



IF APPROVAL IS GRANTED, three of the nation's largest railroads will be joined into one super road. It would have 24,728 miles of track—longest in the U.S.—and cover 17 states. The Great Northern, the Northern Pacific and the Chicago, Burlington and Quincy (Burlington Route) are the main roads involved in the merger, with several smaller systems also involved. The plan is before the Interstate Commerce Commission. The local facilities of the Great Northern would be involved in any such merger.



Business Review

By Floyd L. Wynne

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Merge Plan Given Okay At Meeting

Near unanimous approval of the merger of the California Oregon Power Company into Pacific Power & Light Company was registered by stockholders of the two firms at special meetings held Tuesday in Medford.

A. S. Cummins, president of Copco, announced in Medford that 99.4 per cent of the common and 97.7 per cent of the preferred shares represented at that company's meeting were voted in favor of the merger proposal. Proxies were received by Copco from 92.5 per cent of the outstanding shares of its common stock and 94.3 per cent of the outstanding shares of its preferred stock.

Cummins said the sweeping vote cast by Copco shareholders "indicated confidence in the fairness of the exchange offer and faith in the long range benefits to result from the merging of two strong, neighboring utilities."

At the Pacific Power & Light stockholders meeting in Portland, 99.6 per cent of the common share votes and 99.6 per cent of the preferred share votes were cast in favor of the merger, reported Paul B. McKee, chairman of the board. The company's 94.4 per cent of outstanding common and 97 per cent of its preferred shares were represented at the meeting.

"It is gratifying that such an overwhelming majority of the 60,000 stockholders of the two companies have endorsed the idea of consolidating the Pacific and Copco systems," said McKee. In addition to the favorable stockholders action, McKee noted that approvals must also be obtained from state regulatory authorities and the Federal Power Commission before the merger can become effective.



JOHN HOUSTON

Local Man Attends Conference

John Houston of 1954 Manzanita Street will take part in a leadership conference to be held by The Equitable Life Assurance Society of the U.S. at Bal Harbour, Fla., March 19-22. Houston is a member of Equitable's H. P. Drake Agency, Portland.

At the meeting the company's outstanding representatives from all over the country will confer with Equitable officers and hold discussions on advanced professional insurance services. Subjects will include personal estate planning, business insurance and employe benefit plans.

Firm Says 1960 Sales Set Record

With the highest sales volume and paper production in company history, Crown Zellerbach Corporation's general level of business continued to move upward during 1960, it was announced recently.

Reed O. Hunt, company president, said in the firm's annual report that both sales and earnings advanced at a higher rate during the first three quarters of 1960, but that the decline in economic activity felt during the fourth quarter reduced to some extent the average gain for the year as a whole.

Crown Zellerbach's 1960 earnings of \$40,076,000, of \$2.81 per share, and its sales of \$533,711,000, an all-time high, were announced earlier this year. Production of paper and paperboard was also moderately ahead of the previous year, surpassing 1.8 million tons for the first time. Lumber production of 214 million board feet exceeded the amount cut in 1959 by 19 per cent. Plywood production declined eight per cent from 1959 levels, primarily due to weakness in home construction during part of the year.

Expenditures for plant improvements during 1960 were \$39,039,000, compared with \$31,014,000 the previous year. During 1960, Crown Zellerbach completed two new production facilities and started work on a third.



THIS OLU-TIME tractor lends background to the three-day 40th Anniversary Carnival being planned for J. W. Kerns, 734 South Sixth Street. Carnival dates are Thursday, Friday and Saturday, March 23, 24 and 25. Jim Kerns gives the old tractor the once-over despite the fact snow was falling. The carnival theme will be carried throughout the store with music, booths, prizes and contests featured during the three-day event.

Kerns To Celebrate With 3-Day Carnival

J. W. Kerns, 734 South Sixth Street, will celebrate its 40th anniversary with a giant three-day carnival on March 23, 24 and 25.

They will remain open until 9 p.m. Thursday and Friday. Carnival music will provide the background, along with sawdust on the floor, eight booths along the wall featuring contests in each booth with appropriate prizes, such as free candy bars and free balloons for the children.

Entertainment will include Mothersingers on Thursday night with the crowning of a queen and king of the carnival. Any couple which has celebrated the 40th wedding anniversary is eligible and can register at J. W. Kerns. On Friday Beverly Lyons, California Oregon Power Company home demonstrator, will give a demonstration on the new Norge washers and Whytal's will put on a wash-and-wear fashion show.

Throughout the carnival, special bargains will be offered in every department of the store.

Whitman College, Walla Walla, will be one of the five Northwest schools who will receive grants in the form of Shell assists. The college is part of the program for furthering the professional development of college teachers at an approximate 100 institutions. The Shell assist, for basic sciences, consists of a \$1,500 grant. This money is used by the institution to help with the "little things" in professional development of college faculty members that are seldom covered by major grants. The program is now in its third year.

Introduction of the new product locally follows extensive marketing tests which drew highly favorable results from panels of consumers and food store executives. Newspaper and TV advertising will stress Instant Sanka's "whole new blend of six of the world's finest coffees—gathered from the World's Great Coffee Plantations." The new product represents 15 years of research for a superior tasting decaffeinated coffee and is the result of the latest technological improvements in caffeine removal and coffee roasting. Retaining the familiar orange color which has identified the Sanka label for the past 15 years, the new design emphasizing aroma and flavor is the first major label change since the product was introduced in 1946. It was created by Lippincott and Margulies, industrial designers.

NEW YORK (UPI) — Tobacco seeds are so tiny a tablespoon will provide enough tobacco plants for four to six acres.



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Chamber Manager Issues Warning

Homeowners in this area were warned today by George T. Callison, manager of the Klamath County Chamber of Commerce, to be on guard against a vicious scheme that is prevalent today—the model re-siding job racket. Although this scheme may victimize homeowners regardless of their circumstances, it is particularly reprehensible, Callison stated, because it frequently works a severe hardship on those who can least afford to suffer any financial loss.

The chamber manager emphasized that although the vast majority of firms engaged in home repair and maintenance work are reputable businessmen, a small shady element in this field operates one of the costliest, as well as one of the slickest, rackets to which the public falls victim.

Co-ops Plan Monday Meet

LaPINE — Henry Alderman of Portland, editor of "Ruralite," will be the featured speaker at the annual meeting of Midstate Electric Cooperative here Monday, March 20. The session will begin at 10:30 a.m. in the LaPine School gymnasium.

Speaking briefly about the operations of their cooperatives will be managers of five neighboring cooperatives, C. J. Hunter of Alturas, John Norlin, Redmond; Bob Cole, Burns; Glenn Sawyer of Eugene and Eric Johnson, The Dalles, will represent their electric utilities.

George M. Larimer, manager, will report on the cooperative's progress during the past year. Other business will include the election of three directors to represent Silver Lake and LaPine communities.

Guests representing REA will include Albert A. Lee, vibration specialist; William J. Hauck, engineer, and Steward Hamilton, field representative. Telephone field representative for REA Cliff Goetting of Davis, Calif., Harold Clark, telephone division head of operations, and Jonel Hill, Oregon Public Utilities commissioner, will be visitors. Special invitations to former directors of Midstate's board have received affirmative replies.

"Ruralite" provides news and editorial comments for rural electric systems in Oregon, Washington, Idaho and Montana.

The LaPine Home Extension Unit will serve a free noon luncheon for the cooperative members and their friends.

The promoters of this scheme are itinerants who usually approach a homeowner with the yarn that they are just coming into the neighborhood and would like to use their home as a model to demonstrate to others what a fine home re-siding job they do. According to the National Better Business Bureau, with which the chamber is affiliated, these promoters offer \$50 or \$100 as commission on every subsequent sale made in the area, and a bonus for every customer the victim recommends.

The homeowner is led to believe that the cost of the job will thereby be liquidated in short order. Victims learn to their sorrow that everyone is given the same sales pitch, the price stipulated generally is higher than the prevailing costs for such work, the work is apt to be substandard, oral promises are not kept, and that the commissions and bonuses are a myth. Their obligation to pay, however, is set forth in a signed contract, which contains none of the salesman's misrepresentations.

"Perpetrators of this scheme," Callison stated, "usually select homes which obviously require re-siding. Since the owners of such homes frequently are lacking in funds, they are obliged

Weyerhaeuser Tells Plans For New Plant

TACOMA—Plans for a major expansion of Weyerhaeuser Company's Technical Center at Longview were announced today by Norton Clapp, Weyerhaeuser president.

In a bulletin to the AGC membership, A. H. "Bill" Harding, manager of the Portland chapter, revealed that negotiations between the AGC and Hoisting and Portable Engineers, Local 701, had been submitted to the Federal Mediation and Conciliation Service.

Harding said the employers were "discouraged at the total lack of sincerity on the part of the union negotiators."

The AGC contract with Local 701 which covers about 6,000 workers will expire March 31. The present agreement involves an estimated half-billion dollar worth of construction work and 30,000 construction employees. Included among projects which could be affected by the dispute are the John Day Dam, a substantial amount of primary and secondary road work throughout the state, the Portland-Hilton Hotel and virtually every major in-

to take out loans, or mortgage their homes. Thus, the costs which may run as high as several thousand dollars victimize those who can least afford it.

"Homeowners can avoid being victimized on a re-siding job, or on other home repair work," the chamber manager concluded, "if they will heed the following guide."

1. Take your time! Don't rush into any important home improvement job.
2. Beware of the salesman who represents at the outset that your home is desired as a model and promises a commission for each sales lead or sale in the area, and who states, or implies, that such commissions will defray substantially all of the cost of the job.
3. Deal only with firms whose dependability and reliability are known to you, or which you have established through intelligent inquiry.
4. Get several estimates from reliable local firms and make sure that you understand exactly what each bid includes and what work is excluded.

Strike Threat Brewing For Heavy Construction

Oregon may be facing a repetition of the costly, nine-week-long heavy construction labor dispute of 1958, a spokesman for the Associated General Contractors warned Thursday.

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5. Get the names of several others in or near your hometown who have done business with the contractor selected and find out from them whether their experience was satisfactory or otherwise. Don't rely on written testimonials.

6. Make sure that the salesman you are dealing with represents the company you think he does, and that the firm handles the brand, or brands, claimed by the salesman.

7. Read and understand the contract before you sign and keep a copy of it.

8. Make sure that the sales representations made to you are set forth in substance in the contract. If they are not, don't sign it.

9. Wait until the job is in fact complete before signing a fact complete contract.

10. Understand the specific terms and conditions of any guarantee that is given and be sure that they are incorporated in the contract. Beware of any implication that because a loan is insured by a governmental agency, the agency guarantees material and workmanship.

dustrial building job in Oregon and 5½ counties of southwest Washington.

The AGC spokesman said that negotiations with the engineers have been underway for the past six days.

"Absolutely no progress has been made either in the negotiations or toward a settlement," Harding reported, "and in the face of apparent union unwillingness to even begin to approach the contract issues, the AGC felt it had no recourse except to submit the negotiations to the Federal Mediation and Conciliation Service."

The AGC, he said, was ready to meet with conciliators immediately, "but the union has said that it will not be available at least until March 13 to continue talks."

In contrast to the situation with the engineers, Harding said, were negotiations with the laborers, which were recently concluded, and with the Teamsters which, the AGC representative said, were making "good" progress.

"The AGC desired to conclude the agreement prior to the expiration date. In view of the fact that Oregon is listed as an area of critical unemployment, and with the Federal government emphasizing the need for stepped-up heavy construction, a repetition of the 1958 dispute would be a needless disaster of major proportions."

Cal-Pac Earnings Show 1960 Increase

SAN FRANCISCO (AP) — California-Pacific Utilities Co. Wednesday reported revenue from all sources rose to \$12,116,339 in 1960 from \$11,340,112 in 1959. Net earnings, after taxes, were \$1,168,376 and \$1,064,564 in the respective years.

The company has budgeted \$3,315,000 for improvements this year. This will include bringing natural gas to Klamath Falls by connecting with the Pacific Gas & Electric Co. California-Alberta pipeline, now under construction.

California-Pacific operates electrical service in California, Oregon, Idaho, Nevada, Utah, Arizona and Wyoming. It has natural gas service and telephone service in California, Oregon and Nevada, and water systems in California and Nevada. It owns a 30-mile transmission line from Hoover Dam.

Norge Tells Of New Model

J. W. Kerns, dealers for Norge Home Appliances, has just received word and are proud to announce that the world's first thermoelectric refrigerator-freezer for commercial sale was shown by Norge Division of Borge-Warner Corporation in New York City, March 1.

The Sheraton Corporation of America placed an order for 500 of the units with no mechanical compressor for installation in the new Sheraton-Chicago Hotel due to open in May.

Judson S. Sayre, Norge chairman, and Robert L. Moore, chairman of the 58-hotel chain called the development a major engineering breakthrough, opening a whole new era in refrigeration. Moore indicated that Sheraton would also install thermoelectric refrigerators in the new Sheraton-Lincoln Hotel at Houston, due to open in the spring of 1962.

This system of new refrigerator-freezer has no mechanical compressor or refrigerant fluid, but instead uses an application of dissimilar metals to obtain the thermoelectric cooling.

Sayre said this new refrigerator-freezer is the forerunner of a home refrigerator without mechanical compressor or refrigerant fluid.

Station Wagon Campaign Opens

This week the Ford dealers of Southern Oregon, Northern California and Western Nevada will kick off their big spring station wagon sales drive. Merchandising and advertising plans will be coordinated between the Ford Division of the Ford Motor Company and the San Jose District Ford Dealers' Advertising Association.

The 170 Ford dealers in the association's marketing area sold a record 13,458 station wagons in 1960.

Mike Balsiger, of Balsiger Motor Company, said "the prospects are excellent again this spring for a strong wagon market, and with our expanded line of wagons, we expect a good sales year."

Newspapers will be the backbone of the Ford station wagon advertising campaign, utilizing every Ford dealer's local newspaper throughout the three state area.

Want To Be More POPULAR? **Rene'**



CARL SCHUBERT has just opened his new gun service at 607 Klamath Avenue. In business here for the past 40 years, Schubert previously had sporting goods and gun service stores at the corner of Eighth and Main and later at the present KC Paint Store site. Schubert is shown here with a stack of 170 Weaver Scopes which he has installed during the 1959 and 1960 seasons. His specialty is scope mounting, optical equipment for boresighting, gun repairing and gun servicing.

Campbell Named Dealer For Oliver Corporation

Campbell Equipment Company, 7209 South Sixth Street, has been appointed as a new Oliver agricultural equipment dealer by Oliver Corporation, it was announced by Donald W. Koegle, vice president, marketing of the Chicago company.

Campbell Equipment, owned by Irwin E. Campbell of Route 2, will handle sales, parts, and service for the Klamath Falls and Tulelake areas for the complete line of Oliver wheel and crawler farm tractors, harvesting and tillage equipment, and other farm machinery and implements. Koegle announced.

An experienced farm equipment dealer and farmer, Campbell also owns and operates the Pine Grove Pellet Mill. The new Oliver dealer is a board member of the Klamath Irrigation District. Campbell said that a factor in his joining the Oliver organization is the company's long record of

experience (112 years) combined with its aggressive new outlook under its new 41-year-old president, Samuel W. White Jr. "Oliver is on the move in its development, selling, and servicing of farm equipment and its recently introduced new 1800 and 1900 tractors, which have set new horsepower, drawbar pull, and fuel economy records in nationally-recognized tests, are examples of its progress."

In announcing Campbell's selection, Koegle said Oliver is in process of improving and expanding its dealer organization to offer improved sales, parts, and service for its complete line of farm equipment. Oliver builds its wheel farm tractors at Charles City, Ia.; harvesting equipment at Battle Creek, Mich.; baling, spreader, raking and mowing equipment at Shelbyville, Ill.; and tillage implements at South Bend, Ind.

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EARTH MOVING EQUIPMENT was busily at work at the Merrill-Lakeview junction last week when the photographer snapped this picture. Work is progressing on the site for a new operations building for the Don Potter Machinery Company of Klamath Falls and Tulelake. Potter is completing plans for construction of a large building here to handle his Klamath Falls operation.