Business Review

By Floyd L. Wynne

Count Lists 769 Firms In County

There are a total of 769 businesses in Klamath County, according to statistics released by J. Harry White, district manager of the Portland office of Dun & Bradstreet, Inc. This total is based on a physical count of the January, 1961, edition of the Dun & Bradstreet Reference Book.

The reference book lists those manufacturers, wholesalers, and retailers who seek or grant commercial credit but it does not include some of the service and professional businesses such as beauty and barber shops, security dealer and real estate brokers. Therefore, the figures for total business would be higher than quoted above.

According to White, each January business concerns in all parts of the United States are asked by Dun & Bradstreet for copies of their financial statements. This year requests are being sent to approximately three million business concerns—to the corner grocery store worth a few thousand dollars as well as to businesses worth millions.

The majority of businesses listed in the reference book for Klamath County were in Klamath Falls with 624. Merrill had 26 and Chiloquin had 24 listed.

When the owner or officer of a business enterprise, or his accountant, fills in and mails his financial statement to Dun & Bradstreet, it becomes a part of the credit report on his business and a factor in determining the credit rating of his business. Mailing the statement, rather than waiting for the Dun & Bradstreet reporter's call means a concern's important suppliers will quickly have the latest facts on which to make credit and sales decisions. When the Dun & Bradstreet reporter receives a businessman's financial statement in advance of his periodic call, he can make a more detailed analysis of the financial condition of the business and discuss its operation more intelligently.

Back of each listing of a business in the reference book is a Dun & Bradstreet credit report. The report includes the following: a history of the business (who owns it, who runs it, and how long it has been operating); a description of what the business does and how it does it; a financial section which usually includes the latest financial statement; and record of how the business pays its bills.

GEORGE STEELE

Steele Takes Eugene Post

George Steele, 2618 Radcliffe, has been promoted in the J. C. Penney organization, and is moving to Eugene where he will take charge of the men's clothing department.

Steele, who was born in this area, has been with J. C. Penney Company here for the past five and one half years.

He started in the men's clothing department and was department manager of the main floor.

Steele indicated that he would leave for Eugene about Jan. 28, and would be joined later by his wife and four children.

Fran Hales, manager of the J. C. Penney store, said that Gene Kane will arrive soon from Kirkland, Wash., to take over direction of main floor activity at the store.

More than 400 pounds of steel nails may be used in the construction of a house.

New Record Vet Loan Level Seen

Oregon veterans' farm and home loans were granted to 2,185 veterans last year in the amount of $22,989,150, H. C. Saalfeld, director of the state Department of Veterans' Affairs, reported today. This was less than half the volume of the 1959 record year, when 5,170 veterans borrowed $52,932,550. The drop was due to the department's lack of authority to issue bonds to obtain adequate loan funds.

But this year should set a new record of about 60 million dollars in loans, Saalfeld said, because passage of the war veterans' bonding and loan amendment in the recent general election assures ample funds in 1961 to meet the continuing high demand for loans.

The first 30 million dollars in self-liquidating bonds from this new bond authorization go on sale Jan. 17. When the funds are received a month later, the department will immediately start closing loans in its backlog, which on Dec. 31 amounted to 1,887. Proceeds from this sale—along with unused loan receipts—are expected to last until July, when another bond sale will be scheduled, according to Saalfeld.

A breakdown by counties shows that in Klamath County last year, 40 veterans borrowed $398,900. This year, if the predicted volume of 60 million dollars holds true, veterans in this county should receive loans in the amount of about $840,000, based on the volume of state loans here since 1945.

In the 15 years of the program, the department has granted 31,456 loans amounting to $231,634,374. Of this number, 20,417 loans were outstanding on Dec. 31 in the amount of $157,498,439.

JOINING FORCES in the printing business are these three individuals, left to right, Charles Finch, Jack Henry and Alice Vitus. The three recently incorporated as Guide Printing, Inc. Alice Vitus remains principal stockholder and holds the office of president and treasurer in the new firm; Henry is secretary, and Finch, vice president. Finch disposed of the Pioneer Printing Company which he owned. The trio envision a future expansion of activity due to the merger.

Dairy Commission Picks New Executive Secretary

Calvin H. Crandall, 38, a man with a wealth of dairy and agricultural experience, is the newly appointed executive secretary of the Oregon Dairy Products Commission, according to Wilbur Reiling, Klamath Falls, chairman of the commission.

In his capacity as executive secretary, Crandall will be charged with the responsibilities of the commission to sell more dairy products with use of merchandising materials, public relations and advertising aids of the Oregon Dairy Products Commission and American Dairy Association. Other duties will include coordination of dairy industry research projects with Oregon State College.

Before joining the Oregon Dairy Products Commission, Crandall for three years was employed as a Northwest agricultural agent for Union Pacific Railroad. He gained valuable experience while working on dairy films, serving in a public relations capacity on dairy projects, and personally contacting many successful dairymen in Washington, Northern Idaho and Oregon.

Crandall is originally from Idaho where he was active in civic and dairy organizations. Crandall was a college agriculture instructor and was associated with Smith Hughes for a number of years. He, his wife, and their two children will reside in Portland where the Oregon Dairy Products Commission is headquartered.

CALVIN H. CRANDALL

On Feb. 1, 1961, Crandall will take over the dairy post which was recently resigned by Don Thomas, now advertising sales manager for the Washington Newspaper Publisher's Association.

Land Bank Meet Dated

The annual meeting of the Federal Land Bank Association of Klamath Falls will be held in the Pine Grove Room of the Willard Hotel Saturday, Feb. 25, Bryant Williams, association manager, announced today.

Williams said the meeting will be attended by association stockholder-members from Klamath and Lake counties and by a number of agricultural leaders in this area. Registration is scheduled for 11 a.m., followed by a noon dinner. The business session is set for 1:30 p.m. with Lawrence J. Horton, association president, in charge.

Association members will elect two directors this year. The terms of Lawrence J. Horton of Klamath Falls and Fred Peat of Lakeview are expiring. Holdover directors are William F. Jinnette of Merrill, Roy Gooding of Klamath Falls and Vancil Withers of Paisley.

Wall Street Chatter

NEW YORK (UPI)—Alfred L. Vanden Broeck Co. says the Kennedy administration's emphasis on federal support to depressed areas should produce good market possibilities for a number of utilities now considered undynamic for growth and selling at lower values than typical for the industry.

The firm feels the Kennedy forces are deeply committed to the program and it notes that congressional leaders have declared it will be given number one priority in new legislation.

If the Kennedy program can be implemented in terms of the Douglas report, the brokerage house thinks investment emphasis ought to be given to those areas most seriously depressed.

It listed Eastern Utilities Associates, Pennsylvania Power & Light and Southern Indiana Electric in this connection as issues selling at depressed levels and showing highly defensive qualities, relatively high yields and limited risk.

Bacoe Co. and Gersen of Wall St. are both recommending American Metal Climax as a good possibility for 1961. Noting that earnings are believed to have risen to $2.70 from $2.15 in 1960, Gersen says with molybdenum demand trending upward in Europe and Japan, the company should show even better earnings in 1961.

Bank Lists Deposits At All-Time Record

For the third successive year First National Bank of Oregon has recorded new all-time record high deposits, it was revealed when the Dec. 31, 1960, statement of condition figures were reported to the comptroller of the currency.

Yearend deposits of $880,339,683 were reported, topping the record of $878,642,322 set one year before. The Dec. 31, 1958, record high was $849,167,094.

Loans for the 84 offices amounted to $503,484,790, an increase of $14,526,683 compared to the 1959 yearend figure, but a decrease of $6,789,415 since the Oct. 10 call figure when a record high $510,274,206 was reported.

The Klamath Falls and South Sixth Street branches of First National reported yearend deposits of $18,590,849 and loans totaling $16,779,025, according to R. H. Tisdale and Myron E. Shannon, managers of the respective branches.

At the same time they released comparable totals for the branches for Dec. 31, 1959. On that date, deposits were $19,474,880 and loans were $17,769,933.

Figures released at the Merrill branch show that on Dec. 31, 1960, deposits at the branch were $2,409,596 and loans were $1,594,009, according to John A. Venard, branch manager. Comparable totals for the branch for a year ago show that on that date deposits were $2,276,670 and loans totaled $1,556,788.

Ralph J. Voss, president of First National, indicated that although there was a substantial increase in the number of accounts, the volume of banking activity and the use of bank services at First National during the past year, the "tight money" situation had its effect on balances, keeping the dollar amount down to some degree.

Although a decline in business activity was noted in the late months of the year, Voss said there were many encouraging signs in the state's economy. Average number of persons employed throughout the year was up 1.6 per cent, individual income was up over the previous year, and bank debits were up substantially over a year ago, the banker indicated.

Expansion in growing areas of the state has also been a factor in the bank's progress, Voss declared. During the past year new branches were established in Beaverton, East Salem and the Lloyd Center in Portland, and expanded new branch offices were constructed in Baker, Oak Grove and downtown Portland, where the $3.5 million head office building was dedicated in September.

New branch buildings will be completed early in 1961 at Phoenix, Seaside and North Bend in a continuation of the expansion program, Voss stated.

DOUGLAS KNUDSON

Knudson Joins Used Car Firm

Douglas Knudson has now become associated with Dale Bleha in operation of Dale's Used Cars at 86 Main Street.

Knudson first came to Klamath Falls in July in 1949 and has been connected with the automobile business since that time.

He was formerly with Jim Olson Motors.

The operation will include used cars and both new and used trailer sales.

Knudson lives at 2462 Applegate with his wife, Georgianna, and two sons, George and Richard.

KLAD Sale Completed

WASHINGTON (AP)—The Communications Commission Wednesday authorized Myer Feldman of Philadelphia, who is to become a White House aide in the Kennedy administration, to dispose of his interest in radio KLAD at Klamath Falls, Ore.

Feldman and associates will transfer KLAD to Ogden Knapp for $175,000.

Feldman will serve after Jan. 20 as assistant to Theodore Sorenson, a White House special counsel.

Lou Kellison Will Attend Copeland Meet

Lou Kellison manager of the Copeland Lumber Company's lumber and building supply yard in Klamath Falls, will attend the annual meeting of Copeland yard managers in Portland Jan. 18-21.

Most of the company's 57 managers will be in attendance, reports Joseph W. Copeland, president and general manager, with headquarters in Portland. Copeland's 57 lumber and building supply outlets in Oregon, Washington, California and Nevada form the largest unit of its kind in the West. The firm retails more than 50 million board feet of lumber annually in these four states. The company outlets extend from Seattle in the north to Santa Ana in the Los Angeles area and to Brawley and Holtville in California's Imperial Valley.

The session will open with a luncheon Wednesday noon, Jan. 18, at the main office. From then on all meetings, as well as exhibits, will be at the Multnomah Hotel. A closing banquet Saturday night will feature entertainment and Frank Branch Riley, Portland travel speaker, in the top spot.

Speakers will include W. C. Bell, past managing director of the Western Retail Lumbermen's Association, and Ross Kincaid, current director, both of Seattle; William H. Hunt, vice president in charge of plywood sales for Georgia-Pacific Company; M. Orloff, president of the Aberdeen Plywood and Veneer Company; Ross Scott, International Paper Company, Longview, and Bernie Barber, price consultant, Fresno.

Chamber Board Hears Plywood Plant Plans

YREKA — Chamber of commerce board of director members heard last week that Willamette Plywood Corporation will build a plywood plant in Siskiyou County that will provide employment for 200 men.

The announcement was made by M. L. Hopkins, vice president of the corporation. He spoke before the board during a recent meeting.

Hopkins said the company is surveying sites for the plant. He indicated it will be built somewhere between Hornbrook and Gazelle.

The additional plywood capacity became a necessity with the recent merger of Willamette Plywood and Pope and Talbot Company, Hopkins stated.

The plant will be designed to handle veneer output of the company's Happy Camp plant. It will process a capacity of four million square feet of three-eighths-inch plywood per month.

Hopkins said outlets for the local products already have been arranged. Final decision concerning the plant's location will be made about mid-February, he added.

The mill will process specialty hardwoods such as ash and mahogany. The Aumsville plant produces 48 types of plywood, Hopkins said.

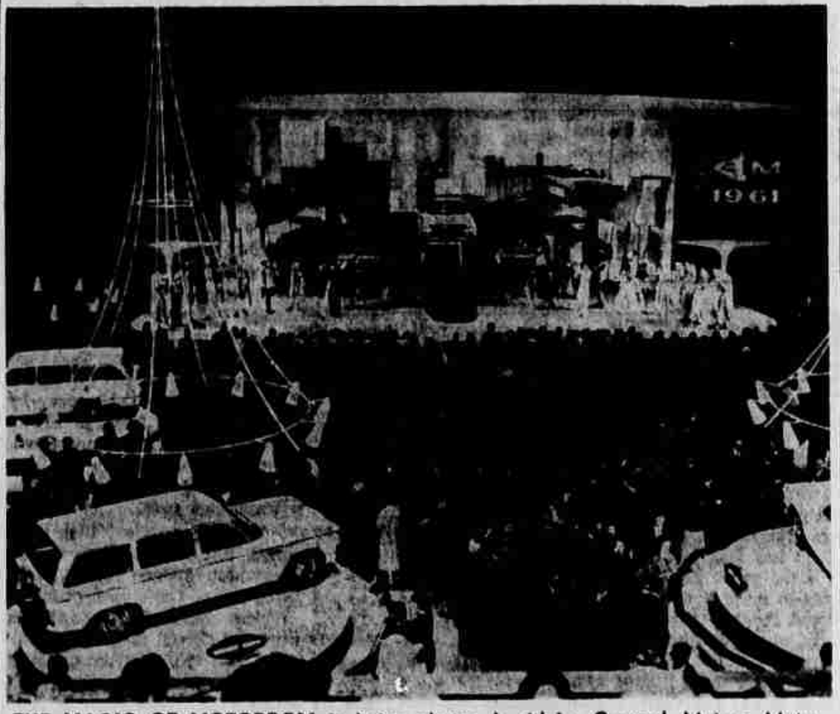
Operation will continue the year around as it does in Aumsville and Happy Camp.

V. Dusenberry, branch manager at Happy Camp, said the mill should also double employment there. That plant and woods operation currently employs 150 men when in capacity operation.

Hopkins announced that the proposed plant will cost two million dollars and will occupy at least 15 acres. The company will further study possibility of using native hardwoods for processing into plywood.

If local woods are found useable, the company may build a cutting plant, since hardwoods cannot be cut into veneer by the lathe method used in processing fir, said Hopkins.

TWO NEW TREE FARM identification billboards have been erected in International Paper forests in the Weed vicinity. The first of several of the new large tree farm signs, placed last year throughout the Long-Bell Division, was erected on U.S. 97 about 20 miles north of Weed under the direction of International's Resident Forester, Leonard Hines, above. Numerous smaller rustic signs were installed in the company's 100,000 acres of tree farm in the Weed region during the year.



THE MAGIC OF MOTORDOM is being shown in this General Motors Motorama of 1961 in San Francisco's Civic Auditorium and Brooks Hall. The show opened Jan. 6 and closes today, Jan. 15.

Landscaper Joins Firm

BEND — Mitchell J. Serven, landscape architect, is now associated with the firm of W. C. Yeomans and Associates, Landscape Architects and Planning Consultants.

Operating out of the Coble Building the planning firm has completed several state park planning assignments, most recently the Nevada State Park survey, as well as a number of consulting jobs with various state, county, federal and private park and recreation agencies.

In addition, residential, commercial and industrial landscape projects have been completed or are underway in Central Oregon.

Bank Debits Show Rise

Bank debits for the Klamath Falls area including Klamath and Lake counties increased by 6.9 per cent in November, 1960, as compared to October, 1960, and increased by 6.5 per cent a year ago.

Debits for November, 1960, totaled $42,133,809; for October, 1960, the total was $39,418,296; and for November, 1959, the total amounted to $39,560,934.

Oregon, with 210 banks reporting, had an increase in bank debits in November, 1960, of 1.5 per cent compared with October, 1960, and a decrease of 1.6 per cent over November, 1959. Total debits for Oregon in November, 1960, came to $2,119,226,743; October, 1960, totaled $2,087,526,305; and November, a year ago, reached $2,153,054,246.

Bank debits represent the dollar value of checks drawn against the deposit accounts of individuals and business firms. Bank debits are considered good indicators of current business activity.

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IP's Weed Branch Operations Summarized In Report

WEED—More than 4½ million dollars flowed into the Mt. Shasta region economy through the employment of some 930 people at International Paper Company's Weed Branch in 1960, reports Weed General Manager John Mantle.

A new planing mill and plywood modernization were major features of 1960, a year of development and progress at IP's integrated forest product manufacturing center at Weed.

Praises Plywood

Several notable awards were received in 1960 by the various company operations at Weed. IP's plywood plant was saluted by the California Department of Public Health for exceptionally safe and healthful working conditions. The commendation letter to John Dobrn, plywood superintendent, developed from a visit to the Weed plant by health department representatives, as part of a statewide study of skin troubles arising from gluing operations in the plywood industry.

Because of the Weed plant's excellent record, the health officials wanted to learn why a plywood plant of such large size and activity should be relatively free of skin trouble. The health department medical officers summarized their visit to the Weed plant by stating . . . "Our visit proved an eye-opener. We were impressed by the general orderliness and cleanliness of your plywood plant. Your employes exposed to glue were adequately protected and apparently free from discomfort. We wish to congratulate International Paper Company on solving a problem which is so prevalent in the industry."

Safety Honors

Outstanding safety honors for the western part of the nation were gained in 1960 by IP's Weed wood preserving operation. The Forest Products Safety Conference awarded a plaque to Weed for the lowest accident frequency rate in this category. The National Safety Council president also praised Weed wood preserving for its excellent safety record of incurring no disabling injuries in 1959. The treating plant also won the coveted improvement award, the Forest Products Safety Conference's number one award.

New Planing Mill

1960 saw the first full year of operation for the sparkling new and modern Weed planing mill, which houses the planer, lumber storage area, and shipping facilities.

Materials handling efficiency features five overhead cranes directed by a traffic control center. A licensed short-wave radio station in the control center communicated with the bridge cranes and key operating areas to expedite the movement of lumber and keep production flowing.

Included in the mill's all-new machinery are two double profile 25-inch planers and one 15-inch planer; two automatic lumber end-conditioning sets of printers and waxers; two 20-foot trimmers; a 54-inch resaw; a 10-inch moulder; and a resaw edger.

The 52-foot-high planing mill structure more than doubled the lumber storage capacity of the old Weed planer. The lumber storage area accommodates approximately 10 million board feet of rough lumber and five million board feet of surfaced lumber.

Plywood Progress

In Weed's modernized plywood plant, which was enlarged with a 44,000 square-foot L-shaped addition, new equipment in operation included: 17-section five-line veneer dryer, 20-opening hot press and glue spreaders, wide-belt double-deck sander, eight-drum sander, automatic green chain offbearers, veneer joint taper, core-cutting machine, three veneer patching machines, a plywood panel trimming skinner saw, and three additional peeler-log steam chambers.

Another result of the plant's modernization is increased production of two new specialty plywoods, knotty cedar and knotty pine, in addition to the regular pine and fir plywood production.

"Package Pole Structures"

A new product and service, "package pole structures," was offered by the Weed wood preserving plant.

The economical "do-it-yourself" prefabricated barn and shed packages feature the utilization of pressure-treated round poles and prefabricated roof trusses.

The new package pole structures are an addition to the treating plant's regular fabricating activities which include bridges, roof trusses, and other pre-cut and pre-framed items.

Management Changes

Two key promotions occurred at Weed in 1960. Eric A. Bauer, former day shift foreman at the Long - Bell Division's Vaughn, Ore., plywood plant, was named assistant to the Weed Branch general manager. Daniel A. Downey became superintendent of the Weed wood working factory with the retirement of Wayne E. Bassett, factory superintendent.

Billboards

Among other 1960 woods activities was the erection of two new tree farm identification billboards on U.S. Highway 97 about 20 miles north of Weed. Numerous smaller rustic tree farm signs were also installed in the company's Northern California woodlands. These new rustic signs were manufactured in 1960 at the Weed factory for tree farms throughout the Long-Bell Division. Again this year the company's tree farm at Weed was open to hunters.

There were no fires in the Weed woods in 1960.

Youth Plantings

More than 2,000 incense cedars were planted by Weed Grade School students and Boy Scouts in two 1960 planting projects supervised by IP foresters. The city beautification and reforestation plantings on the outskirts of Weed served as excellent conservation educational projects for the children. Cedar planting stock for the second project was furnished by the company.

New Office Addition

Construction of a modern six-room office addition at International's Weed Branch was completed this fall. The 2,300 square-foot all-wood structure houses the foresters, logging superintendent, teletype unit, and provides a large drawing and mapping room for company engineers and foresters, a conference room, and a coffee room. Natural wood paneling highlights the new offices' striking interiors.

Other 1960 developments at International Paper's Weed Branch include: 37 individual service awards ranging from 10 to 40 years and totaling nearly 1,000 years of service to the company were given Weed employes during 1960. Thirteen persons received awards for 35 years of service.

The sale of all the 215 company houses, and a total of 415 pieces of property offered for sale to employe residents of Weed was completed last year.

Weed Branch exhibits, showing Long-Bell products made at Weed, captured 16 blue ribbons in the 1960 Los Angeles and Siskiyou County fairs; 11 ribbons were awarded for lumber, four for plywood, and one for millwork. Another exhibit, a company float promoting company products and National Forest Products Week, made fall appearances in the Dunsmuir Freeway opening and Weed Carnival parades.

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(9) '56-'57 Kenworth Trucks, COE.
'52 Kenworth Truck, 24 ft. cattle rack.
(3) '58 International Trucks, COE, 26 ft. cattle racks.
(14) '55-'56 International Tractors, COE
(3) '54 International Trucks, COE, 24 ft. cattle racks.
(13) '54-'55-'56 International Trucks, 23 ft. cattle racks, COE.
(21) '52-'53-'54 Peterbilt Trucks, COE, 23 ft. cattle racks.
'51 Autocar Truck, dual drive, 23 ft. cattle rack.
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