



NEW PARKING LOT — This house at 516 Pine Street is being dismantled to make way for a new private parking lot. The lot is expected to be placed in operation sometime next month. It is owned by Mr. and Mrs. J. E. Osking of Menlo Park, Calif. The house is one of the oldest residences in downtown Klamath Falls.



NEW DEPARTMENT — Montgomery Ward held a grand opening last week in this new appliance section located on the main floor. The new location provides customer convenience and more space for appliance display, according to Bob Gotshall, manager. This view shows the new appliance arrangement.



BENJAMIN F. BIAGGINI

SP Selects New Veep

Benjamin F. Biaggini has been elected executive vice president and a director of the Southern Pacific Company, President D. J. Russell announced today.

Biaggini, who is 47, has been a vice president in the transportation company's Executive Department in San Francisco since 1956.

A native of New Orleans, he was graduated from St. Mary's University at San Antonio, Texas, in 1936, and entered railroad service with Southern Pacific's Texas and Louisiana Lines at Ennis, Texas, that year as a rodman in the division engineering department.

Subsequently he held various positions in the engineering and executive departments of the railroad in Texas. In 1935 he became vice president at Houston, Texas, and he moved to Southern Pacific's San Francisco headquarters the following year.

Biaggini is a director of Junior Achievement of San Francisco, Inc., former director of the San Francisco Chamber of Commerce, and 1962 campaign chairman of the United Bay Area Crusade.

He is a resident of Hillsborough, Calif.

TIPS FOR DIPS

Your small fry's wading pool picks up a lot of grime from the kiddies. Keep it clean with a regular cleansing. A mixture of pine oil cleaner with warm water or a combination of soda and water make inexpensive solutions. Rinse thoroughly with clear water before refilling.

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Pharmacists In State Top National Average

OREGON STATE UNIVERSITY — Oregon pharmacists have almost 13 per cent more earning power than the national average and the net worth of Oregon pharmacies averages almost \$36,000, some \$4,000 above the national average, according to a recent study made by Oregon State University pharmacy graduate student Charles R. Harrison.

At the same time, Harrison's study shows that Oregon pharmacists owned more of their business than the nation's average pharmacy owner. The national average is 61.7 per cent and Oregon's is 63.2 per cent.

The study was conducted among selected Oregon pharmacy owners in an attempt to find what extent and by what methods Oregon pharmacy owners plan and control their financial operations.

In addition, the survey was aimed at finding what effects the sales volume, form of ownership, and type of store have upon financial management by pharmacy owners. The study also wanted to determine the amount of academic background preparation of pharmacy owners and their opinions as to how well this educational training prepared them for a role of a business manager.

The study was made by personal interview and questionnaire. Fifty per cent of the pharmacies studied were owned by one pharmacist. The other half were divided between partnerships and corporations.

The survey found that prescription sales accounted for an average of 42.6 per cent of total net sales in Oregon pharmacies. Prescription sales average just over \$33,000, approximately 7.3 per cent above the national average. Overall average gain in total

net sales was 3.8 per cent over the previous year although one third of selected Oregon pharmacies suffered a loss in total sales volume.

Harrison also found that neighborhood pharmacies had a low percentage of prescription sales and a high per cent of non-prescription sales. Downtown pharmacies had a higher per cent of prescription sales when compared to neighborhood pharmacies.

Prescription and clinic pharmacies were less expensive to operate and more profitable than the medium sales volume pharmacies. Salary and wage expenses were highest in the latter pharmacies while rent was highest in the former pharmacies.

Another point of interest found by Harrison was the 92 per cent of the pharmacies granted credit to their customers on a regular basis.

The study also revealed that Oregon pharmacists tended to be passive in the financial management of their stores. Every pharmacy owner interviewed in the study believed he did not have sufficient business training in college.

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Business Review

By Floyd L. Wynne

HERALD AND NEWS, Klamath Falls, Oregon

Sunday, August 25, 1963 PAGE 3

State Assessed Value Listed At \$3.1 Billion

The assessed value of all property on local tax rolls in Oregon was \$3.1 billion in 1961, according to a report published by the Bureau of the Census, U.S. Department of Commerce. This included \$31 million of tax-exempt values. Locally assessed real estate accounted for \$2.3 billion, or 75.1 per cent of the net taxable total, locally-assessed personal property for \$420 million, and state-assessed property for \$341 million.

Bocchi Attends Executive Class

James D. Bocchi, assistant secretary of First Federal Savings and Loan Association, Klamath Falls, will attend the fourth annual American Savings and Loan Institute School for Executive Development at the University of Washington in Seattle Sept. 1-14.

The two-year program emphasizes individual development with studies concentrated in the areas of finance, economics, and the behavioral sciences.

The American Savings and Loan Institute is the educational and professional organization for personnel in savings associations and co-operative banks. It helps train personnel and develop future executives through a wide range of specialized courses of study.

The School for Executive Development will be attended by nearly 125 savings and loan association employees from 21 states, including Hawaii. The institute conducts a similar national school at the University of Georgia.

Property tax revenue in the state totaled \$192 million in 1961, or \$104.47 per capita, and accounted for 48.1 per cent of all state and local government tax revenue. In the nation as a whole, property taxation averaged \$98.35 per capita, or 46.3 per cent of all state and local taxes in 1961.

Oregon's local tax rolls carried 747,000 separate pieces of real estate in 1961. There were 406,000 residential (nonfarm) properties, 139,000 pieces of acreage or farm property, 121,000 vacant lots, 20,000 commercial and 4,000 industrial properties, and 4,000 properties classified as "other and unallocable."

Real estate in Oregon was locally assessed at an average of about 22 per cent of its market worth in 1961, judging from results of a survey of real-estate sales during a 6-month period. The indicated market value of all locally-assessed real property in the state was about \$10.5 billion, or \$5,732 per capita.



EDWARD DAVIDSON

Bank Picks E. Davidson

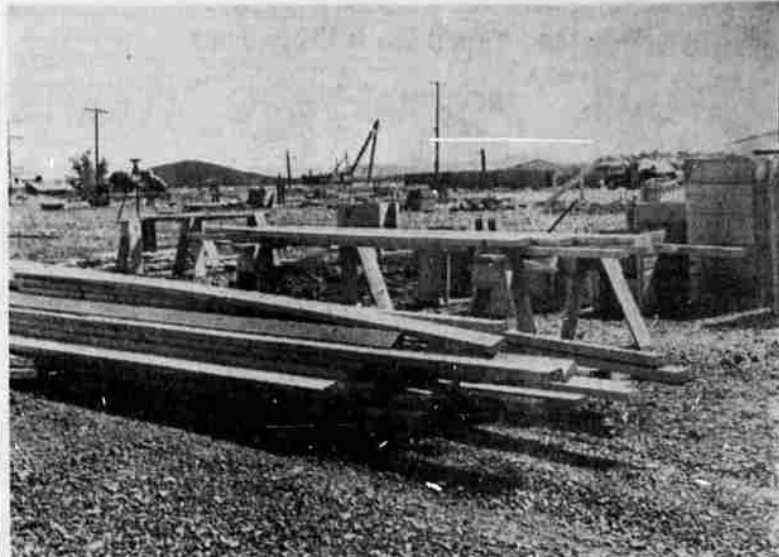
Edward Davidson has been appointed assistant manager of Crocker-Anglo National Bank's Tracy office, it was announced by president Emmett G. Solomon.

A native of Klamath Falls, Davidson was educated here and served in the Marine Corps during the Korean conflict prior to joining Crocker-Anglo's Redding office in October, 1952.

During his career of more than a decade with the bank, Davidson has served as chief clerk at the Paso Robles and Chico offices and, previous to his latest promotion and transfer, he was operations supervisor at the latter office.

The new assistant manager is a member of the American Institute of Banking's peach belt chapter board of governors, on which he has served as both second and first vice president.

Davidson and his wife have a son and three daughters. The Tracy office is managed by assistant vice president Harold J. Nawrocki. It has served its community at 60 West Tenth Street for more than five years and is one of Crocker-Anglo's 127 offices in California.



NEW PLANING MILL — A new planing mill is under construction for Modoc Lumber Co. at the firm's plant site, Third and Oak streets. The mill will take the load off the present planing mill, with the available work being split between the two plants. The 180 x 125-foot plant is expected to begin operations within the next two months. It is being built under a \$20,000 building permit by Brostehous Construction Company.



PURCHASES MOTEL — Mrs. Jessie Lee Hosford is shown receiving the keys to the newly purchased Zigler Motel from E. W. Zigler following purchase. The motel has 12 units and is located north of Klamath Falls on U.S. 97. Mrs. Hosford, a native of Klamath Falls, is also a member of the pioneer Applegate family of this area. Her mother was Helen Applegate. Mrs. Hosford conducted a children's theater here for a number of years. She will operate the motel.

FOIL BABY

Hold it! Don't throw away that wornout pillowcase. You can cut it to size and use it in baby's crib. Tuck the pillowcase around the top of the crib mattress. Then

if baby bubbles, you do not need to change the entire sheet.

PEDICURE

For a pedicure, soak your feet

in warm soapsuds and clean under nails straight across and push back cuticles. Scrub feet using a well-lathered pumice stone on roughened skin or calluses. Rinse and dry well.

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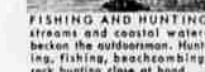


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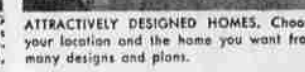
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