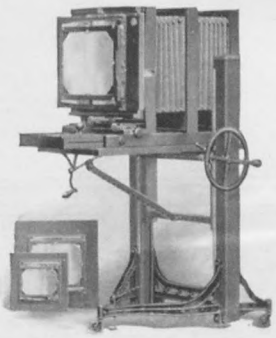
ABEL'S PHOTOGRAPHIC WEEKLY

Vol. XXIX. No. 735 SATURDAY, JANUARY 21, 1922 PRICE TEN CENTS $2.50 A YEAR

Century Studio Outfits



With better tools you can do better work

The practical simplicity and ease of operation, combined with the elegance of design and finish of Century Studio Outfits, are factors that will increase the efficiency of your studio and make for bigger and better sales.

And the beauty of design, neatness of finish and handsome appearance go far to create a "quality" appeal.

Century Studio Outfit No. 7A in 8 x 10 size
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with 36 inch bellows for long focal capacity.

The No. 8A Outfit is shown above.

See them at your Stock House

EASTMAN KODAK COMPANY

Folmer & Schwing Department ROCHESTER, NEW YORK

Gross Circulation 3,191
Net Sales Through Dealers 121
Gross Mail Circulation 3,312

GUARANTEED NET PAID CIRCULATION **3,197**

(Professional Circulation Only)

THEY BEAT THE BEST!

Hammer Plates meet every requirement of modern photography. Extremely rapid, clean working and uniform, they produce negatives of great brilliancy and detail.

Special brands for special needs.

Hammer's Special Extra Fast (red label) and Extra Fast (blue label) Plates for field and studio work and

Hammer's Extra Fast Orthochromatic and D. C. Orthochromatic Plates for color values.



Hammer Dry-Plate Company

Ohio Ave. and Miami St. - St. Louis, Mo.

The Monomethylparamidophenol Sulphate which is 100% pure is

METAGOL, "CIBA"

Made by the Society of Chemical Industry in Basle, Switzerland; makers of standard chemicals since 1864.

AT YOUR DEALER'S OR WRITE US

Leading photographic paper-manufacturers are recommending and three-fourths of the motion picture industry are using

METAGOL, "CIBA" and HYDROQUINONE "CIBA"

"THERE'S A REASON"

TRADE  MARK

REGISTERED

CIBA COMPANY, INC. CEDAR AND WASHINGTON STS. NEW YORK CITY

ABEL'S PHOTOGRAPHIC WEEKLY

A JOURNAL FOR THE PROFESSIONAL PHOTOGRAPHER

JUAN C. ABEL, Editor — CHAS. L. ABEL, Associate Editor

Published Weekly at 552 Fifth Street, Lorain, Ohio, by The Abel Publishing Company

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Vol. XXIX. No. 735 SATURDAY, JANUARY 21, 1922 PRICE TEN CENTS $2.50 A YEAR

Terms: Two dollars and fifty cents a year in advance. Postage free to all subscribers in the United States. Mexico, Hawaii, Porto Rico and the Philippine Islands.

FOREIGN SUBSCRIPTIONS: Canada, $3.00; other countries, $3.50 per year in advance.

TO PREVENT loss or delay by mail, all communications and photographs intended for publication should be addressed to Abel's Photographic Weekly, 421 Caxton Building, Cleveland, Ohio.

EASTERN REPRESENTATIVE: A. A. Winkler, 6 Colon Street, Brighton Dist. Boston, Mass.

In Passing By

HERE Again. In a very short time now, there will be the usual annual scramble for school and graduation work. The class or graduation picture is a unique and interesting feature in the life of almost every school child—at least those who reach the higher institutions of learning. It never has become a feature of English school and college life but over there, the interchange of photographs is not apt to be so promiscuous as it is here.

School work is generally a source of keen competition and many jealousies and many serious abuses have cropped up in connection with this work. Probably outright bribery is not so frequent as it was in years gone by but even now those in a position to say where the pictures shall be made and by whom often suggest conditions that are but little removed from bribery. It was only last year that we published the conditions of a Youngstown school which were particularly obnoxious. Nearly always, a bid for the work entails a cutting of prices—in fact, the graduating classes invite this cut-throat competition and expect it.

For the life of us we can not see any logical reason why any cut in price should be made for work that is going to be done anyhow, whether the price is cut or not. Of course, a reasonable discount for quantity work can be made but this does not mean a third or a half off, or some special low price. A quantity job with cash payments naturally has an enticing appeal to any photographer who fails to figure his production costs but as often as not school work is done at a price which does not really pay a profit at all and very frequently actually means a loss, when time, material, and overhead expenses are figured up.

We bring the subject up now because we would urge our readers to refuse to listen to any propositions to do school work which carry any conditions at all beyond the delivery of good clean work at a price which will bring a fair profit over and above all costs. Even the demand that the successful bidder should take advertising in the school annual is an imposition. Such advertising is not good expenditure but can be reckoned merely as a contribution or an extra discount on the price of the pictures to be made.

Get the photographers of your town together for once and talk this school work over. Agree to do the work on no other condition than that of workmanship and your regular prices with a given quantity discount. On any other basis, it does not pay to touch it. The work will be there just the same. Some photographers will say that school buildings to be erected are bid for by contractors and a most amazing difference in price is often quoted so why should not the photographers make special prices for school photographs? In reply we would say that contractors and all other business men competing for work figure out their quotations most minutely and allow themselves always a fair margin of profit, whereas photographers when bidding for school work are seldom guided by costs of production but merely make a guess at the figure some other photographer is liable to offer and then see how much less they can offer for the work, or what extra inducements they can make. That's where the trouble lies.

From "Our British Bystander"

(A Monthly Feature) **December 24, 1921**

QUEEN MARY'S CHRISTMAS CARD

THE "private" Christmas card which is sent by Queen Mary to personal friends is usually an artist's drawing and generally a severely conventional design. This year, however, the Queen has chosen reproductions of photographic portraits of the recently betrothed Princess Mary and Lord Lascelles, whose name by the way, is pronounced to rhyme with "tassels." It is interesting to hear that another form of card had previously been selected, but on the announcement of the Royal engagement was countermanded, and its place taken by the portraits, which have been reproduced in Christmas card form by Messrs. Raphael Tuck, the postcard publishers. Queen Mary, like Queen Alexandra, takes a keen interest in photography and recently had a large series of Autochromes taken of the grounds at Sandringham; which reminds me, while I am on the subject of our Royalties, that the tour of the Prince of Wales in India is being recorded in color motion-pictures by the Cinechrome process. This is a two-color process, one of the inventors of which is Albert Smith who produced the first commercial motion-pictures in color known as Kinemacolor.

BROMOIL FOR FORDS

For some reason the Bromoil process has not been pushed along in the United States as it has here. For some years our pictorially minded amateurs have taken a lot of interest in it, experimenting with it, trying to get the uncertainty out of it and running it in conjunction with all kinds of stunts. And some professionals have taken it up, among them the Australian, H. Walter Barnett and the Canadian, J. Macklem, both portraitists in the most fashionable quarters of London. And now I have just heard of an ultra-commercial use of the process, namely in making advertisement photographs of the Ford car. The English Ford company has an up to date photographic department at its works at Manchester and an up to date photographer, J. Grimshaw, in charge of it. A little while ago Mr. Grimshaw took a series of photographs of Fords in picturesque settings—in country lanes, by the lakes, alongside some 12th century abbey. As he happened to be a Bromoil enthusiast he turned these subjects into Bromoil enlargements, ranging in size from 12x15 to 20x24, which created a lot of interest when shown in London. I take the opportunity to refer to Bromoil because I am convinced that people here have not awakened to its commercial possibilities, and that is probably still more the case with you. We have one firm here that makes a specialty of Bromoil enlargements for photo-finishers and does well out of it at about 5 dollars apiece, but the portrait photographers have still to harness it to their businesses. One drawback is the difficulty of getting a bromide paper which is just right for the process. Mr. Grimshaw tells me that in his experience he has found none as good as Pyramid, a paper made by the German firm of Schauefellin, Heilbronn.

A DEVELOPER HEATER

A French firm, MM. Leacap of Besancon, has had the idea of putting on the market a little appliance which I am sure all users of developer in bulk, and particularly

THIS week we are publishing number 106 of our series of photographers' advertisements. Readers who have clipped these advertisements each week have by now a most valuable file of ideas from which to make up ads for their own use. This week's advertisement may not strike you today—six months from now it may be just what you want. If you don't file your copies, at least keep these ads.

our friends the photo-finishers, will welcome. It is an electrical heater which can be put into a developing tank and by moving it about therein, the temperature of the solution is brought up to just the right degree. The appliance consists of a quartz resistance tube enclosed in a sleeve of nickeled copper. The electric circuit has only to be connected to any lamp holder in order to make the appliance ready for use. MM. Leacap make it for 110-volt current, but it can be adjusted to work at other voltages. It hardly needs to be said that this is a much more convenient method of making quantity developers just so as regards temperature than the expedient of adding some hot water (thereby altering the strength of the developer) or immersing a big bottle of hot water in the bath. Moreover, the appliance has a further use in the compounding of developers, because by allowing it to remain in the mixing water for ten minutes the latter is brought to nearly boiling heat, so that you can dump in your chemicals, start the heater working and get all in solution without the necessity of using any containing vessels over a flame. I have no doubt that any electrical constructor could make an appliance of this kind.

MONEY PRIZES FOR SITTERS

There are three photographers in this country who are having the pleasant experience of receiving prizes to the amounts of some hundreds of dollars and of handing on to their sitters substantial sums of money. This has come about by the declaration of the prizes awarded in a competition organized by Messrs Wellington & Ward in which $4,000 were offered for the three most beautiful photographs of women. The first prize of $1,200 goes to Angus Basil, London, a professional who is among the leaders in artistic work and a constant exhibitor at the salons. The second prize of $600 is gained by Lionel Wood, Brighton, a comparative newcomer in the profession who has quickly come into the front rank. The third prize of $450 is won by A. C. Banfield, London, one of our most versatile men, not only foremost as a photographer of stage celebrities but an inveterate experimenter, just lately in the Bromoil process, and an expert mechanician. During the war he gave his services to the renowned optical firm of Hilger and I hear will shortly bring out something new and inexpensive in the way of soft-focus lenses. A special feature of this competition was that the sitters whose portraits won the first, second and third prizes should receive, respectively, $600, $400 and $200. Messrs, Wellington & Ward's competition brought in an immense number of entries and evidently succeeded in its two fold object of encouraging artistic pro-



ON GETTING THE MOST OUT OF HOLIDAYS

More than celebrating certain events, holidays provide "stopping places" in the year's drudgery, where friend meets friend.

It is more than a happy "incident" if he receives your photograph on Valentine's Day or Easter.

Browne & Browne

Photographs of Distinction

Studio de Luxe 1218½ Elm

We suggest a **Stroke Etching** or an **Artega**—too different to be treated ordinarily.

B B

Time to be thinking about Valentine's Day advertising. Think up some way to get the young folks set on photographs rather than candy or flowers.



Successful Lantern-Slides Used In Movie Theatre Advertising

No. 45: By The Hedger Studio, Chariton, Iowa

(We want to continue this series of lantern-slide advertisements. Keep it going by sending some of YOUR OWN)

fessional work and of promoting an interest in studio portraiture on the part of the public. The firm's representatives had a pleasant time immediately before Christmas in personally handing the prizes to the fortunate winners.

British Photographers Arrange Autumn Congress

When Pirie MacDonald was here in the summer he used all his persuasive powers of speech (but perhaps I do him an injustice in saying that he used all of them) upon the Professional Photographers' Association for the purpose of persuading them to arrange their annual congress at a time of year when American photographers could come over and take part in it. Evidently his appeal has had its effect, for the Association has announced that it will hold next year's congress during the second week in September instead of, as formerly, in April or May. The Association has secured galleries in Piccadilly for its headquarters during the week and is arranging an exhibition of professional portraiture by men in this country as well as one of an international character. It is to be hoped that those American friends who will be in Europe next summer will keep the time of this congress in their minds and arrange if they can to make their visit to London whilst it is being held. They can be thoroughly assured of a most hearty welcome and will have the opportunity of meeting photographers from all parts of these islands.

My Photographic Reminiscences

(No. 7) ***Special To Abel's Fhotographic Weekly***

By F. Dundas Todd

MY first contribution to "The Beacon" appeared in the September issue of 1892, where are reproduced two photographs of my oldest boy from negatives made by myself, also a landscape scene in which the same boy plays a part. There also appears my first literary effort. In wandering round Chicago I had examined pretty thoroughly all the photographic houses, and I told what I had seen, using the nom-de-plume of A. Scott. My next contribution was in the November issue where is printed one of my very few wanderings into the realm of fiction under the title of "Traced by a spot, a photographic tale." This is over my own name.

On the eight of September, 1892, I entered on my first job in America, that of camera man under C. D. Arnold, the official photographer of The World's Fair. My work was to photograph anything and everything inside the grounds when called upon. I very soon found I was working for a rough diamond. First and foremost I want to say he was a very fine negative maker of architectural subjects, having for years wandered through western Europe photographing architectural details, prints of which he later sold to architects in the large cities. His ideal negative was of high quality, absolutely perfect so far as expos-

ure, development and fixing were concerned; while the subject had to be photographed at the exact minute when the lighting brought out every bit of detail in the structure. He absolutely refused to spot a pinhole, to intensify or reduce a negative; would allow no chemicals in the darkroom excepting those needed for development and fixing. Every morning as he went through the previous day's negatives, he flung with a cry of disdain into the rubbish box everyone that did not come up to his standard. He startled me at first, but I invited him to let me know just exactly what he wanted, and so far as I was concerned he could have it. He did, clearly and explicitly. right down to fine points, even to ruffling the corners of the film with one's thumb, all with embellishments in his speech that are not supposed to appear in print. Generally speaking his talk was thirty per cent frills. On special occasions his average was higher, and I did my best to analyze his sentences to learn how he could hold such a high batting record, and yet be coherent.

Frankly, I liked his standard of excellence and was soon able to turn out hundreds of negatives without a single one being rejected. An average day's work was from 25 to 50 exposures. At first most of them were stock, but as the Fair developed special orders grew, and soon I had variety enough. I photographed every building in the grounds several times. I took general views from the top of almost every building; I have photographed lying on my back and on my stomach, by daylight and by flashlight. I have taken statues, paintings, machinery in all stages of construction and in all kinds of locations, have photographed on land, on water and on ice, have taken chances on dirt wagons, always worrying about the horse, on two feet balustrades over a hundred feet in the air, and have balanced myself on flooring joists forty feet above the ground, and so, indefinitely. The job I had was simply ideal for a liberal photographic education, so I have a few times found reason to chuckle when some angry photographer has asserted that I really knew nothing about the subject.

'Tis Here-Maybe



The officers of the Ohio-Michigan-Indiana Association will hold their annual meeting in Cleveland January 23 and 24. The time and place of the 1922 convention will then be decided. The Hotel Winton will be the meeting place.

Can any of our readers tell us the present address of Thomas Chevalier, who about two years ago was with The E. Brunel Co., at 149 St. and 3rd Ave., New York? A friend of his in the west would like to get in touch with him. We rather imagine this is the Tom Chevalier who used to work with us in the days long gone by in New York when we were selling rotograph paper.

We are sorry indeed to learn of the death of Theodore A. Brown, of Bellingham, Wash., who died on Christmas Eve at the age of 71. Mr. Brown had lived in Bellingham for nine years, going there from Iowa, and was very well known to professionals both in the Northwest and in his home state. He was active in Iowa association affairs and was one of the prime movers in the organization of the P. P. S. of the Pacific Northwest.

Ed. Hough's well known enlargement studio in Chicago has been taken over by Obis & Matusek, who announce that they are ready now to do everything in special photographic work for the professional which, through lack of time, equipment, or inclination, he is not in a position to do for himself.

If you'd like a spiffy little brass desk calendar, write the Wollensak Optical Company, Rochester, N. Y., and mention ABEL'S. We'd have remarked this before, but didn't know just how generous they wanted to be with 'em!

In France it has recently been decided to abolish the practice of admitting photographers in courtrooms during sensational criminal trials. Fine!

The 1922 convention of the Professional Photographers Society of New York will be held in Rochester, N. Y., on May 22, 23 and 24, as decided by the Executive Committee, which met at the studio of J. E. Mock, Rochester, on January ninth. Mock, who is president of the P. P. S. of N. Y., is also treasurer of the P. A. of A.

Other Photographers' Studios. No. 12

The Miller Studios, Minneapolis, Minn.

It is always good to know the other man's ideas. Nearly every photographer intends to build—or at least equip—a studio which shall contain what is (to him) the last word in arrangement and equipment. This series of pictures will show studio exteriors and interiors in different parts of the country, not necessarily those of famous photographers but all worth careful study. File them away, and make use of the best of their ideas when the time comes for your own dream to come true.

Below we have the attractive reception room of the Miller Studios, now owned by C. B. Dalrymple.

The office, shown below, is very similar in arrangement to the reception room. The paneling and leaded windows throughout the studios tend to give almost a churchlike appearance.



In the center is the entrance to the studios. With the doors open a most attractive vista is disclosed. We are sorry we have no picture of the camera room to include in this group.

Abel's Monthly Resume of Business Conditions

(It is our intention to publish a general recapitulation of business conditions each month. The above represents information received in response to our requests mailed early in December. All sections have not been heard from, but we hope to extend this gradually until the entire country is properly covered each month. It is not intended to boom conditions in one section, or treat them bearishly in another. What we desire is to publish a frank statement which may be of value to manufacturers, dealers and others in conducting their operations.—Eds.)

Ontario and Eastern Canada:

Naturally the year 1921 did not come up to the turnover of 1920. No one expected that, but it has been as good and perhaps better than 1919. In the middle of the summer of 1921 we went through the same experience as practically the whole Continent, the unprecedented hot weather of July and August—the professional or portrait branch experienced the worst slump they ever had, and we went into the early part of the fall with more or less misgivings as to what the holiday trade would be. We are more than pleased to report that our expectations were entirely upset, and that the trade since October first has been most satisfactory, equalling if not surpassing the two banner seasons of 1919 and 1920. It is true that all sections of Canada cannot make the same report. The cities as a whole have been very successful, but in the smaller towns and the agricultural sections things have not been so good, as the farmers have not had the money to spend freely. The commercial end of the game has also been very satisfactory.

Michigan:

On the whole, business for 1921 was better than anticipated at the beginning of the year. While many photographers have had a "hard" year, the holiday business "took the curse off" in many cases, although photograph buyers did not buy as many photographs or pay as high prices as they have been doing for several years past. We can see no reason why 1922 should not be better than 1921. The photographic business, both portrait and commercial, is of course dependent on general industrial conditions, and it is our opinion that conditions are improving and will continue to do so throughout the year. In the meantime, in our opinion, it would help to some extent if the photographer will be content to sell his output for a little less money,

Completely color-sensitive

Eastman Commercial Panchromatic Film

Panchromatic Film is the ideal material for photographing colored objects. Because it is extremely color-sensitive the exposures with filters are correspondingly short, while any desired rendering of color contrast can be obtained according to the filter used.

In addition to its color-sensitiveness, Panchromatic Film has all of the qualities of other Eastman Professional Films.

EASTMAN KODAK COMPANY
ROCHESTER, N. Y.

All Dealers'



Some of you photographers who feel aggrieved because your ideas aren't published right away—just think! this has been waiting in our files a year for the appropriate time to appear in our columns. It's last year's Valentine's Day display of the Lowry Studio, Berwick, Pa.

until conditions have improved. We do not mean that he has been getting too much money for his work, but merely suggest it as a means of "getting by" temporarily—in line with the general policy—until the buying public gets back on its feet.

Maryland and Southern Atlantic States:

Business continues fair. Reports have been received from various sections stating that business is slightly better. No doubt there will be a trend toward improved conditions during 1922.

Minnesota and Northwestern Territory:

Business in the Northwest is almost at a standstill now, being the result of the usual lull after the holidays, in addition to the condition of the farmers caused by the low price levels covering their products.

New York City:

December business came through with a big smash in both professional and amateur lines. More high-priced cameras were sold in December than in the previous three months combined. Most studios report good December business, particularly the popular-priced studios, which did extensive newspaper advertising. One studio in particular, with a force of about 25 people, averaged over one hundred sittings a day from December fifth to twentieth, with an average price of $20 per sitting. This goes to show that business can be gotten, and that the only thing necessary is to present the proposition the public wants. The studios catering to the higher-priced trade did only a normal business.

Missouri and Central States:

Reports indicate that a great many photographers had a normal business. Some report unusual activity and others that work was only moderate. Late in the season an unusual number of rush orders for materials were received, showing that photographers generally had allowed their stocks to run down, and were not prepared to take care of the business that was offered. Generally speaking, business was under last year. The city studios are in better shape than some of the smaller places in the agricultural districts. It is very evident that the photographer who was "on the job" was the man whose business was normal.

How To Make Your Good Will Worth More

Get People Coming To Your Studio HOW?

Develop side lines—For instance—nice portrait specialties, such as French Chalk Drawings, Porcelains, Ivory Miniatures, Oil Paintings, and to please the Bread and Butter Trade, your 7x11 enlargements tinted in colors BY OUR ARTISTS—WHO KNOW HOW. Also, our beautiful line of Murray Prints (Every home is a prospect for one of them.) will bring customers to your Studio so often that your GOOD WILL will jump 100 per cent. So will your profits.

SPECIALISTS ON DIFFICULT COPIES

COLEGROVE BROS. Inc.
774-776 MAIN STREET BUFFALO, N. Y.



"The Little Schoolmaster"

of

Photographic Advertising

will continue during 1922

to co-ordinate with the national advertisements of the A. M. Collins Manufacturing Company to bring more and better business to the professional Photographers of the United States.

In addition to "THE OAK LEAF'S" regular visits, every branch of our varied service is at your disposal including:

Stereotypes	***Business Getting Plans***
Letter Suggestions	***Local Magazine Advertising***
Display Cards	***Seasonal Suggestions***

National Magazine Advertising

If you have not yet "linked up" with our campaign, write us today and tell us in which branches you are interested. All correspondence shall receive our prompt and personal attention.

A. M. COLLINS MFG. COMPANY
226-240 COLUMBIA AVENUE
PHILADELPHIA, PA.

EDUARD BLUM

THE PHOTO ART SHOP

32 South Wabash Ave.

CHICAGO

SERVICE:

BLUM'S Luminous Portraiture *BLUM'S Photo Sketches*
BLUM'S Miniatures *BLUM'S Oil Paintings*
BLUM'S Bichromate Art Prints

Enlarging in all its branches and diversities

Black and White—Sepia—Water Colors

Six different grades of finish

In the Service of the Profession

Our aim is to give the brother photographer such work from his negatives, as advanced photography up-to-date calls for

Order our Price List number seven

Georgia:

Conditions in this section seem to be improved. Bank clearings are running ahead of last year, and the Christmas business was good. There is business for those who go out after it. The agricultural interests have been hit hard as far as cotton is concerned, but the price of this staple is increasing monthly, and by spring we think it will be very high as the crop is very short. The farmers of the south have plenty to eat and plenty to wear, and some money, so with 1921 out of the way and looking forward to a steady improvement, we feel that there is much to be thankful for. Summing up conditions, this section is gradually getting back to normal, and by next fall business conditions in the south should be what one would term good.

Texas:

Business in this section throughout the holidays was very good. In fact for about two weeks we had the best business we have ever had in the same length of time, but it fell off after Christmas and started off this year only moderate. We look for rather a light business until after the spring crops, which, if good, will stimulate conditions somewhat until cotton prospects are assured in the fall. Collections have been disappointing and many accounts will have to be carried over until next fall.

FOR SALE

Fully equipped Photographic Finishing laboratory. Ideal for commercial or engraving plant. Over 3,000 sq. ft. floor space. Situated near Grand Central Station, N. Y. A real bargain to quick buyer.

X Care of Abel's

Everyone Invited to Youngstown Banquet

AT the first annual meeting of the Mahoning Valley Photographic Society, Youngstown, Ohio, M. W. Wade, of that city was unanimously re-elected president of the society. The other officers for 1922 are M. S. Fishback, vice-president; G. O. Granahan, secretary; Jack Porter, treasur-



With Full Equipment

Time Saved In Your Operating Room

means better pictures and the ability on your part to do more and better work. The ability to select a desired background or to arrange a home portrait setting without disturbing the sitter and with the least trouble and time on your part, makes for better pictures and more natural, less strained posing.

The MacAvoy Improved Multiple Background Carrier

(Patent Applied For)

Mounted on ball-bearing castors can be moved about the studio with a touch and will not mar the finest floors. Four different drops can be placed on its rollers, and if duplex cloth is used, twice the number are at your disposal. With a lattice in three sections, and draperies as shown in the upper picture, a world of effects are at your disposal without the necessity of cluttering up your operating room with a mess of equipment.

This carrier is all-metal construction, approximately seven feet square, and is equipped with four spring rollers. It is so arranged that lattice, draperies and other paraphernalia can be attached or removed in a moment. Finished in Brewster Green or Mahogany.

PRICES

Carrier, with four spring rollers without drops	*$85.00*
Lattice (in three sections, old ivory finish)	*10.00*
Single color drops	*8.50*
Duplex color drops	*9.50*

F. O. B. Cars, Buffalo, N. Y.

ASK YOUR DEALER, OR WRITE

MacAvoy Sisters

Designers and Manufacturers

Main Office
Buckhannon, W. Va.

Factory
Buffalo, N. Y.



With Draperies Removed

Just What You Have Been Looking For!

THE E. Z.-CHANGE BACKGROUND CARRIER

¶ On account of its durability, convenience, and all round superiority, it is by far the most practical and economical method of handling your drops and backgrounds.

¶ It is equipped with five springless steel rollers as well as the lattice, making in all six grounds to which you have instant access. By using a spotlight in connection you can have any number of effects desired. The rollers are operated with a chain and have no springs, thus insuring your grounds against fraying at the edges, pulling out of square and running crooked, as you never take hold of the drops in order to operate them.

¶ The weight of the E. Z.-Change Background Carrier is about 90 pounds, and being equipped with noiseless castors it may be easily moved into any position.

FOR SALE BY LEADING DEALERS IN PHOTO SUPPLIES

Manufactured by

The CUTRIGHT-SHARPS Co'y

BUCKHANNON, WEST VA.

PATENTS APPLIED FOR

Professional DEFENDER

FOR BLACK TONES OR SEPIAS IN PORTRAITURE

Sparkle, softness and pure tones in black or sepia—these features will show the first time you try

Professional DEFENDER

The *first time* quality has solved many print-making-problems.

IT WILL DO AS MUCH FOR YOU

ASK YOUR DEALER

Defender Photo Supply Co., Inc.

Rochester, N. Y. and Branches

er. On January twenty-sixth a big banquet is to be held at the Ohio Hotel, to which all photographers who can come are extended a cordial invitation. Tickets are $2.50 per plate, which includes all festivities of the evening, dinner, dance, entertainment, and favors. "Baby" Wade personally guarantees that everyone who attends will have a mighty good time.

New Bausch & Lomb Booklet

"PORTRAIT Lenses for the Professional Photographer" is the title of a very attractive booklet just received from the Bausch & Lomb Optical Company, Rochester, N. Y. There are several really interesting illustrations and a frank discussion of the Plastigmat, I-C Tessar, and II-b Tessar, the three lenses of the Bausch & Lomb line most particularly adapted for professional requirements. The latest price-list is also included. Readers who are considering a new lens should not fail to write for this booklet, which the Bausch & Lomb people will gladly send to any one interested.

EVENTUALLY

Eventually, most all indoor photographs will be made by *Artificial Light.*

Eventually, *You* will use Electric Light; no dirt, no smoke, no noise, no fire hazard.

Eventually, *You* will use *Incandescent Electric Light;* no ghastly expressions, no flickering of light, no rat-a-tat-tat at the crucial moment, when you are all set to catch that fleeting expression.

Eventually, *You* will want the most efficient, convenient, flexible and attractive — in fact you must have—the highest type of Photographic Lighting Apparatus obtainable.

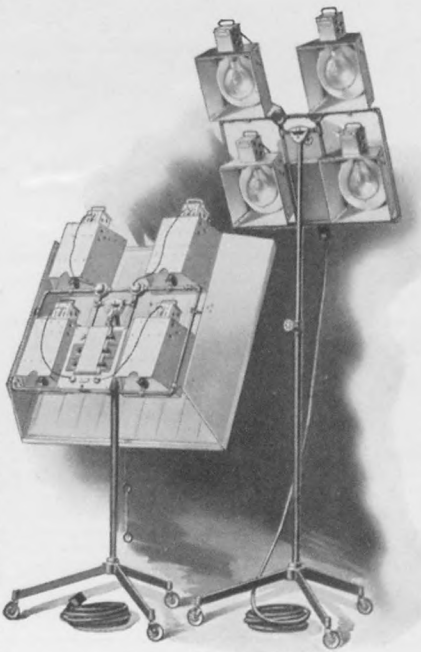
VENTLITES



Single Kompakt Ventlite Outfit

There are now thousands of KOMPAKT VENTLITE OUTFITS in constant use in the leading Portrait Studios throughout the States and Canada, and the universal testimony of proprietors is that they would not be without them at many times their cost.

Home Portraiture has become both more attractive and profitable due to the many new possibilities opened by these outfits. The Commercial Photographer claims the Kompakt Ventlite as his very own, and uses it for all manner of purposes in the Studio, Home, Office and Factory. *Lightness and Compactness* are qualifications present to a remarkable degree, but *Efficiency* is after all the dominant feature of the Kompakt Ventlite. It is entirely assembled and ready for business the moment it is taken from the case.



Ventlite Skilite No. 5 Panel Board Type

VENTLITE SKILITES are complete in every detail; there is absolutely nothing required to install them beyond connecting the loose ends of the cable to your source of current, and Presto, you have established a Studio Light that is on tap twenty-four hours a day. They will produce an even run of negatives which will average more nearly perfect than you have ever had the pleasure of seeing before. You can make any lighting with a Ventlite Skilite that you have done by daylight, and you can make many lightings much more easily. With a Ventlite Skilite you are assured of an abundance of constant, ideal quality light, maximum control, ease of manipulation, unusual portability, absence of noise and odor, coupled with a beautiful piece of apparatus that will receive the admiration of every visitor who enters your studio.

ASK YOUR DEALER FOR NEW VENTLITE CIRCULAR AND PRICES

Additional information desired will be cheerfully furnished by

JOHNSON VENTLITE COMPANY, Manufacturers **732 Federal Street, Chicago**

METEOR FLASH POWDER

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BRIGHTEST IN THE WORLD

SLOW, NORMAL, INSTANTANEOUS AND ULTRA-RAPID. AT YOUR DEALER OR DIRECT. AT $1.60 PER 2 OZ. BOTTLE. EXPRESS PAID TO CONSUMER.

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An interesting illustrated booklet (free) on choosing a vocation, the exceptional opportunities Photography offers you and how to avail yourself of these advantages.

Motion Picture — Commercial — Portraiture

Three to six months' course. Practical instruction. Modern equipment. Day and evening classes. Easy terms. Cameras and materials furnished free.

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HIGGINS' PHOTO MOUNTER PASTE



The kind you are sure to use with continuous satisfaction.

AT DEALERS GENERALLY

CHAS. M. HIGGINS, & CO. Mfrs.

271 Ninth Street BROOKLYN, N. Y.

Branches: Chicago, London

A Few More Greetings

DOESN'T look as if we would ever come to the end of the holiday greetings that have come to this office! Another attractive calendar has come to hand, this time from the Rydholm Studio, Sauk Centre, Minn.; J. A. McCormick, Friday Harbor, Wash., sends us his picture; Mr. and Mrs. C. W. Taylor, of the Hammer Dry Plate Co. drop us a card from Melbourne, Fla., where they are spending the winter; Sammy Lifshey, New York City, mails us a sketch of Father Time, and Frank A. Boyle, Mobile, Ala., wishes us his best for the New Year from "way down Mobile."

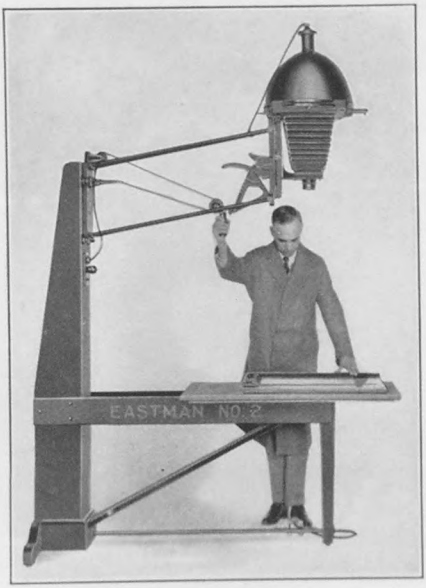
Photographer Wanted—An Opportunity—I have three studios and want a good, reliable photographer. A good mixer and not afraid of work for good returns in a brand new studio, strictly up-to-date and high class, best location in the city, reasonable rent, all on one floor. To such a party will sell one-half interest for $2500.00; $1500.00 in cash, balance on time to right party, in the best city in the South about two hundred thousand population. L-1, care of this journal. 1-14-2

Commercial Operator. Must be A-1. Capable of doing only the best commercial photography. H-9, care of this journal. 1-21-2

STUDIOS FOR SALE

Keystone Photo Studio—Attractive, modern, well furnished and equipped. Large skylight, 1000 watt-lamp, frame department, fine location, only studio, Montgomery, W. Va. 1-14-2

A piece of apparatus that enables you to increase your business—to produce a greater amount of work more economically, is a good investment.



Invest in an

EASTMAN PROJECTION PRINTER

Produces large prints from small negatives as simply, as accurately and with as great speed as a contact printer.

Eastman Projection Printers are made in two sizes, No. 1 for 5 x 7 and smaller sizes of negatives; No. 2 for 8 x 10 and smaller sizes of negatives. There is also a Kodak Projection Printer for 3¼ x 5½, 4 x 5 and smaller negatives. Descriptive booklets will be sent on request.

EASTMAN KODAK COMPANY
ROCHESTER, N. Y.

All Dealers'

THE HOUSE THAT SHIPS PROMPTLY

QUALITY
STYLE
PRICE
SERVICE

Four sides of the square proposition the house of GROSS offers to these photographers who want better mountings and fair prices combined with prompt service.

Built on such a foundation, is it any wonder that more and more photographers turn to GROSS mountings every year?

Ask any Gross Customer!



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THEN SEND AT ONCE FOR A FREE COPY OF OUR

BARGAIN BOOK and CATALOGUE

in which you will find listed hundreds of used and new Cameras, Kodaks, Lenses and Supplies of every description at remarkable saving prices. Every item sold is backed by our

10-DAY FREE TRIAL GUARANTEE OR MONEY BACK IF UNSATISFACTORY

If you have a Camera or Lens and you wish to trade same for some other, consult us, as we may have just the outfit you want.

CENTRAL CAMERA CO.

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Enlargements
Portraits

Send us your old Faded Pictures, Tintypes, Daguerrotypes or Negatives and let us

make you enlargements from them under our new process. Likeness guaranteed. Separate photos copied and regrouped into one picture with judgment and skill. We make Tint-Borders, Sepias, Water Color, Oil Color, Air Brush work at popular prices. We also make 11x14, 14x20, 16x20 convexed portraits. We also make frames. Give us a trial and let our work speak for itself. Write for prices.

OBIS & MATUSEK Art Photo Shop

68 W. Washington St. CHICAGO, ILL.

FOR SALE. Old established studio doing fine business. Best town in Montana. Good reason for selling. French Studio, Missoula, Montana. 1-14-5

For Sale. Leading studio in a progressive city of 25,000, with as many people to draw from. Last holiday business $4500.00. Will sell for inventory, as owner has other business to look after. This studio has been established over two years and it will stand investigation. S-1, care of this journal. 1-14-2

Only studio in city of 8,000; other towns to draw from; college; state normal school; Virginia R. R. general shops; completely equipped including Eastman enlarging camera; city has had good times and suffered little depression; $3,500 cash gets this ground-floor studio; owner has other business which requires his time. W. J. Breckenridge, Princeton, W. Va. 1-21-1-C

HELP WANTED

The insertion of an advertisement under "Help Wanted" carries with it the obligation on the part of the employer to answer every response to his advertisement, if only with a postcard, and to return samples of work, etc., promptly. The editor of ABEL'S will appreciate being advised when employers fail to accord this courtesy to employes.

Steady position for a first class retoucher, one that can assist in operating and printing. $35.00 per week. H-7, care of this journal. 1-21-2

First class and all-around photographer wanted, for a medium priced studio in the best city in the South of two hundred thousand population. Small salary to start but rapid advancement for the right party. Address Lewis Studio, 91½ Peachtree Street, Atlanta, Ga. 1-14-2

A first class commercial operator; one that is an expert in this branch. The Heiser Company, Cleveland, Ohio. 1-21-2

Peerless

JAPANESE TRANSPARENT WATER COLORS IN BOUND BOOKS AND EXTRA LEAVES

The World-famous Self-blending Colors

The Standard for more than twenty years

More than two million books have been sold and these colors may be bought in all parts of the world.

"A Product of The Peerless Laboratories"

Peerless Permanent Photo Oil Colors

Brilliantly beautiful. Easily applied. 36 colors in tubes; one price, 25 cents each. Handsome slide-cover leatherette box with an assortment of 15 tubes, $2.50. Send for circulars.

A FEW MORE ITEMS THAT WE ARE EXPLOITING AT PRESENT.

Colors in liquid form for slide coloring. Box sets and single colors in containers from half ounce up.

Permanent water colors (solid, artists colors) for Air Brush, sketching, sign writing, decorating etc. Paste form in opal glass jars. Finest made.

Mixing Palettes, brushes, gold paint, Chinese White, Mounting paste, etc. Samples and advertising matter for a 2c stamp.

Address JAPANESE WATER-COLOR CO.
ROCHESTER, NEW YORK, U.S.A.

Aukerman Silver Recovery Units

DIRECTIONS

Drop Units in your working fixing baths and—*forget them.* There is nothing more simple.

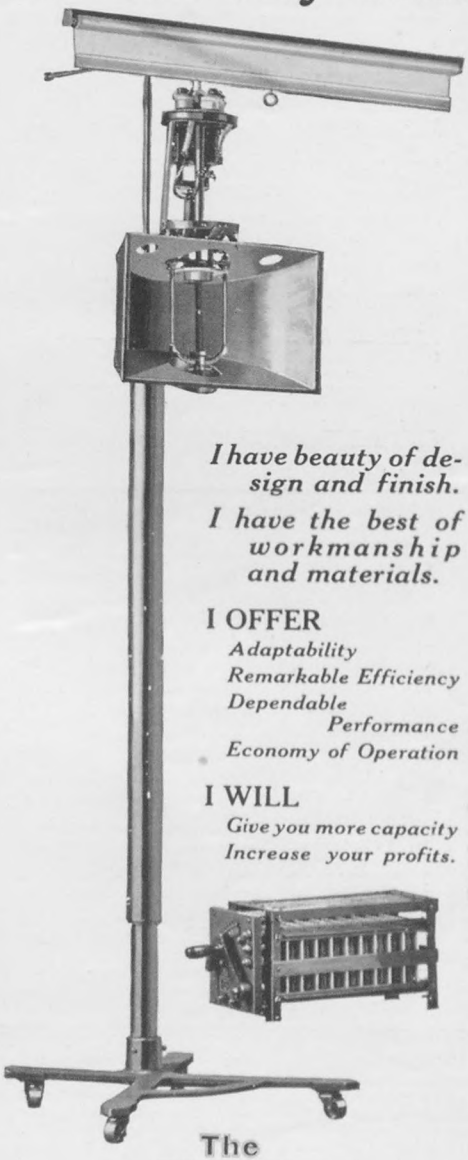
RESULTS

Pure metallic silver and rejuvenated baths. No labor, no chemicals, no precipitates.

A new and improved model ready for distribution now. Special information sent promptly. Give brief description of work and bath "lay-out".

The N. B. Aukerman Co.
325-6 Caxton Bldg., Cleveland, O.

Let Me Say This:



I have beauty of design and finish.

I have the best of workmanship and materials.

I OFFER

Adaptability
Remarkable Efficiency
Dependable Performance
Economy of Operation

I WILL

Give you more capacity
Increase your profits.

The BUTLER SUPER-POWER LAMP

Write my makers or distributors for particulars

The BUTLER-SANKER Co.

Manufacturers

321 Frankfort Ave. Cleveland, Ohio

DEALERS WHO WANT YOUR TRADE

ALBANY, N. Y.— F. E. Colwell & Co., 465 Broadway.

ATLANTA, GA.—Glenn Photo Stock Co., Eastman Kodak Co., 183 Peachtree St.

ATLANTA, GA.—Southern Photo Material Co., 83 Peachtree St.

BALTIMORE, MD.— J. Sussman Photo-Stock Co., 223-225 Park Avenue.

BIRMINGHAM, ALA.—Russell Photo Supply Co., 2229-2231 Second Avenue.

BOSTON, MASS. — Robey - French Co., Eastman Kodak Co., 38 Bromfield St.

BOSTON, MASS.— Ralph Harris & Co., 22-26 Bromfield St.

CEDAR RAPIDS, IA.— Camera Shop, 306 Second Ave., East.

CHICAGO, ILL.— Ralph J. Golsen, 1128 Argyle St.

CHICAGO, ILL.— Norman-Willets Photo Supply, Inc., Le Moyne Bldg., 159 North Wabash Avenue.

CHICAGO, ILL.— Sweet, Wallach & Co., Eastman Kodak Co., 133 North Wabash Avenue.

CHICAGO, ILL.— Western Photo & Supply Co., 328 W. Madison St.

CLEVELAND OHIO—The Dodd Company, 648-52 Huron Road.

CLEVELAND, OHIO—The Fowler & Slater Co., 806 Huron Road, S. E.

CINCINNATI, OHIO—The Huber Art Co., 124 W. 7th Street

COLUMBUS, OHIO—Columbus Photo Supply, 75 East State Street

DALLAS, TEXAS— Geo. H. Pittman & Bro., Pacific and Ervay St.

DENVER, COLO.—Denver Photo Materials Co., Eastman Kodak Co., 626 16th Street.

DETROIT, MICH. — The Blome Bros. Co., 332-340 Grand River Ave.

GALESBURG, ILL.—Osgood Photo Supply Co.

INDIANAPOLIS, IND.— The H. Lieber Company, 24 W. Washington Street.

JACKSONVILLE, FLA.—H. & W. B. Drew Company.

KANSAS CITY, MO. — Z. T. Briggs Photo Supply Co., 914 Grand Avenue

KANSAS CITY, MO. Kansas City Photographic Supply Co., 1010 Grand Avenue.

LOS ANGELES, CAL.— Howland & Dewey Co., Eastman Kodak Co., 510 South Broadway.

MILWAUKEE, WIS.— Milwaukee Photo Materials Co., Eastman Kodak Co., 427 Milwaukee Street.

MILWAUKEE, WIS.— Henry Reimers, 238-240 West Third Street.

MINNEAPOLIS, MINN. — Northern Photo Supply Co., 902 Nicollet Ave.

MINNEAPOLIS, MINN.—O. H. Peck Co., Eastman Kodak Co., 114 So. 5th St.

NEW ORLEANS, LA.— Standard Photo Supply Co., Ltd., Eastman Kodak Co., 125 Baronne Street.

NEW YORK CITY—Capitol Photo Supply Co., Inc., 416 Sixth Avenue

NEW YORK CITY— George Murphy, Inc., 57 East 9th Street.

NEW YORK CITY— New York Camera Exchange, 109 Fulton Street.

NEW YORK CITY— Willoughby, Inc., 110 W. 32nd Street.

OMAHA, NEB.—The Robert Dempster Co., Eastman Kodak Co.

PHILADELPHIA, PA.—John Haworth Co., Eastman Kodak Co., 1020 Chestnut Street.

ROCHESTER, N. Y.—Marks & Fuller, Inc., 45 East Avenue

ST. LOUIS, MO.— Hyatt's Supply Co., 417 N. Broadway.

ST. LOUIS, MO.— W. Schiller & Co., 6 South Broadway.

ST. PAUL, MINN.— Zimmerman Bros., Eastman Kodak Co., 380 Minnesota St.

SALT LAKE CITY, UTAH—Utah Photo Materials Co., 423 Main Street.

TOLEDO, OHIO.— George L. Kohne, 602 Summit Street.

WINNIPEG, MAN., CAN-Duffin & Co., Limited, 472 Main Street.

Wanted—Any young man or woman who can tint photographs with Peerless Japanese Transparent water colors and will demonstrate these colors at the Photo Supply dealers, one or more days each week, may learn of something interesting if they will write and submit samples of their work to the advertising Department, Japanese Water Color Co., Rochester, N. Y. 1-21-4

Manufacturer of Photo Colors desires several colorists to tint photographs for advertising purposes. Work may be done at your home or studio. Give experience and send a sample if possible. Address M-5, care of this journal. 1-7-TF

Salesmen who have been selling photographic mountings direct to studio trade. Steady positions for right men. State territory covered. Information will be held confidential. Box No. S-2, care of this journal. 1-21-4

Wanted—A first class retoucher—all-around man preferred—in an old established studio in Chicago. Position permanent. Don't apply unless you are A-1 in retouching. H-8, care of this journal. 1-21-2

Salesman of Photographic Mounts in Middle West and Western territory, for reliable, long established concern. State references and experience. Commission or salary and commission. M-6, care of this journal. 1-21-3

Wanted—First class all-around man. State experience, salary expected, samples of work with reference. Steady position and advancement to right man. Address Photo Shop, Lewistown, Mont. 1-21-1

RETOUCHING

RETOUCHING—COLORING—CAPABLY HANDLED BY AN EXPERT. Mildred Black, 854 Hanna Bldg., Cleveland, Ohio. 1-7-TF

Retouching for the Trade: Send all negatives to Mrs. Marie Buster, at Cochrane Studio, 814½ Quarrier St., Charleston, W. Va. 1-14-2-C

Coloring, retouching and airbrush work, also miniatures and porcelains. Prompt service. Miss B. Johannesburg, 2258 Euclid Ave., Cleveland, Ohio. 1-21-2-E.O.W.



The Brieloff Universal Studio Lamp, shown at the left, is the latest device in artificial lighting. All adjustments are automatic and it not only acts as a flood light, but can be used to obtain special lightings as well. Uses from 500-watt to 1500-watt Mazda.

Price complete $45.00

Ask Your Dealer Or Order Direct From

Brieloff Manufacturing Co.

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Mr. Busy Photographer

Wouldn't you like to find a place to send all of your copying and enlarging work, and know that it would be taken care of carefully and conscientiously? Yes, and we want to add, *successfully* too. Well there *is* such a place, and it's in Cleveland—

The A. A. Stone Co.

at 1492 W. 117 Street

And when you get acquainted with their work and service you will be glad that Abel's brought you this message.

BETTER WRITE THEM AT ONCE

USE THE
PAASCHE AIR BRUSH

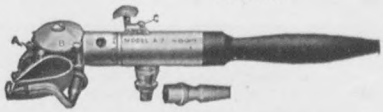
SAVE THE MONEY YOU ARE PAYING OTHERS TO DO YOUR COLORING TINTING NEGATIVE FAKING, BROMIDE ENLARGING

Best for Highest Grade Work

Tinted Photos Stimulate Business



MODEL A AIR BRUSH IN OPERATION, SHOWING EASEL-TABLE IN EASEL POSITION

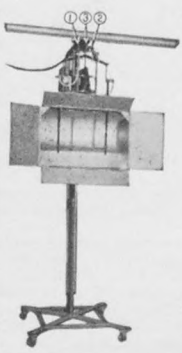


MODEL A PAASCHE AIR BRUSH IS THE PHOTOGRAPHER'S IDEAL TOOL

Write for our circular A-B

Paasche Air Brush Co.

1244 W. Washington Blvd. CHICAGO



The "Hi-Power" Twin Arc Lamp

A COMPLETE LIGHTING EQUIPMENT

Not only is it a convenient outfit but it is unequalled for dependable performance, ease of manipulation, simplicity of control and maximum efficiency at minimum operation cost and *there is no fire risk.* The reflector catches all sparks and dirt making the outfit safe and clean.

"Ten to fifty thousand candlepower with a twist of the wrist."
A postal will bring you "MORE LIGHT ON THE SUBJECT"

ASK YOUR DEALER TO SHOW YOU THIS LIGHT

The Photogenic Machine Company *512 Andrews Ave. YOUNGSTOWN, OHIO*

CLASSIFIED ADVERTISING

Italic type at double the rates quoted. Count every word, number and initial, including heading, name, and address. CASH MUST ACCOMPANY ORDER. Advertisements not accompanied by remittance will be returned. Help Wanted Advertisements, when desired, will be repeated until order is cancelled. Miscellaneous and Studio For Sale Advertisements will not be accepted on that basis.

SITUATION WANTED: Under 30 words, one insertion free. Additional words, 2c each. Extra insertions, 2c per word. No advertisement less than 50c.
HELP WANTED: 3c per word. No advertisement less than 75c.
MISCELLANEOUS and RETOUCHING: 3c per word. No advertisement less than 75c.
STUDIOS FOR SALE: 5c per word. No advertisement less than $1.00.
ANSWERS IN OUR CARE: 10c extra for Each Insertion.

MISCELLANEOUS

For Sale—One Halldorson Giant Flashlamp, in fair condition, only $20.00; one carved oak chair, good as new, $14.00 (photo on application); one new Wagenhorst Twin Arc complete with rubber tire castors, $135.00; one new No. 5 Series 2 Velostigmat 8x10 in barrel, $105.00; one new 11x14 Verito, only $70.00. The Nicolas Studio, Kane, Penna. 1-14-2

A chance of a lifetime is waiting for anyone with ambition to own a real live photographic business in an Ohio city of over 45,000. Apply M-2, care of this journal. 1-7-3

For Sale—One convertible 11½" focus Verito lens, for 8x10 or smaller, latest type, brand new, price $40.00; one Northern Twin Arc Lamp for 60 cycle or direct current with carbons, cost $75.00, price $35.00; one Century 5x7 automatic sliding attachment for 8x10 camera and eight 5x7 curtain slide plate holders $25.00; One Buckley Studio Light Stand, $20.00; five dozen 5x7 film holders, 20c each. Above goods like new at a great saving in cost. Cash with order. Gustave Lorey, 130 State St., Albany, N. Y. 1-21-3-E.O.W.

Will buy studio in a city of 25,000 or over. Eastern States preferred. State full particulars. Address Frederick Pohle, Box 231, Ocean Park, Calif. 1-14-2

Wanted—5-A Dallmeyer lens. Price must be right. Barnum Studio, 6 West 7th St., Cincinnati. Ohio. 1-14-2

Studio Wanted—Must do $10,000.00 or more business yearly. Write particulars as to rent, lease, location, reason for selling, number of studios in town, etc., in first letter. J. J. Schuermann, 501 W. 8th St., Cincinnati, Ohio. 1-21-1-C

For Rent—A photograph gallery. 22x100, on the main street of Madison, Wisconsin, a city of 40,000 inhabitants. The gallery has been occupied for the last 35 years. Possession February 1, 1922. Solomon Levitan, The Commercial National Bank, Madison, Wisconsin. 1-14-TF

For Sale—Studio Outfit. One new Century camera stand; one 8x10 camera, 8x10 holder, also automatic attachment for 5x7 plates; one 8x10 Voigtlander lens, new Packard shutter, trays, tanks, printing frames, steel group stools, posing chair, baby chair and holder. $150.00 cash. H. R. Watrous, 2016 Denver Ave., Kansas City, Mo. 1-21-1-C

Wanted—Folmer & Schwing Vignetter. State absolute condition and price. Also studio furniture. W. P. O'Brien, 274 Main St., Paterson, N. J. 1-21-1-C

Wanted—Two Northern Lights. Good condition. Must be real bargain. Bachrach, Inc., 1747 Euclid Ave., Cleveland, Ohio. 1-21-1

The New Packard Ideal Enlarging Shutter
For enlarging and copying
Fitted with ruby non-actinic wings
Is Absolutely Safe
ASK YOUR DEALER
Manufactured by
Michigan Photo Shutter Co. KALAMAZOO, MICH.

SITUATIONS WANTED

The insertion of an advertisement under "Situation Wanted" carries with it the obligation on the part of the employee to answer every letter he receives in response to his advertisement for a position, if only with a postcard. The editor of ABEL'S will appreciate being advised when employes fail to accord this courtesy to employers.

Position wanted by all-around man with fourteen years experience and business ability. Age twenty-nine. Single. Wishing to connect with reliable high grade studio where dependability is valued. Address F. A. Sabel, 86 Gorton St., Buffalo, N. Y. 1-21-3-C

A refined young man desires a position in a high grade studio as an all-around man. Can operate and retouch. Seven years experience in all branches of the business. Good references. S-8, care of this journal. 1-21-2-C

Wanted—A position, by a young lady, in a studio doing general work. Can furnish reference. Flora Deason, Route 2, Dresden, Tenn. 1-21-1

Situation Wanted—Printer or all-around man. Can give best of references. State salary in first letter. Photographer, c/o Simpkinson & Miller, Elm St. near 5th St., Cincinnati, Ohio. 1-21-1

Man with years of experience in better grade studios, proficient in all branches except retouching, furnishing highest character references, desires position. Prefer general assistant or manager. Karl Fischer, Punxsutawney, Pa. 1-7-3

Wanted a position as retoucher, by lady having several years experience in the work. J-2, care of this journal. 1-14-2-C

Wanted positions, operator and general workman (man), excellent receptionist, retoucher and oil colorist (wife). Experienced, excellent personalities, young, energetic. Prefer to assume full charge of good studio. Wire details, salary, etc. Photographers, c/o H. Lieber Co., 24 W. Washington St., Indianapolis, Ind. 1-14-2

Situation Wanted—A lady, with fifteen years experience in all lines of photographic work, would like a position as retoucher in a first class studio; or would take charge of a kodak finishing place. Prefer the South. K-3, care of this journal. 1-14-2-C

Commercial operator of real ability, with new outfit and car, would like a position doing away-from-the-studio jobs for a good live concern having enough of this work to keep him on the go. No partnership stunts. K-4, care of this journal. 1-14-2

Wanted—Position in Iowa studio by an expert printer. Can operate and retouch. Hard worker and can furnish best references. State Salary. Address, Photographer, 432 Fourth St., Columbus Junction, Iowa. 1-14-2-C

Position wanted by an expert commercial photographer with a first class progressive firm. Thoroughly acquainted with all branches of commercial work. Eight years experience—three years as manager. Post graduate of Southern School of Photography. Married. Wife, amateur finisher. Best of reference. H-6, care of this journal. 1-14-2-C

Just say

ELON

Your dealer can supply you, and we can assure you that the print developed with Elon will reflect Elon quality.

We make it—we know it's right.

EASTMAN KODAK COMPANY
ROCHESTER, N. Y.

All Dealers'

Super Speed

The Film that turns failure into success, that enables you to catch the flash of expression. The Film with the greatest speed you have ever had at your command.

EASTMAN PORTRAIT FILM

Super Speed

EASTMAN KODAK COMPANY
ROCHESTER, N. Y.

All Dealers'