



NEW LOCATION — The Studio of Beauty, owned by Mrs. Anona Roberts, has moved from upstairs at Whytal's to a street level location at 107 North Ninth in the former location of Commercial Finance. Left is Kim Alvarez, beauty operator, and Mrs. Roberts, who has been in the beauty salon business here for many years.

Salon Of Beauty Shifts To Downstairs Location

One of Klamath Falls' best-known beauty shops, the Salon of Beauty, has been relocated to a street-level location.

Mrs. Anona Roberts has moved downstairs from the second floor of the Medical Dental Building to 107 North Ninth, where her four-room shop was formally opened Saturday, May 4.

The shop is attractive with new furnishings in white, pearl gray, light tan, green, wall-to-wall carpeting in the waiting room, a garden fountain and other appointments.

The beauty salon was established by Velma Sowers in 1935 when Adrienne's was opened in the present location of Whytal's. Mrs. Roberts bought the shop in 1947. She has had 27 years' experience in beauty work.

Mrs. Roberts is assisted by Kim Alvarez, who owned a shop in Alturas before coming to Klamath Falls.

The shop will include in the latest beauty work including hair coloring and hair designing.



HONORED WITH PLAQUE — Jon L. Hicks, Hicks Grocery Service, was honored recently in Chicago where he was presented with a plaque marking his firm's 10th year as an outstanding licensed distributor of World Toy House approved play-tested and age-grouped toys. Here, Victor R. Burich, left, vice president of the nation-wide toy brokerage firm, makes the presentation to Hicks during the company's annual sales conference.

Montgomery Ward Sets Extensive Benefit Plan

A new and extensive benefit program, which includes a profit-sharing plan, was outlined to the employees of Montgomery Ward's store last week by M. R. Haggerty, training manager of the company's western region.

Highlights of the program include:

1. A profit sharing plan in which Montgomery Ward contributes up to 20 cents and not less than 25 cents for every dollar invested by an employee.
2. A comprehensive health care plan which will pay 80 per cent of most hospital and surgical expenses.
3. A 50 per cent reduction in employee contributions to the company's retirement plan with no changes in benefits. Montgomery Ward makes up the difference.
4. A liberalized vacation policy which gives new employees one day vacation for each month worked in their first calendar year (up to two weeks), two weeks vacation after one year service, and three weeks vacation after ten years service, and four weeks vacation after twenty-five years.
5. A straight salary plan for most selling employees, which assures an employee a regular increase.

Haggerty also detailed Montgomery Ward's expansion and modernization program nationally, and is to be effective June 1, 1963.

Haggerty also detailed Montgomery Ward's expansion plans for the western region to employees assembled for the benefit program presentation. He said, "Montgomery Ward has opened 14 new, modern stores since 1959 and plans are nearing completion or 37 to 40 full line department stores within the next five years as part of the companywide program."

GN Income Shows Rise For Quarter

Net income of Great Northern Railway for the first three months of 1963 was nearly \$1 million more than in the opening quarter last year, the company reported Thursday to the Interstate Commerce Commission.

Reflecting increased revenues and better weather conditions for railway operations, first quarter net this year was \$2,833,000 as compared with \$1,868,000 for the same period in 1962. GN's opening quarter net was equivalent to 47 cents per share as against 31 cents in the first three months a year ago.

GN's gross revenues in the first quarter were \$30,003,679 as compared with \$28,941,749 in the same period of 1962, while operating expenses in the first three months of those years were almost identical—just over \$22 million.

The company's freight revenues of \$44,705,532 in the opening quarter were slightly more than \$1 million ahead of the comparable period in 1962, but GN's president, John M. Budd, believes that results for the first three months would have been substantially higher had not the railway been handicapped by a severe car shortage in February and March.

"The boxcar shortage, which principally affected the movement of grain and lumber during the first quarter, eased somewhat in April," said Mr. Budd, "but the diminished size of the country's freight car fleet continued to be of national concern."

Toyota Cites Local Dealer

Among the top ten Toyota Land Cruiser dealers in the United States is Wilson S. Wiley Jr., owner of Wilson Wiley Buick, 1330 Main Street, Klamath Falls.

Wiley received word of his standing in Toyota's national rankings late last week when he received a congratulatory telephone call from Shoji Hattori, president of Toyota Motor Distributors, in Los Angeles. Hattori is the ranking Toyota official in this country.

"This news couldn't have come at a better time," Wiley beamed. "I am now launching a spring demonstration program for the people of Klamath Falls."

Wiley is giving away a number of valuable prizes to people who go for a demonstration ride in the rugged Toyota Land Cruiser.

"I imagine it's pretty old news by now, but I'm still very proud of Toyota's record," Wiley asserted. "Every U.S. automotive authority who has tested the Land Cruiser has gone on record saying it is 'the world's most powerful, all-purpose 4-wheel drive utility vehicle.'"

According to Wiley, the Toyota Land Cruiser is rapidly becoming the favorite "go anywhere" car of U.S. outdoor sportsmen due to its highway cruising speed and the virtually unstopable traction of its 4-wheel drive off the road.

"The Land Cruiser has nine forward and three reverse power combinations," Wiley explained. "It's powerful 135-horsepower engine can actually take the sportsmen places no other automotive vehicle can go."

Klamath Falls residents availing themselves of a demonstration ride during Wiley's promotional campaign are given an imported eleven blade outboard motor's knife. They are also eligible for the valuable drawings scheduled by Wiley which include a complete rod, reel and case combination manufactured by Zebco and a beautiful 48-inch Apache scope and gun case.



Business Review

By Floyd L. Wynne

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NEW MG SEDAN SHOWN — Eccles Motors, 606 South Sixth Street, is now showing the new MG sedan which features a unique, fluid-smooth suspension system and a space-saving, transversely-mounted engine with front-wheel drive. Julian Eccles states that due to the reception of the new MG sedan, MG has moved up from sixth to second place in imported car sales.

Bank Buys Build Bonds

The First National Bank of Oregon Tuesday paved the way for construction of new facilities at four state-supported college campuses by purchasing a 10.5 million Oregon State Board of Higher Education bond issue in Portland.

Proceeds from the sale will be used to build two new dormitories at Oregon State University; an addition to Cascade Hall and new dining and kitchen facilities for the Cascade Complex at Southern Oregon College; two new dormitories, including dining and kitchen facilities and apartment housing for married students at the University of Oregon; and a women's dormitory to serve the University of Oregon Medical and Dental schools in Portland.

In addition, unallocated funds will be used to purchase land for future building projects.

The sale was announced at the State Board of Higher Education's meeting Tuesday morning at the General Extension Division building, adjacent to the Portland State College campus.

Terms of the sale include the First National Bank's low bid of 3.0891 per cent effective interest. The self-liquidating bonds will mature serially between 1966 and 1993.

Russell M. Collwell, senior vice president and head of the bank's bond investment department, said the First National Bank of Oregon headed an investment group which included the Chase Manhattan Bank of New York and the Harris Trust and Savings Bank of Chicago.

Bowen Attends Water Session

Glenn Bowen, manager of the Oregon Water Corporation office here, recently attended a meeting of more than 400 water utility leaders at the 56th annual three-day session of the Pacific Northwest Section of the American Water Works Association at Eugene.

A keynote of the technical sessions was the recognition of the vital need for advance planning community by community to assure adequate supplies of good water for the future.

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Experts Say Good Time To Purchase New Homes

WASHINGTON (UPI)—If you're thinking about buying a new home this is a good time to make your move. The mortgage money market is fairly bulging.

Not only is there plenty of money available from lending institutions for home purchases, the chances are you will find the interest rates a good deal more attractive on the money you borrow.

These are conclusions drawn by the National Association of Real Estate Boards (NAREB) in a survey of the spring mortgage market.

In all three major areas of borrowing for home purchases — by conventional loan, FHA-insured loan and GI loan—there is more mortgage money available and the

interest rates are generally more attractive than a year ago.

The competition for mortgage business is beneficial in two ways to the family that is changing homes—selling one and buying another. Lower interest rates are available in many areas on GI loans — those guaranteed by the Veterans Administration — and FHA loans, insured by the Federal Housing Administration, as well as conventional loans.

In selling, this could mean less outlay for "points" — the "discount" the seller must pay between the maximum interest rate allowed under the FHA and GI loans and the actual amount advanced by a lender. Each "point" is roughly equivalent to one-eighth per cent interest.

Lending institutions simply will not let out money for mortgages at the 3 1/2 per cent FHA interest maximum and the 3 1/4 per cent GI loan maximum. The seller, rather than the purchaser, pays the "points" between the maximum allowed and the rate an institution will lend the money.

This works the other way around for the seller in his deal for a new house.

The NAREB said its survey of the mortgage market showed it has been years since there was as much money now available for FHA loans. It said reports from around the country indicated that "the sources for FHA mortgages are as readily accessible as conventional loan funds."

The availability of GI loan money has been even greater over the past year, the NAREB said. It described the increase in VA-guaranteed loan funds over last year as "spectacular."

Other reports recently have indicated there is no major scarcity of homes available for purchase.

The construction industry predicted at the end of 1962 that this would be a boom year for house building.

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BETTER BUILDINGS FOR BUSINESS

Timber Firm Says Sales Show Boost

Increased sales and earnings in the first three months of 1963 were reported today by Weyerhaeuser Company.

The forest products firm's quarterly report to shareholders said sales increased 14 per cent over those of the first quarter of 1962 to \$136,865,000. Net income rose 25 per cent to \$9,288,000.

Earnings per share were equal to 30 cents on an increased number of shares, compared with 25 cents in the comparable 1962 period.

The report termed the figures encouraging.

Housing starts were up slightly over 1962, the report said, and further gains are expected in the months ahead.

Lumber shipments and prices were moderately higher in the first quarter, the report said. Softwood plywood shipments rose 14 per cent but prices remained near record low levels.

The company reported a strong upturn in demand for manufactured panel products, such as hardboard, particleboard and Ply-Veneer. The improvement was attributed to new and growing uses in construction and intensive marketing through the company's expanded wood products distribution system.

Sales of hardwood veneer, plywood and doors were well ahead of the comparable 1962 period. Weyerhaeuser pulp mills operated near capacity.

"Shipments of pulp to the export markets registered substantial gains, more than offsetting some shrinking of the domestic markets," the report said. "Furthermore, recent price increases for some grades of market pulp will aid in restoring more favorable margins."

The report disclosed plans for construction of a new folding carton plant at Austin, Minn., where Weyerhaeuser now produces corrugated shipping containers. The new plant will provide an additional outlet for the company's paperboard and will broaden its distribution of cartons in the Midwest, the report said.



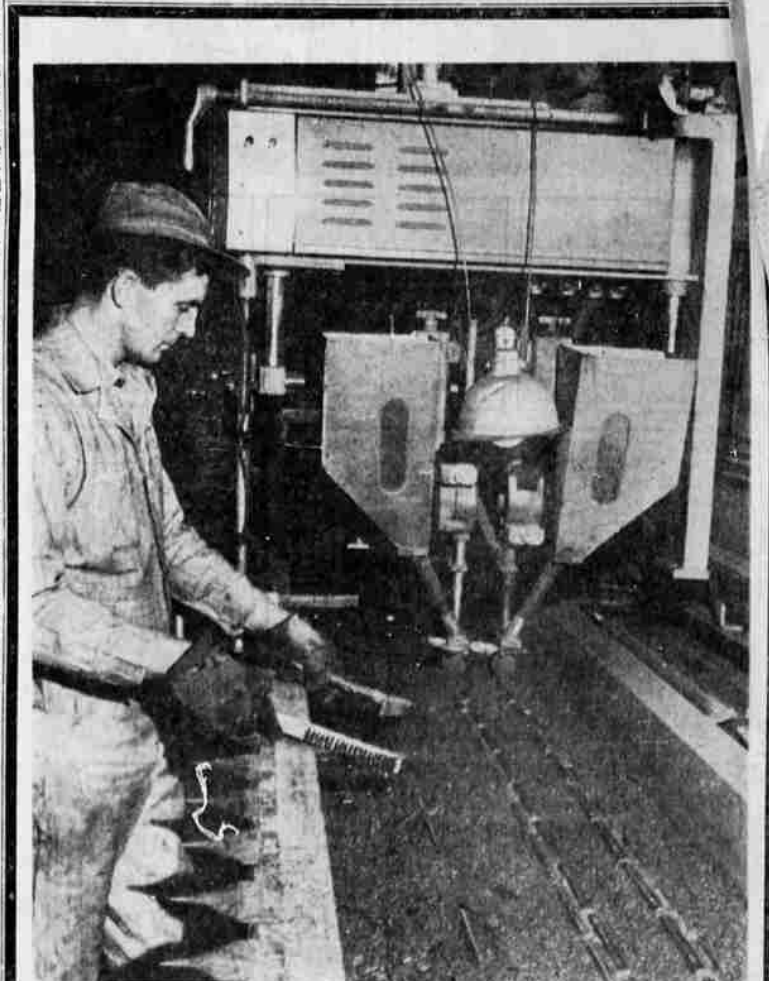
SURPRISE WINNER — Mr. and Mrs. Fred Miller, 4522 Peck Drive, Klamath Falls, were surprise winners of this beautiful clothes dryer in the Folger's doorbell ringing contest last week. The Miller's are first time contest winners and found the appliance prize a welcome addition. The contest is conducted on Station KFLW.

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