



**IN NEW LOCATION** — The Kuhlman Insulation Company has moved into new quarters at 1721 Main Street. They were formerly located in the Long Bell Building on Spring Street. In business here for the past 17 years, the firm offers complete insulation service, including aluminum siding, storm windows and doors. Shown here at their new location, left to right, are Carl Owings, installation man; Ray Sommers, carpenter; Terry Kuhlman and Mr. and Mrs. Marvin Kuhlman. Phone number remains the same at TU 4-7039.

## PPL Plans \$1,500,000 In 1963 Construction

Pacific Power & Light Company has announced that its construction program in the district will require an outlay of nearly one and one-half million dollars this year.

The work represents an increase of 70 per cent above last year's construction for this district, a substantial boost in the company's program expanding the capacity of electric service facilities in the area, noted Sam Ritchey, PPL's district manager.

Ritchey said the company's plans to improve and expand the distribution system will require \$1,219,000 of the total of \$1,475,000 budgeted for the district.

One of the major projects will be the installation of conductor and equipment along the route of the 69,000-volt loop around Klamath Falls to provide more capacity on the alternate supply line that links together the substations serving the local area.

An outlay of \$180,000 will be required for expansion of the capacity of the St. Francis substation. Other major items include: Boosts in the capacity of the Indian land, Dairy, West Side and Macdoel substations.

Installation of supervisory control that will operate certain transmission power switches hydraulically and reduce the time required to restore service in the event of outages such as those that are caused by storms or ice damage.

Ritchey said that PPL's distribution and transmission construction projects in this area will absorb a significant portion of the funds budgeted for the company's

Copco division construction program.

"The outlay of the increased sum of money for the Klamath Falls district construction program will help ensure our customers of a dependable and high standard electric service," commented Ritchey.



JACK MYERS

## Jack Myers To Manage Auto Agency

Jack Myers, 4667 Cannon Avenue, has been appointed manager of the Spokane Agency of the British Motorcar Distributors effective Feb. 1.

Myers formerly was a partner in a local agency which handled British motorcars on East Main Street.

A new building is being constructed for the agency in Spokane and is scheduled to be ready for use in April. Meantime, Myers is in Seattle, the main headquarters of the firm.

The family home has been sold and Mrs. Myers and family will move to Spokane Feb. 1 where Myers will join them.

Myers is a native of Klamath Falls and attended school here. He has been engaged in the automotive business for many years.

## Fund Transfer Legality Asked

SALEM (UPI) — An attorney general's opinion on the legality of transferring \$5.5 million from the veterans' bond fund to the general fund was asked today by the co-chairmen of the Joint Ways and Means Committee.

Sen. Ward Cook, D - Portland, and Rep. Ross Morgan, D-Gresham, submitted the request.

Gov. Mark Hatfield called for return of the money in his 1963-65 biennial budget. Atty. Gen. Robert Y. Thornton later said such a transfer would be unconstitutional.

## Dr. Lawson Buys Optical Firm Here

A change in ownership of the Standard Optical firm at 715 Main Street has been announced.

Dr. James L. Lawson of Weiser, Idaho, and recently of Fort Monroe, Va., has purchased the business from Dr. D. R. Thorsness and will operate as private practice. Dr. Thorsness has left Klamath Falls.

The new owner was accompanied by his family, his wife Nancy, daughter of Mr. and Mrs. Pete Belcastro of Weed, and a niece of Elmer Belcastro, Klamath Falls, manager of the Medo-Bel Dairy, a son, 3, and daughter, 2.

Dr. Lawson is a graduate of the School of Optometry, University of California, Berkeley. He served four years with the Army, 2½ at Fort Sill, Okla., and 1½ years at Fort Monroe, Va.

During that period as a captain, and as post optometrist, he examined over 20,000 eyes.

He invites both former patients and others in need of professional care to visit the office.

Dr. Lawson is the son of Dr. Clara V. Vial, O.D., of Weiser, Idaho.

He will continue to use the Standard Optical name for the present.

He is interested also in sports and during his years at the university, placed second in the high-diving competition of the Pacific Coast's Conference's Southern Division.

He was awarded the Army Certificate of Achievement for service at Monroe when discharged. The present staff, Mrs. G. Snyder, hearing aid assistant, and Mrs. R. Cable, receptionist will remain with the office.

## Milk Group Re-elects L. Geraghty

Lawrence Geraghty has been re-elected to another term as president of the Klamath Basin Grade A Milk Producers.

The annual meeting was held recently at the Poe Valley Community Hall.

In addition to Geraghty, Al Grant was chosen vice president to replace Ken Waters, and Stan Masten was re-elected secretary, and Wilbur Relling, re-elected treasurer.

Jack Wu, Dairy, and Ed Wenz, Olene, were new members elected to the board of directors. Ray Hobson was re-elected to another director term.

Hold-over directors are Relling, Geraghty, Grant and Masten.

Ray Petersen, county extension agent, spoke to the group on mastitis control. Also on the program was state dairy inspector, Tom Bailey, who talked on mastitis and quality. He is inspector for Klamath, Lake and Jackson counties.

## JAPANESE CARS

NEW YORK (UPI) — For some years the top five automobile-producing countries have been the United States, West Germany, Britain, France and Italy, in that order.

But not any more, reports the January issue of Car and Driver magazine. During 1961 Japan built 815,000 autos, displacing Italy from fifth place. Italian manufacturers, considered by some to be the top auto designers in the world, put out 760,000 vehicles.



**IN CHAMBER WORK** — A former Klamath Falls resident, Bob Cooper, is now vice president and manager of the Newport Chamber of Commerce. He is shown here at his desk.

## Former Klamath Couple Own Coast Trailer Park

Two former residents of Klamath Falls are now owners of the Sportsman's Trailer Park at Newport. They are Mr. and Mrs. Robert Cooper.

The Coopers lived in Klamath Falls from 1949 to 1956 when he accepted a post on the coast.

In addition to the operation of their trailer park which has been a constantly expanding business, Cooper was elected vice president of the Oregon Mobile Home Park Association for 1963.

He is vice president and manager of the Newport Chamber of Commerce for 1963.

He has also been selected as the advance representative for the Pacific Northwest Travel Association Sports show which will be held in the Chicago International Amphitheater for 10 days beginning Feb. 1.

PNTA covers the states of Oregon, Washington, Idaho, Montana and North Dakota, in addition to the Canadian province of British Columbia.

Cooper reports that many Klamath area residents visit the Newport area for sport fishing, and urged others to plan their coastal trips to include his area.

## Utility Names Lyman To Post

According to a news release received from E. K. Albert, president of California-Pacific Utilities Company, Victor V. Lyman, former Baker resident, has been appointed division manager of the company's Southern Oregon operations, with headquarters in Medford.

Lyman, who is purchasing agent in the San Francisco office of the utility company, will assume his new duties March 1.

Albert's announcement stated that Lyman will succeed Martin E. Sands, veteran employee of 33 years service with California-Pacific Utilities. Sands, in addition to being Southern Oregon division manager, is also vice president of the company. He will retire from active management later in 1963.

Lyman was an employee of the former Eastern Oregon Light and Power Company in Baker from 1929 until June, 1946, when California-Pacific Utilities Company acquired that company. In 1947 he was transferred to the company's San Francisco office to take over the duties of purchasing agent.

Albert's announcement also stated that Mackie F. Carroll, the company's assistant purchasing agent, has been appointed to succeed Lyman as purchasing agent, March 1.



**HELP CELEBRATE EVENT** — The Bank of Klamath Falls held an open house on Friday, Jan. 11, their fifth anniversary. In this view Jack Holt, right, executive vice president of the firm, is shown visiting with Otto Smith, left, and George Andrieu, center, during the open house. A jar of money was won by Mrs. Vallard Stokes, 1009 Prospect, during the open house which was attended by about 2,000 persons.

## U.S. National Bank Marks Gains In All Departments

The United States National Bank marked up gains in all departments and finished a splendid year, reported E. J. Kolar, president, at the 72nd annual meeting of the bank's shareholders at head office in Portland recently.

Kolar noted that 1962 was a record year in distribution of earnings to customers and shareholders.

U.S. National paid \$14,013,000 in interest to savings customers—an increase of \$3,285,000 over the previous year. Shareholders received \$3,285,000 in dividends which was an increase of \$195,000 over 1961.

Kolar also said the bank had its largest volume of business in history and increased earnings in spite of a substantially increased amount of interest paid to savings customers. The bank recorded net earnings of \$6,238,000 which was \$173,000 more than 1961.

Deposits averaged \$96,400,000 during the year, an increase of \$64,200,000 over 1961's average deposit total.

The bank that "Loves to Loan" chalked up a healthy \$454,300,000 in average loans—an increase of \$41,900,000 over the previous year. At year end, total resources for the statewide system stood at \$1,679,346,587. The bank also increased its number of offices to 85 during the past year.

True to its claim as Oregon's home-owned, statewide bank, U.S. National showed 78 per cent of its 6,456 shareholders to be Oregon residents owning 73 per cent of the outstanding shares.

New branches were established at Gladstone, Seaside, Burlington (Portland) and at Stayton. Additional new branches are under construction at present at Prineville and South Salem (Sunyslope Branch); with two new Portland branches, Urban Renewal and Interstate and Going, as well as a new Eugene branch at

West Seventh and Chambers and a Lakeview branch in the planning stages.

New buildings for already established branches are under construction at Bend, Madras, The Dalles and West Salem. Plans are also underway for new buildings for the Milwaukie - Powell Branch in Portland and for the Beaverton and Stayton branches.

Kolar also reported a number of major staff appointments following the shareholders meeting. Topping the list of promotions is M. W. Rice, a senior vice president, who was appointed executive vice president and elected to the board of directors.

LeRoy B. Staver, vice president and executive trust officer, was given the added title of executive vice president, trust division, and appointed to the bank's management committee.

Frank Holmes Jr. of the bank's business development department was appointed a senior vice president as was George A. D. Kerr. Named as vice presidents were trust officer W. D. Hinson and Harvey H. Cornell, head of the bank's international banking department.

Kolar also announced the appointment of the following U.S. National staff members to assistant vice president: V. A. C. Petersen, Real Estate Loan Department; Sherman P. Bostrack, Ladd & Bush-Salem branch; Edward E. Mitchell, C. W. Pitkin Jr., and Willard M. Glaze, area operations officers.

In other promotions, E. J. Hartley Jr. was moved up to assistant trust officer while the following U.S. National staff members were elevated to assistant cashier: Richard W. Hughes, G. E. Kimerly, Ben W. Blair Jr., Harry A. Davis, Frank L. Chambers, Howard Miller and Richard Getchell.

Looking to the future, Kolar pointed to Oregon's natural resources, economic advantages and recent gains in the transportation and warehousing industries with an optimistic view toward 1963.

He concluded by saying, "A feeling of accomplishment in the past and zest for the future is shared with our many thousands of customers, 6,456 shareholders, 2,477 employees and our splendid board of directors, all of whom have contributed significantly to the progress and standing of the bank."

## Business Review

By Floyd L. Wynne

HERALD AND NEWS, Klamath Falls, Ore. Sunday, January 20, 1963 PAGE-3

## Dun-Bradstreet Statements Mailed To 728 Klamath County Businesses

Today J. Harry White, district manager of the Portland office of Dun & Bradstreet, Inc., announced statement requests were mailed to 728 businesses in Klamath County. He said figures obtained from a physical count of the Dun & Bradstreet Reference Book for January, 1963, totaled 728 manufacturers, wholesalers, and retailers in this area.

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—the corner grocery store worth a few thousand dollars as well as to businesses worth millions.

The Dun & Bradstreet 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 dealers and real estate brokers. Therefore, a figures for total businesses in the United States would be higher than the three million quoted above.

Using the book listings as a guide, it is interesting to note the number of business firms in the principal communities of Klamath County include Klamath Falls 583, Merrill 29, and Malin 17.

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.

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 a record of how the business pays its bills.

While credit reports are primarily used by businessmen who want to evaluate the credit risk of a business before shipping or selling, insurance underwriters also use credit reports to review risks, rates, and coverage for fire and other types of insurance.

NEW YORK (UPI) — Since 1947, the per capita use of cake mixes and cake flour has risen 80 per cent and total sales of both have more than doubled.



DONALD A. BOYD

## Donald Boyd To Manage Tule Firm

TULELAKE—Floyd A. Boyd, owner of the Floyd A. Boyd Co., International Harvester dealership at Tulelake, has announced that a son, Donald A. Boyd, will manage the Tulelake firm. The appointment was announced Thursday.

The new manager succeeds Dale C. Montgomery who has successfully managed the farm machinery company since 1957. Montgomery has accepted management of the Butte Equipment Co., an IH dealership at Gridley, Calif. In making announcement of the change, Floyd Boyd said, "Montgomery was a highly-valued executive with the Boyd Agency and his resignation terminates a long and satisfactory association."

The new manager was born in Tulelake 26 years ago. He is a graduate of Klamath Union High School, attended the University of Oregon for three years and received his B.A. degree in business administration at San Francisco State College.

During his college years he was employed in various departments with the Allied Equipment Co., IH dealership in Fresno, and following graduation accepted a position with the International Harvester Co. in the Farm Equipment Division. He resigned this position to become associated with his father in the Tulelake operation.

He is married and has two daughters, Nancy and Mary Boyd. Mrs. Boyd is the former Sherrill Snell of Klamath Falls. The family will live in Tulelake.

The machinery company is one of the oldest firms in Tulelake. Floyd A. Boyd, president of the Allied Equipment Co. at Fresno, and owner of the Tulelake firm that bears his name, is also a partner in the firm of Boyd and Franson at Yreka, Calif. He formerly managed the Tulelake firm known as the J. T. Negley Co. from 1933 to 1940. It was bought by Ival Wolf, Ivan Rose and Boyd who eventually bought from his partners.

The senior Boyd expresses sincere appreciation for the continued loyal patronage and pleasant business associations that have been enjoyed in Tulelake for the past 23 years. The company will continue past policies to offer the best possible service to the Tulelake community.



**ELECTED TO DIRECTORS** — Richard Hicks, Klamath Falls grocer, second from left, has been chosen one of the two new directors of the United Grocers, Inc., at the annual meeting in Portland; He is shown here with other officials. Left to right, Gil Danielson, Oregon City; Hicks, Willard Durst, Portland; Juan Young, vice president, Portland; Bob Elle, Portland; Vern Smith, president, Portland and Wally Gainer, St. Helens.

## MONTGOMERY WARD

9th & Pine TU 4-3188

### AIRLINE PICTURE TUBE SALE

On Popular 21" Tubes

Richard Hicks, 2166 Harvard, has been elected a member of the board of directors of United Grocers, Inc.

Hicks is a partner in The Market Basket stores.

The annual meeting of the group was held recently at the Multnomah Hotel in Portland, and attended by nearly all its 350 members.

Hicks was one of the two new directors elected for three-year terms. The other newly elected director was Willard Durst of Portland.

Vern W. Smith, Hillsboro, was elected president; Juan Young, Portland, vice president.

At the business meeting in the afternoon, tribute was paid to the two directors whose terms have expired: Odus Bales and Tom Cudd of Grants Pass.

## Local Grocer Elected To Board Of Directors

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Harry Thye, general manager, stated in his annual report to the membership, that United Grocers has just closed the biggest year in its 48 years history. "Upgrading of present members' stores, by remodeling, enlarging or building new facilities, has been the most important activity during the past year. Sixteen members have opened new stores and 90 others have upgraded in varying degrees during 1962, resulting in greater sales."

The organization, the only retail-owned grocery wholesale company in the state, operates its 220,000 sq. ft. main warehouse on Lake Road in Milwaukie. The company also operates a complete branch warehouse in Medford, serving the independent retailers of Southern Oregon; as well as eight Cash & Carry warehouses located in Portland, Oregon City, Salem, Eugene, Astoria and Coos Bay.

A subsidiary company — "United Supermarket Investment Co." — is now financing qualified retailers in the building and remodeling of their stores.

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