



Business Review

By Floyd L. Wynne

PAGE 8-BB HERALD AND NEWS, Klamath Falls, Ore. Sunday, February 26, 1961



NEW OWNER of the 97 Trailer Court, Bill Steppe, talks to the former owner Mrs. D. C. Pitts. She and her husband are moving to Medford. The court is equipped to handle 41 units. Sale price is reported in excess of \$60,000.

Steppe Buys Trailer Park

The Highway 97 Trailer Court has been sold to Bill Steppe, long-time Klamath Falls resident. Steppe is currently employed by the Klamath Gas Company, and has been a resident of this area for the past 30 years. He plans to continue his employment and will secure a manager to run the new facilities.

Former owners were Mr. and Mrs. D. C. Pitts who are moving to Medford. The court can accommodate 41 trailer units and covers a seven and one-half acre area. Purchase price was listed in excess of \$60,000.

Steppe said he has plans for future expansion of the facility to provide additional trailer space. He also plans to add carports and locker space and do some additional landscaping.

Laundry facilities will also be improved. The units are complete with electricity and sewage.

Salon Opens

A new beauty salon, The Wave, will be opened at 1108 Main Street, Tuesday, March 7. Owner-operator will be Blanche W. Daniel, associated with well known Klamath Falls beauty shops for 15 years.

The location has been completely remodeled and redecorated and new, modern equipment has been installed. The shop will be closed each Monday.



BILL MILLS

Mills Takes Post In Reno

Bill Mills and his wife, Mary, will be leaving Klamath Falls for Reno.

Mills will join the Walton Funeral Home in Reno effective March 1. He was employed at Ward's Funeral Home for 12 years, and during the last year has been with Herman's Menstore.

Mills first came to Klamath Falls with the Marine Corps in 1944 and returned here following his stint in service.

His wife has been one of the oldest-time employees of Oregon Tech. The couple was prominent in service club work and associated with the Moose Lodge.

Dehlingers Take Honors

Robert and Stella Dehlinger, realtors with the Strout Realty, on State Highway 97 five miles south of Klamath Falls, have again placed well to the top of the list in sales for 1960. For the third consecutive year the local office has placed among the top 25 sales offices out of 323 in the United States.

In 1959 Mr. and Mrs. Dehlinger won the top prize of \$5,000 offered by the company.

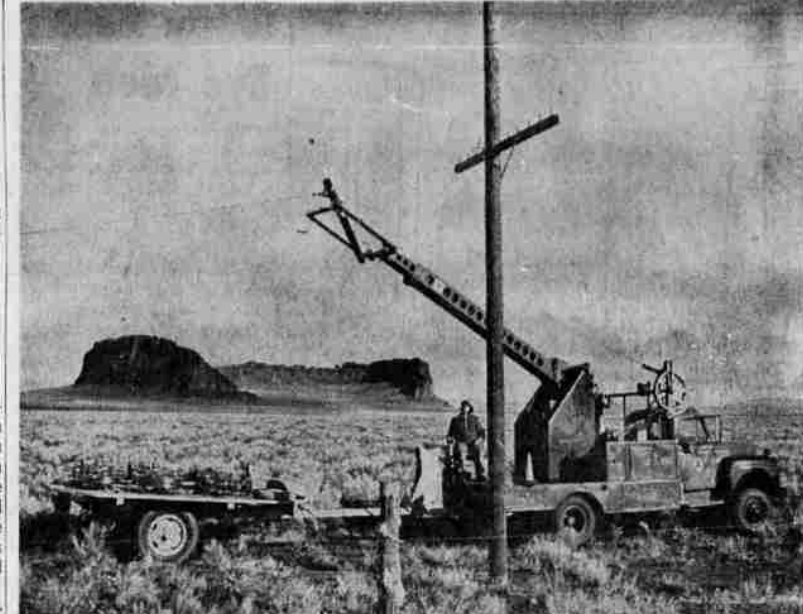
The company, the Dehlingers said recently, sees a great future for the Klamath Basin with its strategic geographical location and its recreation potentials.

Mr. and Mrs. Dehlinger are natives of Klamath County, both members of pioneer families. They have two children, Charles, a sophomore at Oregon State College, and Cindy, a junior in Henley High School.

INVESTMENT REASONING

NEW YORK (UPI)—Men and women have different ideas on many different subjects but when it comes to investment objectives, they're closer than usual.

According to a National Association of Investment Companies poll, more than one out of three of both men and women indicated "future retirement income" as their favored investment goal. "A better return on savings" was cited by one in four of both male and female shareholders.



HISTORIC FORT ROCK provides an unusual backdrop for this picture of Pacific Telephone Northwest linemen A. P. Hanson swinging a telescopic boom over crossarm, neatly placing wires feeding from reels on trailer. A two-man crew using the specially designed equipment is able to string several miles of wire each week in the project to bring phone service to the Silver Lake - Fort Rock area of northern Lake County by midsummer.

\$50 Million Available For Farm Home Loans

An additional 50 million dollars has been made available to the Farmers Home Administration for farm housing loans, Bruce E. Stewart, the agency's county supervisor, announced.

He said that the new loan funds assure an adequate supply of this type of credit for eligible farm families during the balance of the fiscal year. Loans made so far this year plus those being processed had practically exhausted the funds previously available.

Farm housing loans are made throughout the rural areas of the United States. The loans provide farm families with an opportunity

to acquire an adequate house and efficient service buildings.

Applications for farm housing loans may be made at the local office of the Farmers Home Administration in Room 308 post office building, Klamath Falls, Stewart said. The loans bear four per cent interest and are repayable over periods up to 33 years.

The major demand in Klamath and Lake counties is for loans to construct and modernize farm houses, and most of the funds are used for new construction.

Improvements financed with the loans include the installation of central heating, and pressure water supply systems, the addition of bathrooms and the modernization of kitchens.

Many local farmers also use the loans to adjust their service buildings to changing requirements of agriculture. A frequent example in this area, Stewart said, is the construction of hay sheds and machine sheds.

To be eligible, a farmer must own a farm that will annually produce for sale or home use at least \$400 worth of commodities based on 1944 prices and be of sufficient value to adequately secure the loan. In addition, he must lack the resources needed to obtain credit elsewhere and have sufficient income to pay farm operating and family living expenses and meet payments when due on his debts.



LYLE KELLSTROM

Kellstrom Purchases Old Firm

Lyle Kellstrom, city councilman, announced last week that he had purchased the insurance firm of M. L. Johnson Agency, 434 Main Street, effective March 1.

Kellstrom recently sold his adjustment business to Joe Victor. He had been in the adjustment business since coming here in 1946, as a partner with John Van Doren until 1946, and individually since then.

Kellstrom said he would maintain the same offices which have been located in the same location since 1924. He also announced he would retain the same office force of Inez Stewart, who has been with the agency for many years; Ramona Lindmeier and Mary K. Krueger.

His firm will offer improved service and increased facilities. Kellstrom said, and will feature all types of auto insurance, liability, fire and allied lines, burglary, bonds and casualty with the American Insurance Group, Standard Ace Insurance Company and Glens Falls Insurance Company.

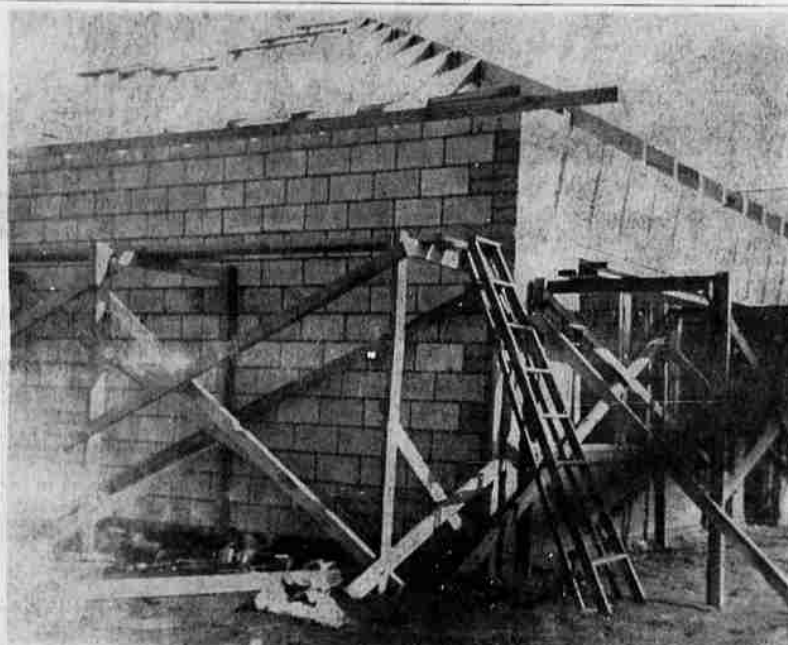
Special parking for convenience of customers will also be available at Fifth and Klamath. An open house is planned for the new firm on March 1.

EARTHMOVING SCIENCE

ST. LOUIS (UPI)—Scientific earthmoving is fast becoming a new key to profits in the building industry, says St. Louis builder John Fisher. He says scientific surveys of the land before excavation starts can cut costs up to 25 per cent.

FOOD SALES CLIMB

NEW YORK (UPI)—Total retail food sales in the U.S. last year rose 3.3 per cent from 1959 to a record-breaking figure of \$55,710,000,000 according to a survey by the Food Field Reporter and Food Topics.



A NEW POST OFFICE is under construction in Dorris. Its pumice block and wood heavy structure is shown in this photo by Flora Lee Reeves.

Attends Seminar

Dr. C. W. Davis, 134 North Third Street, Klamath Falls, Ore., has just returned from completing the Parker Chiropractic Research Seminar at Fort Worth, Tex.

The 30-hour post-graduate convocation presented the latest developments in treating disease through Chiropractic Natural Methods. Demonstrations and lectures were conducted by world traveler, Dr. James W. Parker, Fort Worth, who maintained 15 chiropractic clinics in Texas for several years and studied successful natural, drugless, knifeless chiropractic methods employed throughout the United States, Canada and Europe.

The first coin money was made in Lydia, Asia Minor, of electrum, a natural alloy of gold and silver.

Dorris PO Being Built

DORRIS — A new post office building is under construction here to replace one that is considered outgrown. The postal department has rented space in a building on Third Street from Mrs. Jennie Lang since 1953.

The new office will have 1,131 square feet of floor space. It will be located in a building at the corner of Third and Oregon streets.

The rental agreement was made between the postal department and Marshall Hamilton of Dorris. The walls are up, the windows are in and the back windows are barred. Carpenters are working on the roof.

The new office is expected to be completed about May 1, Hamilton said. Specifications call for modern lighting and equipment, including a low, open patron service counter.

LISTINGS INCREASE

NEW YORK (UPI)—There is a stampede by companies to gain listings on the major exchanges. The New York Stock Exchange thus far this year has added 32 new companies to its trading roster and the American Exchange is adding new companies at the rate of more than two a week.

NEW COMPUTER USE

NEW YORK (UPI)—The first use of a computer system with a magnetic tape memory in the processing of college entrance examinations and other nationwide testing programs has been announced by Radio Corporation of America.



DICK LAUDENSCHLAGER

Bank Official To New Post

A new position with the Security Bank has been accepted in Portland by Dick Laudenschlager who was to assume his new post on Feb. 24.

Laudenschlager resigned his post as treasurer of the Bank of Klamath Falls to accept the new assignment.

He was prominent in local activities and was an official in such organizations as the Chamber of Commerce, Kiwanis Club, United Fund and others.

Details on the nature of his new assignment were not yet available.

PHONE TOTAL RISE

NEW YORK (UPI)—The United States had 79,821,000 telephones in service in 1960, or 6.3 per cent more than in 1959, according to the American Telephone & Telegraph Company. The Soviet Union last year had 4,022,633 phones in service for a gain of 5.6 per cent over 1959.



ALEX E. SMITH

Smith Heads Forest Study

Alex E. Smith is heading up the task of planning for the management of the Klamath Indian Reservation lands.

Regional Forester Herbert Stone recently named Smith as his representative in the Klamath Falls area for this purpose.

Additional office space has been opened here for a small nucleus of staff people to prepare for April 1 when the Forest Service will have the responsibility of the reservation lands. The office is located at 227 South Eleventh Street.

Stone outlined his proposal to establish a new forest unit with headquarters in Klamath Falls earlier this month, but final decision on this recommendation has not yet been made. The decision rests with the secretary of agriculture.

Smith pointed out that regardless of the organization which will follow, certain phases of the job require early attention. Plans are presently underway, he explained, for a fire organization to protect the former reservation lands during the coming summer. Protection responsibilities for the area will be shared with KEPA.

Forest officials are meeting Monday, Feb. 27, with previous reservation range users to discuss livestock use for the 1961 season. Representatives from the Forest Service regional office in Portland will be present for this meeting in the Klamath County Library room at 2 p.m.

Prior to coming to Klamath Falls, Smith was assistant chief of the division of Information and Education with the Portland office.

CHRISTMAS ALL YEAR NEW YORK (UPI)—The belief that Americans saved \$1.5 billion in Christmas clubs last year to defray yuletide expenses is largely hunch.

According to a leading Christmas club operator, 31 cents of every dollar saved went for Christmas purchases. Of the balance, 10 cents went for taxes, seven cents for year-end bills, two cents for miscellaneous items—and 51 cents for regular savings and investments.

SILVER FLOWS OUT

NEW YORK (UPI)—Silver is following the flight of gold to Europe. Buyers in London are offering a price equal to nearly 93 cents an ounce compared with little more than 91 cents in this country.

This forced U.S. industry to buy up to 20 million ounces of the metal from the Treasury, reducing stocks not used to back currency by 30 per cent.

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Phone Line Building Has Mid Summer Date

Construction linemen of Pacific Telephone Northwest are busy stringing the wires that will bring phone service to the Silver Lake-Fort Rock area by midsummer, according to A. B. Dickerman, Klamath Falls manager for the company.

More than a thousand cross-arms for phone wires are in place and those remaining are going up at a rapid rate. The cross-arms are being hung on Midstate Electric Cooperative poles based on a joint-use agreement reached with the phone company. The agreement allows use of the poles for telephone apparatus in return for an annual rental fee.

The central office building in Silver Lake is in the final stages of construction with only a few finishing details remaining for the workmen of E. E. Steinlicht, Bend contractor.

Considerable work must still be done before phones start ringing in North Lake County, Dickerman said. Western Electric installation specialists will start with a bare building and install the thousands of necessary wires, switches and relays that will bring life into the miles of phone lines now being strung. Some \$50,000 worth of this circuitry must be pieced together and tested before it is ready to be turned over to the Phone company for use.

And of course telephones have to be hooked up from each customer's home or business to the network.

Graders List Firm Change

Gordon D. Hansen, manager of the Lockwood Graders plant in Tulelake, announced last week that the Lockwood Graders Firm of Gering, Neb., has purchased the former Oliver Iron Age line of potato planters, potato diggers and forage choppers from the Cletre Corporation at York, Penn.

Lyle Fry, executive vice president of the firm, stated that the machines would be marketed under the Lockwood Iron Age trademark.

The tools, patterns and inventory of parts are being moved to Gering, Neb. Production of parts will commence within 30 days and production of machinery will get under way during the late part of 1961.

The potato planter will round out the company's complete line of potato handling and harvesting machinery.

DEATH RATE DROPS

NEW YORK (UPI)—The accident death rate at ages 65 and over has decreased from 234 per 100,000 in 1949 to 164 in 1958—more than 25 per cent in less than a decade.

Falls are still the leading cause of accidental deaths in this age bracket. Motor vehicle accidents rank second with fires and burns third.

Buried cable, running from Lake Pine South along Highway 31 for some 26 miles to Gebhardt Wells, is scheduled to be "dug-in" sometime this spring, probably in March or April. This will connect with the aerial wire now being strung, Dickerman said.

Tentative date for service to begin in the new exchange is July 15, 1961. There are approximately a hundred applications for telephone service at this time.

A universal comment of the linemen doing the construction work is that "we have never worked in an area where the people are more friendly and cooperative," Dickerman concluded.

Estimated cost of the total project to bring phone service to the long isolated area is set at \$360,000.



HOMER P. RICHEY

Honors Due H. P. Richey

Three representatives of the Klamath Falls district office of Prudential Insurance Company will attend the company's district agencies training conference at the Hotel Riviera in Palm Springs Feb. 27 to March 2.

The local delegation will include Homer P. Richey, 1310 McClellan Drive, staff manager; and Bill G. Alexander, 2534 Garden, and William O. Keene, 2310 Watson, agents.

During the second day of the conference Richey will be honored as the landing staff manager for the company in the Pacific Northwest.

Joining 150 other delegates from California and the Pacific Northwest, the local residents will attend several sessions relative to advanced life insurance underwriting during the four-day conference.

The main speakers will be William Ingram, vice president at Prudential's Newark, N.J., home office, and Frederick A. Schnell, C.L.U., second vice president at the company's western home office, Los Angeles.



ANDY SILANI



BRUCE OWENS



WILDA MATTHEWS



W. CEDARLEAF

Multiple Listing Members Hold Election Of Officers

New officers have been elected to serve the Multiple Listing Service group for the coming year.

New officials are Andy Silani, president; Bruce Owens, vice president; and Wilda Matthews, secretary-treasurer. Outgoing

president Willard Cedarleaf will turn over the gavel to the new president at the March 3 special dinner meeting.

The local MLS was organized in March, 1958, with Ron Fisher serving as its first president; Bur-

ton Gray, vice president, and Jesse Z. Smith, secretary-treasurer. In the past three years MLS has handled 1,300 exclusive listings. They hold a business meeting each week to discuss property and hold a tour of inspection.

Klamath Falls MLS is now a member of the Northwest Council of MLS. The following officers are currently members of the group: Orville Reichenberg, M and S Realty; Willard Cedarleaf, Silani-Fisher; Jesse Smith and Bruce Owens.

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