



Business Review

By Floyd L. Wynne



NEW OFFICES — The Pacific Gas Transmission Company has moved into these office quarters at the corner of East Main and Wantland. Guy W. Goodman, district foreman for this district for the firm, indicated that the maintenance crew for the natural gas pipeline will operate out of here for this district which runs from Crescent to the California-Oregon state line. The staff consists of three men now, and will be 11 men when fully staffed. Goodman is shown here at right, with Vance Crouch, clerk and warehouseman.

Dr. Hunt To Head NW Forum

Dr. Calvin L. Hunt, Klamath Falls, newly elected vice president of the Oregon Society of Allergy, has also been named to chairman the Northwest Allergy Forum which will be held in Seattle next May 26.

Dr. George J. Schunk, Salem, was named president of the Oregon society at its recent meeting in Coos Bay. Also named was Dr. Daniel Billmeyer, Salem, secretary-treasurer.



DON REDFIELD

Redfields Open Store

A new enterprise in Klamath Falls has been opened at 813 Main Street by Mr. and Mrs. Don Redfield, longtime residents of the city.

Redfield, a member of a grocery concern family, who has been wholesaling notions to merchants here and in the Rogue River Valley for two years, said purpose of the enterprise is to permit expansion of lines of merchandise already being offered wholesale.

The retail notion business will be operated as a "quarter house" and will offer 25 cents off on the dollar as a discount on all purchased merchandise, plus a special discount to merchants.

The retail store will feature school and sewing supplies, toys, hair items, holiday specialties, gift wrappings, napkins.

Redfield attended city schools, and served in World War II in the Navy with service in the South Pacific. With his wife he operated a grocery in Brookings before entering his present business. His wife is Ethel. They have three children, Donna, 13, Robert, 10, and Susan 2 1/2 years.

Northwest Building Improving

For the second consecutive month building volume in the Pacific Northwest's 68 key cities showed encouraging signs of improvement.

According to figures compiled by the statistical department of Equitable Savings and Loan total building dollar volume in August was \$45,413,901, 48 per cent higher than July, while building permits totaling 7,083 accounted for a gain of 14 per cent for the same period and a one per cent increase over August of last year.

Some 946 residential permits represented \$11,692,595 of August's building volume. Dollar volume was up 13 per cent over the previous month and claimed a 30 per cent lead over the same period last year. The number of permits were 42 per cent higher than July's total and up 56 per cent when compared with August 1960.

The 28 Washington cities included in the survey show a 69 per cent increase over July, issuing \$25,948,374 in permits during the past 31 day period. This compared to \$15,320,500 in July and \$22,414,082 in August of last year.

Oregon's 27 cities had a combined total of \$11,848,484, representing a gain of 8 per cent over July. The two most active cities in the state were Eugene and Portland with \$2,230,462 and \$3,249,800 respectively.

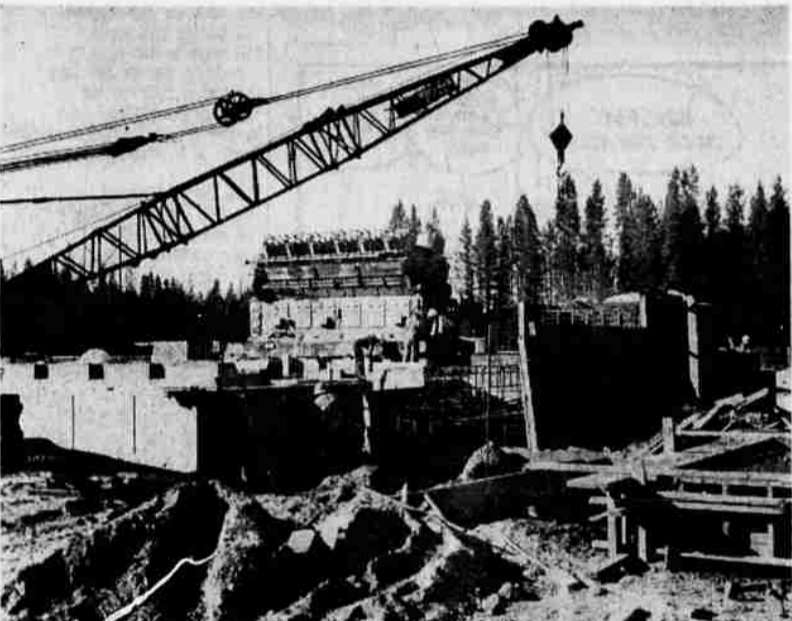
Out of the entire Pacific Northwest area surveyed Idaho represented the biggest percentage gain. The 11 participating cities had an accumulative total of \$3,788,840, an increase of 70 per cent over July and 58 per cent over August 1960.

Half of the 68 cities reported increases over last August with two-thirds of them passing July's dollar volume.

Heaviest residential building throughout the area was reported by Oregon. This state with \$5,302,966 in dwelling dollar volume showed a gain of 39 per cent over July and was up 78 per cent when compared to August of last year. Washington posted the second largest dollar volume, \$4,644,308, to give the state a one per cent lead over July and 2 per cent gain over the same period of a year ago.



ARRIVE BY AIR — Sam Earl, left, and Mary Mitchell, both of Southern California, sales personnel of the M. Penn Phillips Co., arrive in Christmas Valley in a twin-engine Beachcraft plane. Access to the Phillips' development is now possible by air with the completion of a 5,000 foot landing strip. Phillips' pilot Frank Galgano is at right. —Parks Photo



COMPRESSOR STATION — This structure of metal and concrete is rising along the natural gas line right-of-way at the Diamond Lake Junction. It is a compressor station to help shove the gas down the line to California points. There will be three such compressor stations on the 1,300 mile line, one in Washington and one in Canada besides this one. It is being built by the Kaiser Industries, prime contractor. The engineering is being done by the Bechtel Corporation. The station is being built for the Pacific Gas Transmission Company, operators of the pipeline, and should be ready for use by Dec. 31.

Area Offers Road, Strip

FORT ROCK—Visitors to the M. Penn Phillips community development at Christmas Valley may now arrive by air as well as county road which services the infant city.

A 5,000-foot airstrip was inaugurated Labor Day by Frank Galgano, Phillips' pilot, who first set down a twin-engine plane in the valley. Since then, he has flown in several groups of sales staff people from Southern California.

Publicity advertising in the Southern California area brought more than 1,000 inquiries to the Phillips' offices in Azusa, the company said. Sales department personnel are constantly shuttled in and out of the development to become acquainted with the vastness of the valley and agricultural information. Phil Pitman, local real estate manager, handles tours for sales people.

Presently, a village of 12 trailer homes exists at headquarters. Close by is a cement plant operated by a Redmond man and at the crossroads the first permanent building is going up. The first structure will serve as a warehouse, and later converted to become Christmas Valley's first store.

Harold Boyer, general superintendent, said 20 men are now employed on the project. Surveying, earth moving, road building and carpenter work supply jobs for six local men.



JOINS FIRM — Joe R. Perry, 3430 Bisbee Street, a resident of Klamath Falls for the past 35 years, has recently joined the firm of Leonard Realty, 1213 Main Street. Perry has been actively engaged in real estate business for the past 15 years, and prior to that had his own retail business here for 14 years.

Laudenschlager Gets Bank Post

Richard P. Laudenschlager, who was cashier for four years at the Bank of Klamath Falls, has been named manager of the Milwaukie, Pioneer branch of Security Bank of Oregon.

Laudenschlager left Klamath Falls in March of this year to become assistant manager of the branch serving the North Clackamas area.

George F. Price Jr., president of the bank, made the announcement. Laudenschlager will replace Ron Gage who has resigned.

Bank Debits Increased

Bank debits for the Klamath Falls area including Klamath and Lake counties, increased in August, 1961, compared to August, 1960, according to the University of Oregon Bureau of Business Research.

Debits for August, 1961, totaled \$36,024,268. For July, 1961, the total was \$36,162,029 and for August, 1960, the total was \$35,036,572. Oregon with 230 banks reporting, had an increase in bank debits in August, 1961, of 10 per cent, compared with July, 1961, and a decrease of 1.9 per cent from August, 1960.

Total debits for Oregon in August, 1961, came to \$2,215,401,357. For July, 1961 the total was \$2,012,377,699 and for August, 1960 the total was \$2,259,220,380.

PPL Selects H. Baughman

DUNSMUIR—Harold Baughman, Dunsmuir civic worker, has been named manager of the Lakeview-Alturas district of Pacific Power and Light Company Oct. 15 with headquarters at Lakeview.

Baughman had been manager of the California Oregon Power Company office in Dunsmuir for the past eight years and continued in that capacity following the recent Copco-PP&L merger.

A member of the Dunsmuir Elementary School Board, Baughman has also served on the Board of Directors of the Mount Shasta Ski Bowl Corporation. He is a past president of the Lions Club and has served on many civic and church committees.

He and his wife, Dorothy, and their three children, George, Jean and Joan, will leave shortly to establish a home in Lakeview.

No replacement has been named for Baughman in the Dunsmuir office.



35-YEAR AWARD — One of the few 35-year Goodyear Tire Company awards which have been presented was given to the McCloud River Lumber Company garage at a recent dinner in McCloud. Presentation was made by Alfred Piquette, Goodyear district manager of Sacramento, right. Receiving the award for the lumber concern was John Buchanan, garage manager. —Kite Photo

Sisters Open Restaurant For Hubbies' Education

BLY—Two smiling young women are working on special degrees of their own at Bly. They've picked an unusual way to earn a now quite usual degree, Ph.D. C.—Putting Hubby Through College.

They are sisters, and their business for the next two years will be management of the "Yours and Mine" Cafe in Bly. Their husbands will commute daily to Oregon Technical Institute.

The women are Mrs. William Alton (Mary Lou) Hendrix and Mrs. Gilbert Lee (Barbara "Bobbi") Griffin. They will be officially head cooks and, unofficially, many other titles, as they manage a corps of three or four workers.

While the normal business hours will be long enough—5:30 a.m. to 8:30 p.m.—they will be up ahead of the hunters during deer season. They'll open at 3:30 a.m. And as if that weren't bad enough, they pledge to stay open until "all" the hunters are fed.

Taking over the 22-capacity cafe in August, the sisters provided a homey atmosphere of red and white cottage curtains in addition to new flooring and fixtures.

Providing food in mass isn't new to the sisters. Mrs. Griffin, the former Barbara Richardson, formerly managed the Newberry

Company fountain in Klamath Falls before moving to Bly.

Mrs. Hendrix, the former Mary Lou Richardson of Gold Beach, Ore., has had practice cooking for her husband and two sons, Bill, 4, and Mike, 2.

The husbands have enrolled for two-year business machine repair courses.

Accident Rate Down

An agreeable, but not wholly unexpected, new low in industrial accident frequency over a 10-year period in Oregon was revealed in a report just released by the accident prevention division of the State Industrial Accident Commission.

During the 1960-61 fiscal year, Oregon industry experienced a record low of 36.15, more than 9 points better than the 45.63 of a year ago, and 22.64 points better than in 1950-51, according to Jam E. Wiles, director of the accident prevention division.

Man days of work, as a basis for determining percentage of accident frequency, have increased nearly 15 million in the 10-year period providing greater exposure per worker. Relatively the record is even better because it is lower during a greater exposure of workers to accidents. The only other comparable year was 1957-58 with 39.35 for 78,621,000 man days' employment compared to today's record achieved with 85,805,000 man days' employment.

Troubles Emphasized By Kennedy Fail To Ruffle Business Plans

By SAM DAWSON
AP Business News Analyst
NEW YORK (AP)—The troubles emphasized by President Kennedy in his speech to the United Nations still haven't ruffled noticeably U.S. business planning on the world scene.

Private investment dollars are still pouring abroad. And sales of foreign branches of U.S. firms are rising faster than exports of goods produced here.

Both the foreign host nations and the American corporations doing the investing are reported still happy on the whole. Gains in friendly lands, such as in Western Europe, have more than offset losses in unfriendly ones, such as Cuba.

Two top executives of the U.S. oil industry—which has been having a bit more than its share of troubles of late—take a look at different aspects of foreign investments.

One stresses the outpouring of U.S. government aid and the rising competition of foreign products here. The other reminds the host nations that while U.S. investments abroad are reaping harvests of sales and earnings, the foreign lands are gaining too, and in more ways than one.

The second view is expounded by M. J. Rathbone, president of Jersey Standard Oil, in Buenos Aires for the fiftieth anniversary of the founding of Jersey's affiliate in Argentina.

The American reminds the Argentine government that until a few years ago it was spending over a quarter of a billion dollars a year in foreign exchange to pay for oil imports. Then it started welcoming U.S. capital for exploration and development. By the end of this year, Argentina should be self-sufficient in oil for the first time in its modern history.

"Many countries," Rathbone points out, "have found that arrangements with private oil companies give them a stake in one of the world's biggest gambles—entirely without capital cost to the country."

Another side of American involvement abroad is taken up by John E. Swearingen, president of Indiana Standard Oil. Speaking in Fort Worth to the Texas Mid-Continent Oil & Gas Association on the impact of government on business, he takes a look at U.S. government assistance to other lands.

"From July 1, 1945, to June 30, 1960, the United States made available to foreign nations a sum of

nearly \$86 billion in various types of foreign assistance, grants and loans," Swearingen notes.

Even after all types of repayment and returns of grants have been considered, by June 30, 1962, "our net foreign assistance program will represent the astronomical sum of \$86.5 billion," he said.

Then he notes one prospect on which the oil industry has had a good foretaste—Soviet competition. The oilman warns that "as the years go by, the American economy will be forced to compete with the state-controlled economy of the Soviet Union in many areas of the world."

Swearingen pleads for less government interference with private business so that it can grow and expand—to be strong enough, for one thing, to beat off increasing Soviet competition.

Local Build Permits Drop

Building permits decreased in Klamath Falls in August, 1961, compared to August, 1960, according to the University of Oregon Bureau of Business Research.

For August, 1961, new residential construction totaled \$13,500 compared to \$68,800 for July, 1961, and \$26,000 for August, 1960. New non-residential construction for August, 1961, totaled 5,000, and additions, alterations and repairs totaled \$18,670.

The total expenditure for August, 1961, is \$37,170; for July, 1961, \$221,885; and for August, 1960, \$67,332.

The August, 1961, state total is \$23,432,131, which is 33 per cent lower than in August, 1960.

New Dictionary Coming Soon

A real boon to college and high school students is slated to be introduced on the stationery market in the near future.

Produced by the Dennison Manufacturing Company of Framingham, Mass., the innovation is a condensed dictionary punched for two or three-ring binder looseleaf notebooks.

Containing over 15,000 words, Webster's Notebook Dictionary includes a pronunciation guide, syllabification of words and parts of speech.

Dennison has already begun work on additional sections of the notebook series; the next two are to be in Spanish and French.

Wall Street Chatter

NEW YORK (UPI)—Joseph E. Granville of E. F. Hutton & Co. says the current decline has the type of technical pattern which precedes important corrections and not the brief profit-taking interruptions in a bull market.

For this reason, he says, prudence dictates a program of further retrenchment in preparation for the buying opportunity which most certainly will come at some future date, a date not yet in sight.

Bache & Co. tells clients that considering the fact—the decline of recent days has been practically a straight line drop, it would not be surprising to see a sharp technical rebound at any time in the immediate future.



SUPERVISORS' FORUM — Held in a converted railway car, Southern Pacific supervisors met with an industrial consultant in Klamath Falls last week for a forum session. The car visited every one of Southern Pacific's installations in the west, an SP spokesman said, and allowed supervisors to work on their mutual problems over the conference table. This is the second year in the program for Southern Pacific.

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