



**WIN FIRST PLACE AWARD** — The Klamath Falls Distributing Company walked off with first place award in their particular barrelage category at Rainier Brewery's annual Oregon Distributor meeting held at the Multnomah Hotel recently. The award was accepted by Bill Hagerman, owner of the local firm, shown, second from left. Shown here, left to right, Jim Parker, driver-salesman; Hagerman, Burke Williamson, Oregon sales manager, and Alan Ferguson, executive vice president of Sicks' Rainier Brewing Company. Hagerman repeated as an award winner, having taken the trophy many times in previous years.

## General Contractors Offer Road Data To All Counties

The Associated General Contractors today announced development of a program offering research, consultation and technical assistance intended to aid Oregon counties in determining the most economical and feasible method of county road construction.

In describing the project, Leonard Runkle, president of the Portland Chapter, AGC, said the new service would be available to officials of Multnomah County and the state's 35 other counties so that the county and the taxpayers could obtain the best possible road construction for the least amount of dollars.

"The many years of experience which AGC members have in the construction of roads, the results of their research and the benefits of their technical knowledge are being offered without obligation to officials of any county with the hope that this assistance may bring about cooperative teamwork that could benefit both the industry and the public," Runkle added.

A special committee consisting of representatives of the Associated General Contractors, Association of Oregon Counties and Association of Oregon County Engineers and Surveyors already has been working for more than two years in preparing the groundwork for the joint cooperative effort.

Primary emphasis in the program is being placed upon encouraging counties to adopt an

A "helibalance" is a helicopter ambulance.

economically valid cost accounting system which will give a realistic comparison between different methods of construction.

## Merrill Woman Honored For 25 Years Service

MERRILL—Mrs. M. A. "Eva" Bowman, Merrill insurance representative for many years, received an honor for a quarter of a century of affiliation with the Queen Insurance Company of America, one of several companies which she represents in the Klamath Basin.

The presentation of a handsome plaque was made this week by James E. Foley, Portland, state agent, here on business. The certificate of appreciation was signed by J. C. Qualmann, vice president of the company.

Mrs. Bowman, a longtime resident of Merrill, leads a busy life with church, club and civic duties in addition to her business schedule.

She has served as clerk of the Merrill School Board, city recorder, is a past president of the Ladies Aid of the Merrill Presbyterian Church where she has been Youth Fellowship adviser for five years, has served as president of the Merrill Library Club, past master of Prosperity Chapter, OES, a past noble grand of the Merrill Rebekah Lodge, and is a charter member of the Merrill Theta Rho Girls Club of the IOOF Lodge. She has been active and an officer in the Lost River Garden Club and at present is a Nationally Accredited Flower Show Judge. Mr. and Mrs. Bowman have two sons, Vernon, a teacher in Portland, and Donald, education adviser at Kingsley Field.



**RECOGNITION** — Mrs. M. A. "Eva" Bowman of Merrill, local representative of the Queen Insurance Company of America for 25 years, was presented with an engraved plaque this week by James E. Foley, Portland, state agent for the company, in recognition of her quarter of a century of competent service. Queen Insurance Company is within the Royal-Globe Insurance Group, the largest company in the world with headquarters in London.

## Strike Threat Cost Estimated At \$4 Million By SP Railroad

Six weeks of continuing strike threats by the Brotherhood of Railway Clerks cost Southern Pacific over \$4 million in lost traffic revenues during the first quarter, the railroad's stockholders were told today.

"Although the dispute was settled by negotiation and arbitration without a strike, many shippers took the precaution of putting their business on other carriers because of the uncertainty created by the prolonged and

widely publicized threat," Southern Pacific President D. J. Russell reported at the company's annual meeting in Wilmington, Del.

"It was unfortunate," he commented, "that this threat should have caused our customers costly inconvenience and diverted thousands of carloads of traffic from our rails."

Except for this diversion, traffic volume held up in the first quarter, Russell said, and Southern Pacific rail revenues totaled \$189,263,311, which was \$1,099,354 less than in the first quarter of 1962.

Net income of SP and subsidiaries for the three-month period increased to \$21,356,348, or \$15,088,831 when adjusted for tax reductions. Per share earnings were 79 cents, or 56 cents with the adjustments, compared to 77 cents restated on the current basis, or 47 cents with adjustments, for the same period a year ago.

## Seven Boys Registered For Seminar

Several local area boys are registered among the high school students who will participate in an Engineering Career Seminar being sponsored June 12 in Portland by Pacific Power and Light Company.

The seminar provides an opportunity for the boys, who will be attending the Junior Engineers and Scientists Summer Institute at Oregon State University June 9 to 22, to observe PPL engineers at work and to discuss engineering career prospects with men actually engaged in various fields of the profession.

PPL President D. R. McClung and E. R. de Luccia, PPL vice president and chief engineer, and other officials of the electric utility company are to speak on the need for more young men with science and mathematics aptitudes to pursue full courses of study leading to useful careers in industry.

Already registered for the JESSI session at OSU and for the seminar in Portland from the local area are Gerald S. Argetts, James E. Boone, Jeffrey A. Bingham, Larry Robertson and Michael Veatch of Klamath Falls; Kim Hale, Chiloquin, and Roger Nicholson of Fort Klamath.



**MRS. DOROTHY WARD**  
**Store Conducts Courtesy Event**

A Miss Courtesy and Service Contest was recently conducted by the F. W. Woolworth Company store in Klamath Falls from May 1 to May 7.

This was a customer participation contest, also. Mrs. Dorothy Ward, 1662 1/2 Main Street, was selected as the winning employee and receives a transistor radio as her prize. A \$15 merchandise prize was awarded to Mrs. Beth Roberts, declared the winning customer, according to John Matice, manager.

The promotion was designed to analyze the type of service offered at the individual Woolworth stores, and also kicked off the special annual May sales event which lasts for the entire month at the local store, 811 Main Street.

## Sears Establish Quarter Record

CHICAGO—Sears, Roebuck and Company's sales established new records for April and the first quarter, Austin T. Cushman, chairman of the board, and C. W. Baker, president, announced.

Gross sales in April increased 12.4 per cent over the previous record set last year, they said, and volume for the three months ended April 30 was 11.6 per cent higher than last year's record.

April sales totaled \$428,188,563, an increase of \$47,274,945 (or 12.4 per cent) over sales of \$380,913,618 in April, 1962.

Sales in the first three months of Sears fiscal year (February through April) totaled \$1,116,232,851, a gain of \$115,919,902 (or 11.6 per cent) over sales of \$1,000,312,949 in the same period of last year.

## New Director

Robert B. Wilson of Portland was elected to a three-year term on Great Northern Railway's Board of Directors at the annual meeting of shareholders in St. Paul, Minn.

Wilson, president of the Warm Springs Lumber Company of Madras, is prominent in business, financial and civic affairs in Portland.

The favorable results, despite traffic loss from the strike threat, stemmed largely from the railroad's continuing modernization and research programs, Russell explained.

"Southern Pacific will invest about \$100 million in capital improvements this year," he said, "bringing its expenditures for modern equipment and facilities to over a billion dollars in the decade beginning with 1964."

## DFPA Veep Selected For Jaunt

James R. Turnbull, executive vice president of the Douglas Fir Plywood Association, has been selected as one of six members of a U.S. Department of Commerce trade mission to Denmark and Norway.

Turnbull, chief executive of the Tacoma-based trade association, was informed of his selection in late April. He will leave May 18 and will represent a number of industrial product categories, including lumber, plywood and woodworking machinery in meetings with potential customers in the two countries to be visited. The mission will be overseas about six weeks.

The plywood association currently is financing a study of overseas markets for this West Coast industry in the nations of Europe's two major trading communities and the United Kingdom.

Turnbull expects to make a personal spot-check of potential in areas of Germany, Belgium, France and England, in addition to Norway and Denmark. His impressions, plus results of the comprehensive study, will be presented to DFPA's member companies at the association's annual meeting at Gearhart, Ore., in June. Turnbull will return to the U.S. for that meeting and then fly back immediately to Denmark to rejoin the mission.



**EXAMINE PACE CAR** — The Chrysler "300" which will be the pace car for the Indianapolis 500-mile Memorial Day race is examined here by Walt Anderson, left, from the Coos Bay Chrysler dealership, and Bill James, right, manager of Jim Olson Motors here. The cars in the rear are part of the display of 44 exact duplicates shown at the Sheraton Hotel recently in Portland. Forty-four dealers from the Northwest and Alaska each took delivery of one of the 300's and drove it back home. The pace car duplicate is now on display at Jim Olson Motors, 522 South Sixth Street.

## Business Review

By Floyd L. Wynne

HERALD AND NEWS, Klamath Falls, Ore. Sunday, May 19, 1963 PAGE 3

## Hotel Chief Satisfies IRS By Business Breakfast Plan

CHICAGO—Everybody has been talking about the Internal Revenue Service's stricter approach to expense account business lunches, but nobody has been able to do much about it. Nobody, that is, except the manager of one of Chicago's biggest hotels.

Robert P. Leroy, general manager of the Pick-Congress Hotel located on Chicago's scenic lake front, has tried a different approach to attract the expense-account conscious businessman to his hotel.

Since the first of the year, Leroy has opened his Royal Scots Grill dining room for the breakfast hour and began promoting a new kind of "business breakfast" in it for executives as a place to eat and discuss business. The room previously had been closed mornings.

The planned breakfast meeting is no stranger to businessmen. This type of meeting, at which a fairly large group of people are served the same pre-arranged breakfast and then conduct a business meeting in the same private room, has been around for a long time.

The new type of "business breakfast" served at the Pick-Congress, the biggest hotel in the 32-property Pick chain, serves the same purpose as the business lunch — except it costs 40 per cent less.

"The average business lunch costs \$4.50 per person, including the customary two drinks," Leroy said. "A businessman sometimes has trouble justifying an expense account for four or five persons when one or two drink more than the average."

"But breakfasts don't include liquor or higher priced foods like beef and our average breakfast bills are \$2.25 to \$2.50 per person," he said. "And that sits easier with the accounting departments."

The national electric utility industry association's award is made to utilities whose employees have reduced the frequency of injuries by 25 per cent or more below their average injury - frequency rates of the preceding three years, according to PPL's district manager, S. I. Ritchey.

Through the end of last month the local crews of the company had maintained a safety record that has been free of time - loss injuries since February of 1962, a total of 230,289 man - hours of safe work.

**SHOW YOUR COLORS** — A special flag program kit, identified as "Show Your Colors," is being offered by the Goodyear Tire and Rubber Company to the public through July 4. The kit, costing \$2.57, consists of a new 50-star ready-to-fly flag ensemble shown here being hoisted into place. The kit was devised by the company after a survey revealed that foreign nationals own and display their respective flags proportionately more than U.S. citizens fly the Stars and Stripes.



## PPL Employees Share Honors

Local crews of Pacific Power & Light Company shared honors this week with PPL employees who have been cited by the Edison Electric Institute for achieving an outstanding safety-at-work record throughout the utility's system during the past year.

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## Bids Asked At Kingsley

Bids are to be opened on June 10 and 11 for two projects at Kingsley Field.

The Base Procurement Office announced this week that bids will be opened at 2:30 p.m. on Monday, June 10, for construction services to construct medical equipment and supply storage building at the field.

Bids will be opened at 2 p.m. on Tuesday, June 11, for services necessary to remove and dispose of garbage and refuse at both Kingsley Field and Falcon Heights.

Plans, specifications and bid forms are available at the Base Procurement Office, Building 110, Kingsley Field, telephone T1 2-4431, extension 319.

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See Page 6-B

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