339 E. Main - Phone TU 2-4646, eves. TU 2-5935

COMMERCE INVESTMENT, INC.
Portland, Oregon

REMODELING?



Shop Calhoun's For LINOLEUM

Over 100 rolls to choose from... all colors and grades. Vinyls, inlays... marbled or embossed.



TILE

Vinyls, Asphalt, Linoleum, vinyl-asbestos... all in stock in large quantities. Choose from marbles... confetti... tweeds... plain patterns.

FORMICA

An array of colors and patterns too numerous to list! Whatever your needs... you'll find it at Calhoun's.

FREE
ESTIMATES
GLADLY!

CALHOUN'S FLOOR COVERINGS

357 E. Main

TU 2-5523

Citizen Finds You Can Beat The City Hall

LOS ANGELES (AP)—The guy who said you can't beat City Hall didn't figure on rubbish collector Tony Augustyn, winner over tree trimmers who tried to trim him off \$108.64.

Remember Tony? He's the rugged individualist whose celebrated battle with bureaucracy began when one of his trucks backed into an 18-foot eucalyptus tree on a public parkway last August.

The County Department of Parks and Recreation sent out an 11-man crew in two trucks and a car. They replaced the damaged tree with a sapling. Tony went into orbit when he got the bill.

"To cover cost of removal and replacement of parkway tree knocked down at 5445 W. 118th St.," it said.

"1 Schinus Trebinthifolia, \$2.50; 1 redwood stake, 55 cents; 1 tree trimmer foreman, 1 hour, \$5.34; 1 tree trimmer subforeman, 3 hours, \$14.39; 3 tree trimmers, 7 hours, \$30.20; 3 tree laborers, 8 hours, \$29.47; 1 truck driver, 1 hour, \$4.08; 1 truck driver, 3 hours, \$13.63; 1 truck, M-1777, 14 miles, \$2.62; 1 relief truck, M-1877, 6 miles, 64 cents; 1 car, 5 miles, 70 cents; dump fee, \$4.43.

"Total, \$108.64."

"I'm not paying," said Tony. "You don't need an army to plant one little 2½-dollar tree."

Oh, yes you are, said the Parks Department, contending the bill was reasonable.

"So sue me," said Tony. They did.

And in Small Claims Court Friday, Judge Lester O. Luce ruled in Tony's favor when the Parks Department failed to bring to court the 11-man crew who replanted the now famous Schinus Trebinthifolia.

Tony testified first. He admitted his truck hit the tree and offered to pay \$25.

Judge Luce then wanted to hear from the tree replanters. A red-faced representative of the auditor's office said he didn't think they were needed. So Judge Luce said: "I rule for the defendant."

"I spent a lot of time fighting this thing, but I feel it was worth it," said Tony.

"I didn't think I had a chance, but then, you never know, do you?"

ABSENT-MINDED LAUNCHERS

FORT SILL, Okla. (AP)—When Army weather researchers released a balloon the launching failed. Someone had forgotten to attach the pay load.

France's longest dwelling is an apartment house stretching 1,837 feet in a Paris suburb. The serpentine building has some 1,500 occupants, says the National Geographic Magazine. Its curved form leaves lawn space for children to play.



GREETINGS

Here's a holiday tradition we really cherish... time out to tell you how much your loyal friendship and patronage mean to us and to wish you and your family a very healthy, happy and cheerful festive season!

MERRY CHRISTMAS

From all of us here at

LUCAS FURNITURE

195 E. Main

Ph. 4-3134