

Let's Talk Business

# Consolidated to Open Terminal

By LYLE PIGGOTT  
Courier Staff Writer

Consolidated Freightways, one of the nation's leading common carrier trucking companies opens a terminal here Monday at 1204 Sheffield St.

"From this installation CF will provide pickup and delivery service to customers throughout the Waterloo area, and to points as far away as Cedar Falls, Washburn, and Independence," said Lou Krause, the company's local manager.

"Opening this terminal reflects our company's confidence in Waterloo's continuing growth as an important center of industry and commerce," said Krause. The company had previously served the Waterloo area from its facility in Cedar Rapids, he pointed out.

Krause, 49, comes here from Rock Island, Ill., where he was freight operations manager of CF's terminal there.

A native of Gillett, Wis., he completed high school there and later graduated from Chicago's College of Advanced Traffic.

After 13 years in the industrial traffic field, Krause joined Consolidated Freightways in 1967 as a dispatcher-dock foreman at Rock Island. He was promoted to freight operations manager

in 1970.

Consolidated Freightways serves 41 states, coast to coast, including Alaska, as well as eastern and western Canada.

**JOINS LAW FIRM**

Harold B. (Duke) Strever, Jr., has become an associate of the law firm of Reed, Merner, Sindlinger, Baker and Sabbath, 3722 Cedar Heights Dr., Cedar Falls. Strever received his Juris Doctorate degree from Drake University Law School in May and was admitted to the Bar on June 14. He was born in Cedar Falls Aug. 28, 1945, attended Cedar Falls public schools, graduating from Cedar Falls High School in 1964. After graduating from the University of Northern Iowa in 1968 with a bachelor of arts degree in economics, he was employed by the U. S. Treasury Department as an assistant national bank examiner for two years. He married Nila Rae Mason of Calamus in 1969, who, after graduating from the University of Northern Iowa, taught at West Waterloo High School one year. She taught English in the Perry community school system for three years while Strever attended law school. She will teach in Cedar Falls High School this fall. Mr.

and Mrs. Strever are presently living with relatives while looking for a home in Cedar Falls.

**EATON'S GRAND OPENING**

Yesterday marked the grand opening of Eaton's newly located Home Improvement Center at 1115 La Porte Road. They were formerly at 704 W. Parker St. With 22 years in the business of exterior home improvement products, both Max S. and Max D. Eaton hosted friends and customers to coffee and donuts in their new building. They offer aluminum and vinyl siding, asphalt shingles, insulation, combination windows and doors, replacement windows, porch enclosures and aluminum gutters and downspouts.

**AVIATION RECOGNITION**

The operators of both Niederhauser Airways and Ranch Aero are holding "Open House Week-End" now. Glen Niederhauser and Joe Kurtenbach, operators of their respective operations, held the event yesterday and continue today. A welcome invitation has been extended by both men to come to the airports for a visit. Aircraft used in air charter

operations and flight training will be on display with qualified personnel available to explain performance, characteristics and answer any questions that visitors may have. Introductory demonstration flights will be featured for aspiring pilots in modern trainer aircraft accompanied by an experienced, FAA-certified flight instructor. Sightseeing flights will also be offered. The events are part of General Aviation Recognition Month -- July.

**NEW THUNDERBIRD STORE**

Thunderbird Plumbing and Electrical Supply at 4302 University Ave., Cedar Falls, celebrated its grand opening this week. Manager of the store, Larry Ruse, says, "We are a full-service outlet, offering everything needed for home repairs and remodeling." The store lists over 3,000 items, over 1,000 lighting fixtures and a very large selection of bathroom fixtures. They are owned by the Columbia Corp., Vancouver, Wash. This is the first Iowa Outlet, and the twenty-first in the chain.

**JEWEL COMPANIES SALES**

Sales of Jewel Companies, Inc. totaled \$165,517,000 for the four weeks ended June 23, a

gain of \$14,918,000 or 9.9 percent over sales of \$150,599,000 for the four weeks ended June 17, 1972.

**SMALL BUSINESS LOANS**

The Des Moines District Office of the Small Business Administration (SBA) reports that 13 loans amounting to \$739,900 were made in Black Hawk County in fiscal year 1973. The books for the year were just closed. J. Harold Sears, district director, said "We at SBA in Iowa have had a banner year. Our office has once again established a new record in total loan volume. The total volume amounted to \$72,158,750 on 911 loans. Sears also announced reappointment of Winifred E. Hobson of Hampton as a member of the District Advisory Council. Members serve without pay for a two-year term.

**DESIGN GROUP NEW OFFICE**

Dean C. Schweska of The Design Group, a Waterloo-based bank design firm, announced the opening of a new design center in Carlock, Ill. The center is 3,600 square feet and will handle all interior design for the firm. It will be staffed by personnel presently handling design in Waterloo and in Carlock. The center also will house a contract drapery work room. Schweska also noted the firm has contracted for design of 14 banks and 2 savings and loan associations in Eastern Iowa and Central Illinois. The contracts exceed \$2 million in total project costs.

**AT MANAGEMENT CONFERENCE**

Rath Packing Co. employees James Miller and Georgia Rothrock attended the National Management Association's Area Executive Officer Conference in Galena, Ill., conferring on policies, concepts, and techniques of management leadership in the 70's. The conference places heavy emphasis on the development of leadership skills in voluntary groups.

**NEW ACCOUNT EXECUTIVE**

Diane Smith, an employe with KWVL-TV the past seven years, has been appointed account executive, replacing Philip Roling who is leaving the broadcasting business. Prior to her appointment she was in the sales service department, according to John MacGregor, sales manager for KWVL-TV.

## 'Hello Dolly!' Smash Hit Here

By BARB LOUNSBERRY  
WATERLOO

A standing ovation greeted the happy, energetic opening night performance of "Hello Dolly!" Friday at the Waterloo Community Playhouse.

The musical, which ran on Broadway for seven years featuring such diverse "Dollies" as Carol Channing, Pearl Bailey and Phyllis Diller, tells the story of the warm-hearted, audacious matchmaker Dolly Levi and her efforts to make matches for everyone—including herself.

The show was adapted from American playwright Thornton Wilder's play "The Matchmaker" which he, in turn, had adapted from one of his earlier plays "The Merchant of Yonkers." For a better ending to the plot, I'd recommend either of the play versions, but "Hello Dolly!" has much to offer in its own way.

Mrs. Winfield Dazzles

Collette Winfield is triumphant in the title role of Dolly Levi. I would guess that her Dolly is most like Carol Channing's—without the wide eyes. Like Miss Channing, Mrs. Winfield's voice is not great, but she acts with such skill and authority that it doesn't need to be.

Mrs. Winfield's stage presence is so overwhelming, each gesture and change in voice so masterful, that whether speaking or singing her songs, she had the audience in the palm of her hand. I was particularly moved by her singing of "Be-

fore The Parade Passes By" and it seemed to me that the chorus of male waiters in the "Hello Dolly" number adored her as much as the audience did.

Supporting Collette Winfield was a talented 47-member ensemble, two-thirds of whom were making their debut with the Waterloo Community Playhouse. Dr. George Day was suitably handsome and gruff as the well-known half-a-millionaire Horace Vandergelder whom Dolly sets out to win and tame.

**Engaging Duo**

His two hay and feed store clerks, played by tall Steve Hollingsworth and short Clark Goltz, made an engaging duo. Hollingsworth, who has a fine voice and Mark Spitz eyes was especially fine in his number "Put On Your Sunday Clothes" and at times Goltz threatened to steal the show away from Dolly with his hilarious stage business.

Equally engaging were Marguerite Phelps as the darling hat shop assistant Minnie Fay and Shirley Bassett as Irene Malloy. Nancy Youngblut turned in a delightfully idiosyncratic comedy performance as Ernestina Simple, a lady of dubious virtue.

Supporting these actors was a chorus and dance line which doubled as townspeople and fast-moving waiters. The rich, full sound produced by this group, whose ages I estimate ranged from 16 to 66, was sim-

ply amazing.

Les Hale directed this chorus and all the musical numbers in "Hello Dolly" along with playing bass in the fine pit orchestra. Other orchestra members included pianist Genevieve Anderson, organist Father Paul Peters, and David Hale on drums. Choreography was designed by Linda Crist, the set by John Sailer, and the authentic 1890's costumes by Patricia Stilwell.

**'Lighthearted'**

"Hello Dolly" is a lighthearted, extremely funny musical which nevertheless has a message. The message is not to sit on the shelf—or on your cash box—but to plunge into the "adventure" of life. This lively Waterloo Community Playhouse cast simply exudes this message.

"Hello Dolly" will run through July 28 except for Mondays. A note in the theater program states that the Playhouse is in need of World War I uniforms and other clothing from that era for its fall production of "Jabberwock." So if you're cleaning your attic, why not drop off any finds when you see "Hello Dolly."

**Injured in Car-Cycle Collision**

A 24-year-old Waterloo man was listed in fair condition yesterday in St. Francis Hospital with injuries sustained in a car-cycle accident on Highways 63 Friday evening.

Arthur Brown, of 107 Walnut St., Hudson, sustained a sprained back and neck as well as lacerations when the motorcycle he was driving was struck by an auto driven by John Maun, 61, of 920 Grand Blvd., Evansdale.

According to reports, Maun was stopped at a stop sign at the intersection of Highway 63 and Ridgeway Avenue when he pulled into the intersection apparently not seeing Brown who was headed south on the highway.

Maun was cited for failure to yield.

**Area Residents File Bankruptcy**

The following persons have filed bankruptcy petitions in District Court in Cedar Rapids.

Ted L. Niedert, 907 1/2 Lafayette St., Apt. 3, listed debts of \$4,854.04, assets of \$350 and exemptions of \$50.

James W. Long, 2754 Independence Ave., listed debts of \$3,277.82 and assets of \$975, all of which is claimed exempt.

Gerald D. Nitcher of rural Waverly, listed debts of \$25,881.60, assets of \$65 and no exemptions.



**A CUT ABOVE THE REST!**

# Ariens

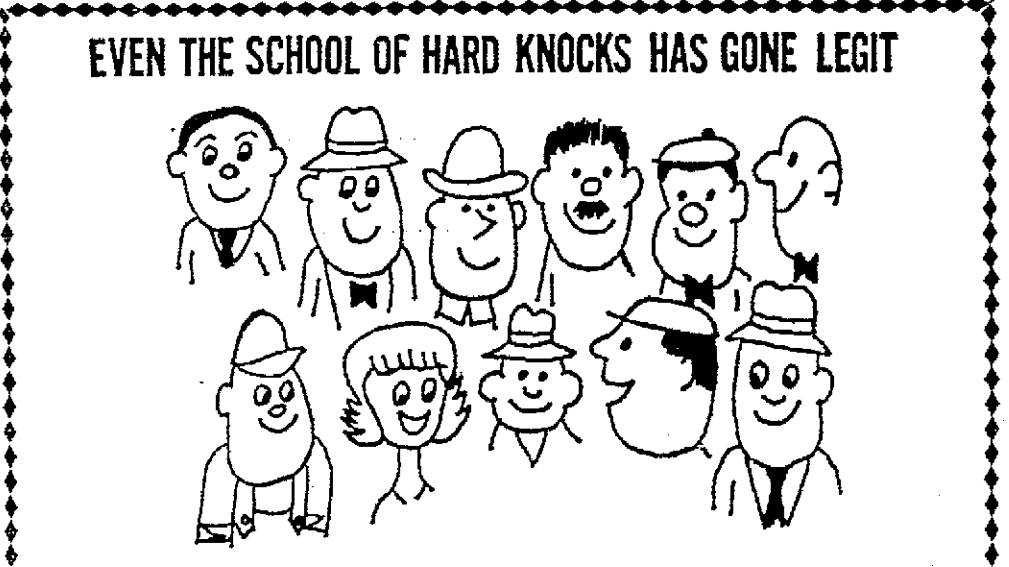
**BUILT TO LAST A LAWN TIME!**

The Ariens Emperor is a ruggedly constructed, sleek appearing, highly maneuverable riding mower—as fine as money can buy. It's offered in three 8 HP models, with or without electric start and a choice of a 30" or 38" "Flex-N-Floater-Plus", no scalp, mowing deck. There's six speeds forward, neutral and reverse. A grass catcher, leaf mulcher, snow-blade and tire chains are available as extra optional equipment. Take a good look at an Ariens Emperor. "A Cut Above The Rest!"

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**HARNACK MOTOR & EQUIP.**  
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**EVEN THE SCHOOL OF HARD KNOCKS HAS GONE LEGIT**



Maybe you didn't finish high school but you know you're as bright as some of those smart alec kids who have their diploma. Well, if you live anywhere in Merged Area VII you can prove it by paying \$10.00 and completing a multiple-choice exam.

The Hawkeye Institute of Technology offers the General Educational Development Test, recognizing that many adults who didn't finish high school may have acquired, through the "School of Hard Knocks," an educational maturity at or above the high school level.

You're eligible if you are 19 and have been out of school at least one academic year. The Equivalency Certificate is recognized by Iowa businesses, industry, and educational institutions. This past year, 3,292 Iowa adults earned High School Equivalency Certificates.

IF YOU'RE SO SMART, TRY THESE TWO SAMPLE QUESTIONS:


- From past experience a farmer knows his present supply of hay will feed his herd of 10 cows for 60 days. If he enlarges his herd to 15 cows, how long will his hay supply last?
 

(1) 25 days	(3) 35 days	(5) None of these
(2) 30 days	(4) 40 days	
- Find the misspelled word if there is one: (1) sophmore (2) session (3) serenity (4) significant (5) none misspelled.

FOR FURTHER INFORMATION CALL THE HAWKEYE INSTITUTE OF TECHNOLOGY INDEPENDENT LEARNING CENTER, 234-5745

## SUMMER SPECIAL

LET'S HAVE A PICNIC



**LET Hy-Vee & Oscar Mayer**

### BE YOUR PICNIC HEADQUARTERS

**OSCAR MAYER SMOKEY LINK SAUSAGE** 12-Oz. Pkg. \$1.00

**OSCAR MAYER SUMMER SAUSAGE** 8-Oz. Pkg. 99¢

**OSCAR MAYER Bologna** 12-Oz. Pkg. 99¢

**OSCAR MAYER CHOPPED HAM** 8-Oz. Pkg. 94¢

**OSCAR MAYER HAM & CHEESE** 8-Oz. Pkg. 84¢

**OSCAR MAYER COTTI SALAMI** 8-Oz. Pkg. 84¢

**OSCAR MAYER PICKLE and PIMENTO LOAF** 8-Oz. Pkg. 69¢

**OSCAR MAYER Bacon** 8-Oz. Pkg. \$1.09

**OSCAR MAYER SANDWICH SPREAD** 8-Oz. Pkg. 59¢

**OSCAR MAYER NEW ENGLAND LOAF** 8-Oz. Pkg. 94¢

**HY-VEE TALL CAN CANNED POP** 8¢

Prices Effective Sunday-Monday-Tuesday, July 15-16-17

CEDAR FALLS—E. 18th and Waterloo Rd.

WATERLOO WEST—Byron and Vermont

WATERLOO EAST—Parker and Burton

WATERLOO—Crossroads Center

**Hy-Vee**