

ABEL'S PHOTOGRAPHIC WEEKLY

Vol. XLVI No. 1186

SATURDAY, SEPTEMBER 13, 1930

PRICE TEN CENTS
\$2.50 A YEAR

» A NEW PORTRAIT PAPER «

for
warmth
with
contact
printing



Portrait of Antoinette Salley
by courtesy of Culberson, Asheville, N. C.

HERE is a new and beautiful paper for projection of rich, living warmth. It offers all the deep full gradations of a perfect contact print, with a potential in warmth exceeding that not only of present projection papers but of contact papers as well.

for
warmth
with
projection
printing

Its speed meets the requirements of high-powered projection equipment and the latitude in exposure and manipulation is amazing. It is thus slower than Bromide, but many times faster than contact portrait papers. Indiatone is a paper which you will be sure to like.

INDIATONE

AGFA ANSCO OF BINGHAMTON, NEW YORK

The Largest Professional Circulation in America

FOR HARD SERVICE

Many studios in manufacturing communities, mining territories, industrial sections or farming districts, find that the more delicate mountings will not keep their original beauty. They look fine in the studio, but after a week or two in the home they become finger-marked, scuffed and scratched—in short, a discredit to the studio.

You dispose of mountings quickly—your customers keep them a long time.

We have developed a special line of Master Mountings for just such requirements—the stock will stand all kinds of abuse, while yet it still has the beauty and style you must have to hold your trade and increase your business. Even with all this, the price range compares with anything on the market.

If the mountings you have been using don't stand up under hard service, investigate Master Mountings.

Take the time to look at our complete line when our salesman calls — or write our Special Service Department for information and suggestions.

THE CHILCOTE COMPANY

PHOTOGRAPHIC MOUNTINGS

OFFICES AND FACTORY
2140 SUPERIOR AVE

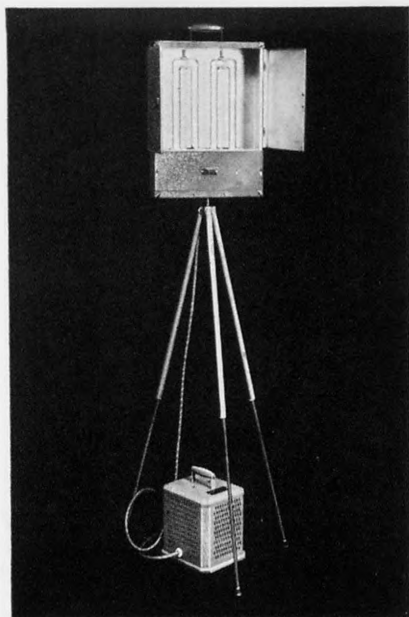


CLEVELAND
OHIO

Number Eight in a series of advertisements designed to show photographers the way to bigger profits. Watch for Number Nine.

—When you write to Chilcote—please mention ABEL'S—

NEW—PORTABLE mercury-vapor light unit

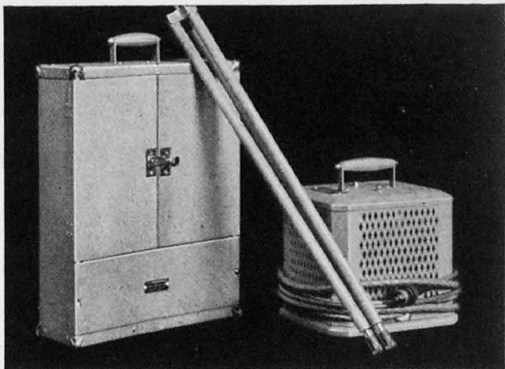


Above is new light unit mounted. At right—ready for carrying. Developed especially for photographers who do home portraiture work.



Join us in the General Electric Hour, broadcast every Saturday evening, on a nation-wide N. B. C. network

for portrait and commercial work and home movies . . .



PUT it in your car—take it out and set it up anywhere—and have perfect light for every portrait or commercial job! That's the remarkable advantage of the new, portable Cooper Hewitt mercury-vapor light unit just perfected by the General Electric Vapor Lamp Company engineers.

Made in three pieces—light unit, auxiliary and tripod—with handles for carrying. Tripod, at lowest position, is 2 feet high and may be raised to 6½ feet, to center of the light source. Light unit is an M-shaped tube of mercury vapor, mounted in a rectangular shaped metal box, 14 x 18 inches and 5 inches deep. Tripod and light unit together weigh 16 pounds. Total weight of entire outfit is 48 pounds. General Electric Vapor Lamp Co., 835 Adams St., Hoboken, N.J.

GENERAL  ELECTRIC
VAPOR LAMP COMPANY

(Formerly Cooper Hewitt Electric Company)

457 © G. E. V. L. Co. 1930

—When you write to General Electric Vapor Lamp—please mention ABEL'S—

— FOR YOU —

Emulsions made and coated in the Hammer way have the characteristics every picture maker is searching for.

Hammer has made it possible for your negatives to have strength and at the same time a softness that will produce prints with brilliancy and detail.

Hammer supplies Special Brands for Special Work and will mail you free of charge a portfolio of prints showing results you may expect.

Write for your portfolio today.



HAMMER DRY PLATE CO.

3547 Ohio Ave., Saint Louis, Mo.

159 West 22nd St., New York City



No. 865 Size $3\frac{1}{4} \times 4\frac{1}{4}$

PRICE—\$15.00 PER DOZ. NET

Established 1886

THE L. H. Cohen Co., INC.

28 EAST 22nd STREET
NEW YORK CITY

Makers of

**Fine Metal
Photograph Frames
and
Leather
Miniature Cases**

This frame is 24 karat antique gold plated fitted with a white crystal convex glass and fine velvet back and stand. It is most suitable for opal plates or colored photographs.

We have an extensive line of high grade metal photograph frames from the smallest to the largest sizes.

—When you write to Hammer or Cohen—please mention ABEL'S—

ABEL'S PHOTOGRAPHIC WEEKLY

A JOURNAL FOR THE
PROFESSIONAL PHOTOGRAPHER

Founded by Juan C. Abel

CHARLES ABEL, A.R.P.S., *Editor*

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Vol. XLVI No. 1186

SATURDAY, SEPTEMBER 13, 1930

PRICE TEN CENTS
\$2.50 A YEAR

SUBSCRIPTION RATES: \$2.50 per year in advance, in all parts of the world. Subscriptions taken by photographic supply houses and recognized subscription agencies everywhere.

TO PREVENT loss or delay by mail, all communications and photographs intended for publication should be addressed to Abel's Photographic Weekly, 520 Caxton Building, Cleveland, Ohio.



In Passing By



A POSSIBLE METHOD OF ATTACKING COUPON SCHEMES. One of the many things to which the International Association proposes to give special attention in the future is the elimination from the photographic profession of various unethical methods of getting business. It should be understood that they cannot, and do not propose to, tell any photographer how he shall conduct his business or what methods of solicitation he should use, but they do intend to stamp out practices which are frauds upon the public and which tend to throw the entire profession into disrepute.

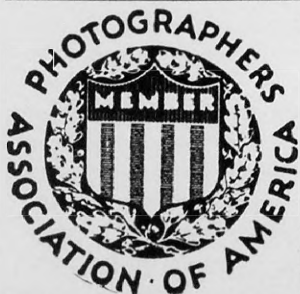
We have often discussed the coupon method of getting business, and have stated that we have no objections to coupons as against telephone solicitation, direct calls at the home, or other methods of advertising, provided that the coupon is not merely used as a "bait" in such a manner that the holder of the coupon is able to get what is promised at the studio only at the risk of insult or worse. Unfortunately there are a good many studios which do operate in this reprehensible manner, and their actions need curbing or they should be put out of business. As part of its effort in this direction we understand that the International Association has become affiliated with the National Better Business Bureau.

Heretofore it has appeared that there was no way to stop the use of coupons, but Don Wallace, photographer of Dayton, Ohio, recently sent us a bulletin issued by the Dayton Retail Merchants' Association which seems to offer a solution. Those who save cigar and cigarette coupons, trading-stamps, and other similar devices for getting business will no doubt have noted that upon the coupons, or plainly printed in the trading-stamp books, is printed the actual cash value, and the fact that they can be redeemed in cash if desired. At least this is true in most states. In other words such a coupon or stamp is recognized as being an actual cash discount, and therefore redeemable in cash if the cash is preferred to the merchandise. Whether the following which we quote from the Dayton

Bulletin already referred to, can be applied to coupons used by photographers, we are not able to state definitely, but if it can be so applied, it means the absolute elimination of the type of coupon which offers ridiculous reductions from so-called standard prices, because the issuer of the coupon may be compelled to place a cash redemption value on the coupon which will either prove to the customer that the coupon is a snare and a delusion, or else be so prohibitive as to make the use of the coupon out of the question. But here is the paragraph to which we refer, and we recommend it for careful investigation by the International Association:

"For your information and protection we are quoting sections 6386 and section 13399 of the General Code of Ohio: Section 6386, 'No person shall sell or issue a stamp, trading stamp, cash discount stamp, check, ticket, coupon, or other device which entitles the holder thereof, on presentation thereof, either singly or in a definite number, to receive from the vendor or other person, money, goods, ware or merchandise unless each of such stamps, trading stamps, cash discount stamps, checks, tickets, coupons, or other devices has legibly printed or written upon the face thereof the redeemable value thereof in lawful money of the United States.' Section 13399, 'Whoever violates any provision of the law relating to trading stamps shall be fined not less than \$50.00 and not more than \$100.00.'

"This valuable information is sent to you by this organization for your protection. Before entering into any kind of a discount or coupon book proposition, which is intended to stimulate business in a time of depression, you should consult your attorney. If discounts were a sound way of building business, the Dayton Retail Merchants Association would go into it on a non-profit basis, for one of our important functions is building retail business for Dayton."



The PHOTOGRAPHERS' ASSOCIATION of AMERICA INTERNATIONAL

CHAS. AYLETT, Toronto, Ont., *President*
D. D. SPELLMAN, Detroit, Mich., *1st Vice-President*
GEORGE D. STAFFORD, Chicago, Ill., *2nd Vice-President*
H. O. BALDWIN, Fort Dodge, Iowa, *Asst. to 2nd Vice-President*
J. W. SCOTT, Baltimore, Md., *Treasurer*
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JAMES E. REEDY, Minneapolis, Minn., *Chairman Manufacturers Bureau*
L. S. KUBIAC, Youngstown, Ohio, *Secretary-Treasurer Mfrs. Bureau*
DON V. CHAPMAN, 2258 Euclid Ave., Cleveland, Ohio, *Secretary*

Exercises Close Winona School

ONE of the most enthusiastic classes that has ever attended the Portrait Course at the Summer School of Photography sponsored by The Photographers' Association of America at Winona Lake, Indiana, was given certificates at the closing exercises of the school held at Warsaw, Indiana, on Thursday, August 21st. Seventy-eight students were presented certificates.

The exercises were in the form of a banquet given at the Hayes Hotel. W. L. West of Regina, Saskatchewan, Canada, President of the Class of 1930, acted as toastmaster. Addresses were given by Charles

Aylett, President of the International Association, D. D. Spellman, First Vice-President and Don V. Chapman, Secretary.

The Portrait Course this year was featured by the attendance of students from every section of the United States and Canada and by the large percentage of studio owners represented. Both men and women photographers from such widespread places as Oregon, California, North Carolina, Texas and Florida were in attendance, as well as many from the New England, Middle Atlantic and Central Western states. Canada was represented with eight students.

THE WOMEN'S PAGE!

Established at the request of the President of the Women's Auxiliary, Photographers' Association of America, and conducted by Mrs. Charles Abel, Women's Auxiliary Press Reporter.

THE WOMEN'S AUXILIARY DINNER AT THE MILWAUKEE CONVENTION

(Continued)

Constitution of The Women's Auxiliary of The Photographers' Association of America

(Continued)

ARTICLE IV Meetings

Section 1. The organization shall meet once regularly during the session of each International Convention of The Photographers' Association of America at places and times designated by the House Committee, or as provided by the Council of The Association.

Section 2. This meeting shall be for hearing reports from all officers and standing committees and for electing and appointing the same.

Section 3. Any regular meeting can be postponed by the President with the concurrence of the Board of Directors.

Section 4. Special meetings may be called at any time by the President with the concurrence of the Board of Directors.

ARTICLE V Officers

Section 1. The officers shall be a President, Vice-President, Secretary, Treasurer, Three Directors, and a Board of Advisors.

Section 2. The officers shall be elected by ballot at the regular meeting, or a special meeting when a regular meeting is impossible, to serve for one year, or until their successors are elected, with the exception of the three Directors and the Board of Advisors.

Section 3. The President, Vice-President, Secretary, Treasurer, and Board of Directors shall constitute the Executive Board.

Section 4. In case of a vacancy occurring during the year, the Executive Board shall appoint a member to fill the post, except the Presidency, in which case the Vice-President automatically becomes President.

Section 5. The Directors shall be called First Director, Second Director and Third Director, and the President shall automatically become First Director at the expiration of her term as President. The Directors shall serve three years and shall successively move from First Director to Second and to Third. Directors are not eligible to any elective office. At the expiration of her term of Third Director, the

Third automatically becomes Councillor, the head of the Advisory Board.

Section 6. The members of the Board of Advisors shall be appointed by the Executive Committee, with the exception of the Councillor, to serve for one year. Members of the Advisory Board are eligible to elective offices. The number of Advisors shall be decided by the Executive Committee.

(To be continued)

Among Us Girls!

Speaking of successful women photographers, we want to mention Mrs. Spencer Bissell, of the Burchett Studio, Rockford, Ill., whose work has been shown at many conventions, and who frequently breaks into print in the Rockford newspapers.

Mr. and Mrs. Arthur H. Dunn, Camp Hill, Pa., have sent us an announcement of the marriage of their daughter Katharine Elizabeth to James Wallace McComb, who is a member of the faculty at Franklin-Marshall Academy, Lancaster, Pa. The ceremony took place at the home of Mr. and Mrs. Dunn on August 30th. Mr. and Mrs. Dunn are two of the hard workers who keep things moving for Section Three of the M. A. S. Association. Congratulations to the happy couple.

A little Indian papoose in a leather bag, with an attached tag to say that it is from Norman and Leila Schalk, of Colegrove Bros., Buffalo, N. Y., is, we suppose, an announcement of the arrival of the baby we happen to know they have been expecting. Mrs. Schalk may be better known to those who correspond with Colegrove's as Leila Bond, Secretary of the company.



Mrs. Wesley R. Blackmore, of the Blackmore Studio, Columbia, Mo., whose hobby is flowers, and of which she makes good use in decorating the studio. Mr. and Mrs. Blackmore are both quite active in organization affairs.



Making 40 foot dives into the ocean from end of the Steel Pier, Atlantic City, N. J., is daily diversion for this steed and its fair rider. Fred Hess & Son, specialists in action photography, loaded their plate holder with a Hammer Press Plate to make this interesting photograph.

According to Will H. Towles, Director of the Summer School of Photography, the Class of 1930 worked harder and achieved as splendid results as any previous class. The spirit that reigned was one of co-operation. It is said that it was next to impossible to close the doors of the Daguerre Memorial Institute at night because of the number of students that wished to continue in experimental work.

It is to be hoped that more and more studio owners and photographers who have already a working knowledge of their profession will come to realize that the courses at Winona Lake are principally for them.

The Summer School of Photography is intended to improve the technical and artistic knowledge of photographers, and is not primarily intended for beginners.

Newspaper Published

One of the innovations at the school this year was the appearance of the initial issue of *Wide Angle*, a little newspaper published by the students of the school under the editorship of Gordon Conner of Cleveland, Ohio. It was claimed for *Wide Angle* that "it covers everything". The publica-

tion was put out in this manner: Typewritten sheets, with photographs pasted on, were reproduced by photographic processes, and the finished publication appeared on photographic paper. One of the interesting developments was that the correction of proofs, an editorial necessity, was done by retouching the negatives of the various pages of the publication!

Appreciation Extended

A spontaneous letter from all the students of the class of 1930 signed by the entire student body, was sent to the Trustees of the school. It read as follows:

"We, the undersigned members of the class of 1930, wish in this way to express our appreciation of the services rendered by Will H. Towles, our Director.

"We feel that Mr. Towles is invaluable to the success of the school, because of his knowledge of photography and his ability to impart this to others, and because of his sterling character, which is a help and inspiration to us to go and help to make our profession an outstanding one in this business world.

"We look to you men to see that it is made

possible for this man to carry on in this wonderful work that he is doing."

Students Listed

A complete list of the 78 students in the class of 1930 follows: Allen Asplund, Auburn, N. Y.; Mercedes H. Allen, Indianapolis, Ind.; Stella Bonner, Knox, Ind.; Grace Battes, Eugene, Ore.; Gizella Biro, Bethel-hem, Pa.; J. Bukowski, St. Louis, Mo.; Irving P. Blue, Indianapolis, Ind.; Arthur G. Birmingham, Calgary, Alta., Can.; Carrie Beasley, Dothan, Ala.; Anthony Butowicz, Pittsburgh, Pa.; Howard Bouton, Brooklyn, N. Y.; William F. Bevan, Berwick, Pa.; Gordon Conner, Cleveland, Ohio; A. E. Cross, Lethbridge, Alta., Can.; Fred A. Cripps, Peterboro, Ont., Can.; George Einsel, Newark, Ohio; Harry C. Earl, Sidney, N. Y.; Julia H. Elton, Pitman, N. J.; Emily H. Frech, Chicago, Ill.; Mrs. Edna Falk, Coffeyville, Kans.; Elsie Fichtner, Philadelphia, Pa.; William Gilchrist, Hudson, Ohio; Herman Hadley, Bellefontaine, Ohio; Paul W. Hare, Dodge City, Kans.; O. H. Hartley, Deer Lodge, Mont.; Mary Haigh, Fernie, Can.; Frank Hise, Marshalltown, Iowa; Ralph W. Holsinger, Jr., University, Va.; Chas. W. Hayball, Woodstock, Ont., Can.; Ethel E. Halderman, Tucson, Ariz.; Jane W. Heathcote, Fond du Lac, Wis.; Elizabeth Hering, Springfield, Ohio; Marion Hitchcock, Winston-Salem, N. C.; Millard Hindmon, Atlanta, Ga.; Ivan Iwanowski, Pittsburgh, Pa.; Leo Iwanowski, Pittsburgh, Pa.; Orville Jones, Ebsenburg, Pa.; Lila L. Johnston, St. Paul, Minn.; Jacob M. Koppenhagen, Portland, Ore.; Marlowe E. Kirkendall, Newton, Iowa; Benjamin F. Kutcher, Philadelphia, Pa.; Frank J. Lepreaux, Hastings-on-Hudson, N. Y.; Marvin La Forest, River Rouge, Mich.; H. R. Loudermilk, Marietta, Ga.; C. E. McNally, Long Pine, Nebr.; Annie McClennan, Scottsburg, Ind.; Wendell Moore, Washington, D. C.; C. A. Myers, Cincinnati, Ohio; Roy Moyer, Effingham, Ill.; Mac L. Olds, Ypsilanti, Mich.; Meda Passage, Kalamazoo, Mich.; Houstin Payne, Liberty, Mo.; Arthur L. Princehorn, Oberlin, Ohio; Bernice E. Richards, Iron Mountain, Mich.; R. Refuerzo, Los Angeles, Calif.; Paul H. Robertson, Atlanta, Ga.; B. P. Russell, Yorkton, Sask., Can.; David C. Ryder, New York City; John Ryan, Kokomo, Ind.; Teresa J. Ryan, Kokomo, Ind.; Chas. L. Ricks, Valdosta, Ga.; Russell G. Shelley, Middletown, Pa.; A. Sissman, Pittsburgh, Pa.; Winston Schlag, Evansville, Ind.; Andy Stofan, Cleveland, Ohio; Mrs. W. A. Sullivan, Decatur, Ala.; Arthur Swoger, Wilksburg, Pa.; Amelia T. Salyers, Huntington, Va.; G. G. Schook, Champaign, Ill.; Jack H. Trompeter, Abi-

lene, Tex.; Ellen Thornburg, Iowa City, Iowa; F. Waite, Edmonton, Alta., Can.; W. L. West, Regina, Sask., Can.; Arthur Wright, Palm Beach, Fla.; Charles R. Wingett, Washington, Pa.; Chas. D. Zivney, Owen, Wis.; Samuel J. Zygner, Canton, Ohio; Pon Yee, East Liverpool, Ohio.

A Method for Obtaining Developing Time

By ARTHUR S. CURRIER, *Exeter, N. H.*

HERE is something that perhaps others would like to try, and if it works for them as it does for me, it means just the difference between knowing and guessing what the developing time is of their developing solutions for films or plates, as the case may be, and what is more, the kind of developer makes no difference.

Take some Azo paper, or any with the same degree of sensitiveness to light and expose it to daylight to make sure it is exposed, or hold it close to a 100-watt lamp for three or four seconds. Then dip it into the developer and begin to count seconds. The number of seconds it takes for the paper to begin to turn red will be the number of minutes it will take to develop any correctly exposed plate or film.

I use this to get the correct time for developing panchromatic films or plates and I get good results all the time without the bother of using a green light in the darkroom. I feel sure there are many others who will get as good results in this way as I have, and can thus do away with that shaky feeling of having to handle something which they cannot look at in the light of their usual red lamp.

Advance List of Exhibitors at the 1931 O-M-I International Convention

O-M-I Conventions have become so large, and so generally attended from all parts of the country that most of the manufacturers and dealers have reserved their spaces for in advance for the 1931 O-M-I International Convention, to be held at Cedar Point, Ohio, on August 3-4-5-6-7, 1931. They realize that O-M-I will be to all intents and purposes "next year's International." Only five spaces and a couple of desks remain available at this writing, and we believe that our readers will be interested in learning the names of the forward-looking firms which have already contracted to exhibit next year.

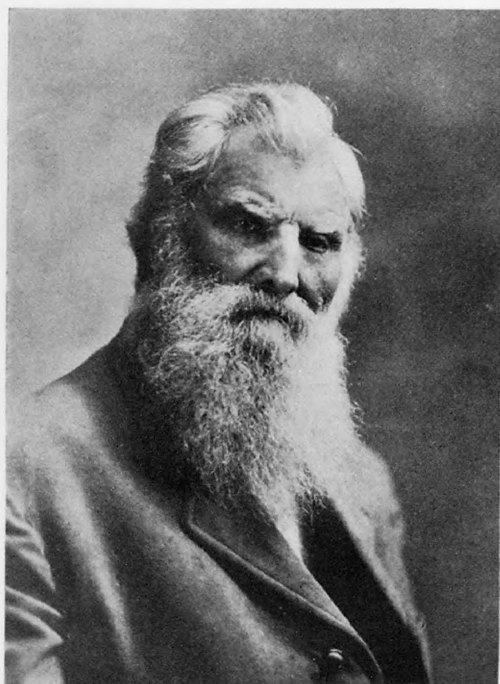
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Vol. XLVI, No. 1186, September 13, 1930
Series II, Sample Studies No. 211



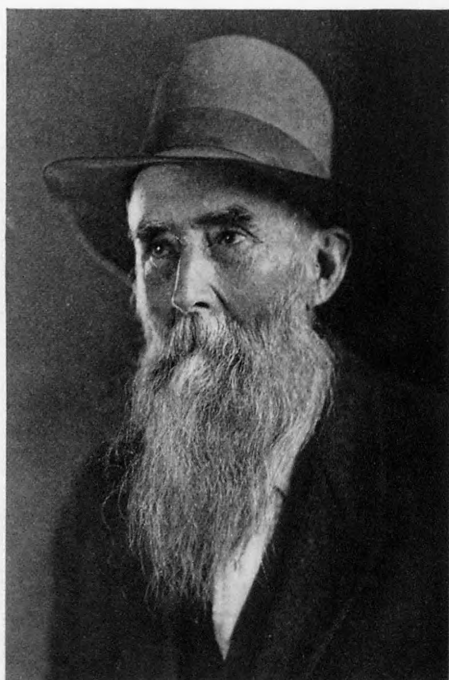
BY THE FARLING STUDIO, CISCO, TEXAS



BY THE FARLING STUDIO, CISCO, TEXAS



BY FRED HOFFMAN, GULFPORT, MISS.



BY FRED HOFFMAN, GULFPORT, MISS.



Criticisms



By J. ANTHONY BILL, Cincinnati, Ohio

September 13, 1930

(See portraits on opposite page)

PORTRAIT of baby at the top left corner by the Farling Studio, Cisco, Texas. This is very much over-lighted. You will notice the light seems to have come from too many sources and destroyed the modeling. This portrait has the stiffness of a doll which I think is also partially due to the way it is lighted. The background is very heavy. The feet extended beyond the base she is sitting on makes it feel very uncomfortable and unsafe. A child should be seated on the floor or platform as it is far more practical for a baby to be at ease on something lower and wider.

Portrait of lady at the top right corner by the Farling Studio, Cisco, Texas. The first thing one sees in this picture is the left arm coming straight down in the picture and the absence of the right arm. The arms are not in a relaxed pose or comfortable position. It would have been more graceful to have connected the right arm with the left one in the lap. The values are good in the drapery, but not in the face. The hair is very dark and lacks transparency. I would not know what to say to correct this fault, not knowing the color of the hair. If auburn or dark brown it might have been well to have used more light on it, or the use of panchromatic film would have given better color values.

Portrait by Fred Hoffman, Gulfport, Miss., at the lower left. The head is very stiff in pose and over-lighted, lacks values. The eyes are dark and hair too white—flesh value in the face is that of a bronze portrait. The best kind of a subject for a test in lighting and modeling, but failed in this attempt.

Portrait by Fred Hoffman, Gulfport, Miss., at the lower right corner. This head is just the reverse from the one opposite, not over-lighted, fairly good in modeling, good in pose and has interest. Balance and spacing good. Lens work is too harsh, but could have been improved by diffusing slightly in printing or enlarging.

Agfa Ansco Corporation, Binghamton, N. Y.; Bausch & Lomb Optical Co., Rochester, N. Y.; Beattie's Hollywood Hi-Lite Co., Hollywood, Cal.; Blum's Photo Arts, Inc., Chicago, Ill.; Burke & James, Inc., Chicago, Ill.; California Card Manufacturing Co., San Francisco, Cal.; L. M. Castner Co., Inc., Williamsport, Pa.; Chilcote Company, Cleveland, Ohio; Colegrove Bros., Buffalo, N. Y.; A. M. Collins Mfg. Company, Philadelphia, Pa.; G. Cramer Dry Plate Company, St. Louis, Mo.; Decorative Background Co., Chicago, Ill.; Defender Photo Supply Company, Rochester, N. Y.; Dodd Company, Cleveland, Ohio; Eastman Kodak Company, Rochester, N. Y.; Eastman Kodak Stores, Chicago, Detroit, Cleveland; Elwood Pattern Works, Indianapolis, Ind.; Eriksen Manufacturing Company, Beloit, Wis.; General Electric Vapor Lamp Co., Hoboken, N. J.; Gevaert Company of America, Inc., New York City; C. P. Goerz American Optical Co., New York City; Gross Photo Supply Co., Toledo, Ohio; Halldorson Company, Chicago, Ill.; Hammer Dry Plate Company, St. Louis, Mo.; Arthur Hertzberg & Craftsmen, Chicago, Ill.; Holliston Mills, Norwood, Mass.; L. M. Johnson Company, Chi-

cago, Ill.; Johnson Ventlite Company, Chicago, Ill.; Fred M. Lawrence Co., Chicago, Ill.; H. Lieber Company, Indianapolis, Ind.; E. N. Lodge Company, Columbus, Ohio; Walter McCabe Co., New York City; Malinckrodt Chemical Works, St. Louis, Mo.; John G. Marshall, Brooklyn, N. Y.; Medick-Barrows Co., Columbus, Ohio; National Carbon Company, Cleveland, Ohio; National Lamp Works, Cleveland, Ohio; Norman-Willets Company, Chicago, Ill.; Photogenic Machine Company, Youngstown, Ohio; Presto Mfg. Company, Pittsburgh, Pa.; Reinauer Mfg. Company, Chicago, Ill.; Jas. H. Smith & Sons Co., Chicago, Ill.; Sprague-Hathaway Studios, W. Somerville, Mass.; Taprell Loomis & Company, Chicago, Ill.; Wollensak Optical Company, Rochester, N. Y.; F. Zimmerman Company, Cleveland, Ohio.

Used Goods

WE are glad to give space to the following article, taken from the July issue of the *Photo Trade News*, house organ of the Mullett Bros. Photo Supply Company, Kansas City, Mo., because it takes a

very definite stand on a business trend which is assuming alarming proportions. We have seen more than one stock house with a basement or loft full of what could only be termed "junk". The stock house renders a very definite service to the photographers in its territory, and all too frequently works on a margin so close as to verge on the disastrous in times when collections are slow. It should not be expected to act as a second-hand exchange, especially when there are several concerns in the business which do specialize in used equipment of all kinds. The photographer who wishes to exchange outworn equipment for new can readily dispose of what he has through such houses or through the classified departments of the professional photographic journals, for spot cash. He can then talk to his own stock house in a manner which will gain him increased consideration and respect.

USED GOODS

Years ago the automobile industry put its taboo on the term "second hand car." In its place it employs the less objectionable phrase, "used car." It was and is, of course, a distinction without a difference, but it was the recognition of a psychological fact, and it meant many a sale that could not have been made had the objectionable words "second hand" been employed.

Whatever name it is called by, the fact is that the used car has become the curse of the automobile business. Many a seemingly prosperous dealer has been forced out of business by tying up the profits of his sales in allowances on old cars that were really "junk".

The relevancy of the two preceding paragraphs to the photographic business is just

this: There is a more or less prevalent idea amongst many photographers that every time a new piece of equipment is bought the dealer should be delighted to take in trade at a very liberal figure some old piece of outdated equipment. Generally the thrifty photographer asks the net cash price for the article he has in view and then proceeds to figure his second hand stuff against the net cash figure.

We are not the least bit enthusiastic about most of this old equipment. Usually it has outlived its usefulness, yet its owner thinks he should be made a most liberal allowance for it. In addition to this we find it almost an invariable rule that when and if we finally do find a purchaser for it, such purchaser expects it to operate in every respect as efficiently as it did when new. We believe there is more ill feeling engendered and dissatisfaction created over used equipment than any other one thing we know of, except the matter of credits.

Our salesmen are instructed that we will accept no used goods in trade except lenses in good condition for which there is a reasonable demand (this eliminates the old rapid rectilinears and the cheaper grade lenses of a few years back), modern view or studio cameras in good order and a very limited number of special items of equipment. We will not accept out of date articles of current manufacture if their physical condition is bad. We have no desire to follow in the footsteps of automobile or other dealers who have been forced out of business because their capital and space is tied up in a lot of used equipment that should long ago have been carted away to the junk pile.

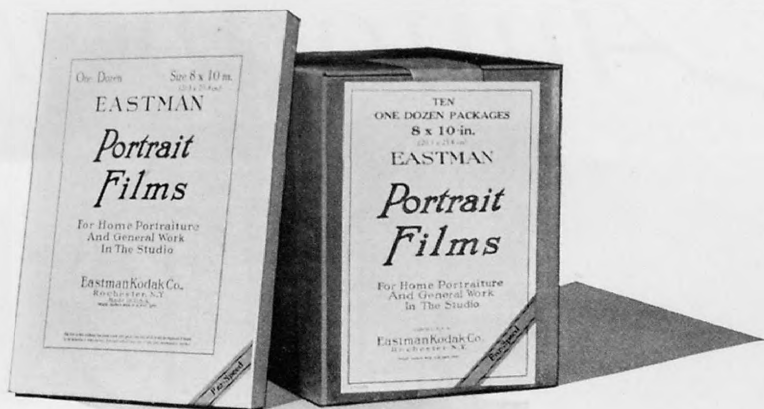
'Tis Here-Maybe



It is with feelings of the deepest regret that we have to announce the death of Charles S. Bateham, of Norwalk, Ohio, photographer in that city for many years, and long-time personal friend of ours. Mr. Bateham had been in poor health for more than a year, but all of his many friends thought that he was surely on the way to recovery. He was one of the old-timers in the business, a founder of the well known Professional Photographers' Society of Ohio, and its first president when it was established in 1908. His sudden passing away will take much of the cheer out

of the Ohio Society's fall meeting, scheduled to take place at the studio of J. Anthony Bill, Cincinnati, Ohio, on October 13th and 14th. Mr. Bateham died on the evening of September 4th.

J. A. Martin, Falls City, Nebr., was drowned on July 19th, writes "Chick" Bellemere of the Defender Photo Supply Company. Mr. Martin and his family had attended a picnic and after dinner went bathing. Mr. Martin was seized with cramps while in the water and drowned before help could reach him.



The Ends of the Scale

Any reasonably good material will give you a fair rendering of half-tones. The superior quality of Eastman Portrait Film is due to its renderings *at each end* of the scale of gradation.

Pearly highlights within highlights, silky shadows within shadows—on these depends *quality*. They are rendered with astonishing truth and beauty on Eastman Portrait Film. *Par Speed*, *Super Speed* and *Panchromatic*, at your dealer's.

EASTMAN KODAK COMPANY
ROCHESTER, N. Y.

Announcing . . .

INDIATONE Flemish Stipple

projection, has already brought widespread adoption. And this ability to match with absolute certainty in an enlargement the quality and tone of the contact print is, obviously, no mean advantage. It removes completely that annoying chance that the customer may not like the projection because its effect—on another paper having another emulsion—is somehow different. The knowledge that with Indiatone you can duplicate easily in any size puts a new conviction into what you say.

Indiatone means rich warmth without any special manipulation. With the use of Flemish-gold toner, a simple cold bath solution—easy to mix and economical—a variety of special tones of rare appeal is also obtainable at will.

A G A N S C O O F B I N G H A M T O N , N . Y

Agfa Ansco Limited, 204 King Street East, Toronto, Ont.

—When you write to Agfa Ansco—please mention ABEL'S—

Hours Fall Off Drying Time — Waste Turns Into Profits

PAKO DOUBLE DUTY DRYER

Has Proven Its Saving

For several months the Double Duty Dryer has been in constant operation in finishing plants throughout the country — north, south, east and west. They have put in hours of gruelling toil in the year's busiest season.

And, they are daily proving their worth and their economy. Hours of drying time that could not be cut off before are now being turned into savings that register profits on the monthly production re-cap.

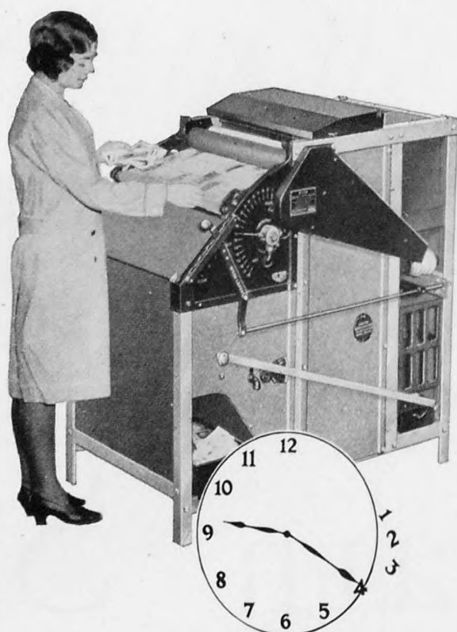
Double Duty Dryer will effect savings in your plant and help you deliver better prints faster.

Write your dealer or us for further information.

PAKO CORPORATION

MINNEAPOLIS

MINNESOTA



Mimosa

High Speed — Brilliant Modulation
with Orthotype.

The quality of Mimosa Papers is attested to by professionals and amateurs everywhere who discriminate in favor of the best.

Orthotype is a specially prepared paper for modern enlarging machines. Its high speed, warmth of tone together with brilliancy and harmonious modulation in the lights, are the characteristic features. It has practically the speed of a good Bromide paper, possessing at the same time the wonderful gradation of Chloride paper.

Papers

Mimosa American Corporation
764 Third Avenue - New York City

The Professional Photographers' Fraternity of Harlem, N. Y., has been going after "photo-racketeers" who obtain sittings upon promises to have the resulting photographs published in the newspapers, as well as others who follow up death notices and propose to make up large colored portraits "for just the cost of paint and materials." Complaints have been filed by the Fraternity with District Attorneys and they plan to get real and prompt action. Harry C. Berry, president, tells us that they are just beginning with their attempt to clean up the profession in New York City.

W. M. Hollinger, dean of New York City photographers, who works nine months and plays three, dropped in at our office on August 29th for his annual visit. Although he is now 76 years young, he told of playing golf and pitching horse-shoes day after day in the hot sun during the recent torrid spell, and regretted that he was unable to accept invitations to play tennis on account of not having his trunk on hand with the necessary equipment. Like many others who are already making plans for 1931, he said he expected to put the 1931 O-M-I Convention on his itinerary for next summer.



For Artistic Portraits, B & L Sigmar Lenses

FOR artistic portrait photography the Bausch & Lomb Sigmar is admittedly without a superior.

It gives neither too sharp an image nor too soft a focus. Thus you obtain a true artistic expression of your sitter's personality, achieved in light and shade—softness without blur, detail without wiry sharpness.

To an outstanding degree the Bausch & Lomb Sigmar has the qualities that count most in portrait photography—long focal length, great speed, superb lens quality. Yet simplicity of design permits a price that is really attractive. Write for fuller details.

Bausch & Lomb Optical Company
Rochester, N.Y.

For Better Vision » » Orthogon Eyeglass Lenses

Have You Bought a Book This Month?

We Recommend All of These

George Eastman	\$5.10	Illustrative Photography in Advertising	\$3.10
(The first and only biography of Mr. Eastman, of course including the history of the Kodak Company)		(The only book on this subject)	
Conception of Art	\$3.65	Art of Retouching Photographic Negatives	\$2.60
(An analysis of art principles)		(The most complete book on retouching ever written)	
Pictorial Composition and Critical Judgment of Pictures	\$4.15	Laws Which Affect the Photographer	\$3.00
(Familiarly known for years as "Poore's Composition")		(Buy this book and keep yourself out of the courts)	
Art Principles in Practice	\$4.15	Towles' Portrait Lightings	\$5.00
(The proper application of composition and pictorial principles)		(32 fine portraits with accompanying lighting diagrams. An essential if you want to improve your work)	
(The above three books are by Henry R. Poore, and we believe that no studio, large or small, can afford not to own the entire set)		Studio Portrait Lighting	\$4.50
Coloring Portrait Photographs	\$5.00	(By a famous English photographer, accompanied by many valuable lighting diagrams)	
Coloring Landscape Photographs	\$5.00	Art of the Photographer	\$6.00
Coloring Commercial Photographs	\$5.00	(By an English photographer who has taken many prizes in this country)	
(Each a complete portfolio of lessons, with actual 8x10 prints for coloring, and the privilege of criticism by the author. Each a complete correspondence course in itself)		Commercial Art	\$3.10
		(A complete course in poster illustration)	
		A Treatise on the Airbrush	\$2.60
		(The most complete course ever written on the use of this essential instrument)	

All Prices Include Postage. Send Your Order and Check to

THE ABEL PUBLISHING COMPANY

520 CAXTON BUILDING

CLEVELAND, OHIO

(We will gladly obtain for you any books you want, on any subject)

WANTED!

Photographs

of

Julia Marlowe

whether taken in
costume or not

for Private Collection

**State what you have
and your price**

Box V-1 care of ABEL'S

The date of the eighth International Congress of Photography has been changed in order to make it possible for members to visit the third International Radiological Congress, which will be held in Paris from July 27th to 31st, 1931. The eighth International Congress of Photography will be held August 3rd to 8th, 1931, in Dresden, Germany.

B. J. Fisk, Elroy, Wis., 58-year old photographer of that city, died on August 4th after an illness lasting some five years. He had been in Elroy for 25 years.

COLORING

BIG PROFITS IN MINIATURES! But much greater profits if you paint them yourself. Don't dabble with cheap colors and get poor prices. Let our skilled artists teach you the real art of painting. A few orders pay for course and wonderful sales ideas. Satisfaction or money back. Write today for free booklet and profit-making suggestions. National Art School, Inc., Dept. 9290, 1008 Dearborn, Chicago, Ill. 9-13-EOW

STUDIOS FOR SALE

FOR SALE—A live going studio, all modern equipment, both commercial and portrait. Large college and school business; no coupon or price cutting. Leading studio in Ohio town of 30,000, doing \$20,000 annually. Write M-3, care of this journal. 9-6-3

—Make use of our "Ask Us!" Department—it's for YOU—

6 SECONDS!

AND NOT A MISS IN A MILLION!

NOMIS



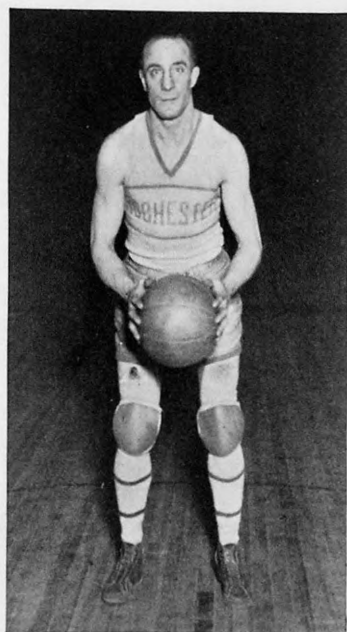
SPECIAL TEST OFFER

An opportunity for you to make more money through faster production and reduction of waste!

Let's get down to facts and figures. How much have you lost during the last 12 months on poor prints? First, figure the paper that was wasted. Then, figure the double time of reprinting. On top of that consider the inconvenience when you are crowded with work.

HALOID NOMIS introduces a new feature in finishing paper that takes the guess out of printing. Insures uniform quality prints regardless of variance of conditions and exposure.

Use the coupon and make more money by making this test!



SPECIAL TEST OFFER COUPON

THE HALOID COMPANY, Rochester, N. Y.

I want to take advantage of your NOMIS test offer. Send me 2500 sheets of $2\frac{3}{4} \times 4\frac{1}{2}$ NOMIS at the special price of \$5. Remittance is attached.

Name

Address

City State

THE HALOID CO.

ROCHESTER, N. Y.

NEW YORK OFFICE, 225 Fifth Avenue

BOSTON OFFICE, 101 Tremont St., at Bromfield

CHICAGO OFFICE, 63 W. Washington Street

San Francisco Agent

A. H. MUHL, 714 Market St.

Los Angeles Agent

A. H. MUHL, 643 S. Olive St.

Seattle Agent

A. H. MUHL, 709-2nd Ave.

WHY PURCHASE FOREIGN LENSES WHEN VELOSTIGMATS ARE AVAILABLE?

Series Ia F/6.3-F/7.7 Velostigmat

Three fine anastigmats in one. Both of the single elements may be used alone and they like the doublet are fully corrected anastigmats.

The triple convertible feature in a lens is of infinite value in obtaining telephoto effects, better perspective, or larger images from a given point of view.

Series II F/4.5 Velostigmat

An all-around lens with high speed and exceptional anastigmatic corrections. Recommended for general studio and home portrait work as well as speed photography, enlarging and copying.

This lens in the larger sizes is equipped with a diffusing device which adds to its usefulness by reducing retouching.

Series III F/9.5 Velostigmat

A wide angle lens incorporating the finest anastigmatic corrections. It works at the ultra-rapid speed of F/9.5 which makes it ideal for focusing in dimly lighted interiors.

Being a flat field lens it lends itself admirably to banquet and commercial work where sharp, uniform definition are requirements.

Send for our free catalog that gives detailed information on these and other Wollensak lenses.

WOLLENSAK OPTICAL COMPANY

696 HUDSON AVENUE

ROCHESTER, NEW YORK

Manufacturers of quality photographic lenses and shutters since 1899

SPECIALLY DEvised EQUIPMENT

for the NEW

Photoflash Lamps

will be
announced in

ABEL'S FOR SEPT. 20th

Watch for it
—and wait!

IT WILL OFFER
TREMENDOUS ADVANTAGES

Euclid Flash Lamp Co.

5511 Euclid Avenue
Cleveland, Ohio

FOR SALE OR RENT—Chircosta Studio, Fairmount-Cedar Bldg., Cleveland, Ohio. Completely equipped for immediate business. Apply office of building. 9-6-2

FOR SALE—Well established studio in Central Illinois city of 60,000, ground floor, heart of business section, half block from high school. Equipment invoices \$3,000. Priced at \$1,500 for quick sale. Address R-1, care of this journal. 9-13-1-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 employees.

WANTED—GOOD all around man. Please send your photograph and specimen of your work. State salary required. Trevor Teele, 203 North Aurora Street, Ithaca, N. Y. 9-6-TF

WANTED—FOR high class studio a man, Gentle, over thirty years of age, single. Must be first class retoucher and printer. Send sample of your own retouching and photograph of yourself. Give references. State salary. Steady position beginning October twentieth. Do not apply unless qualified. Raeburn Studio, 2114 East 71st Street, Chicago, Ill. 9-13-3

WANTED—A YOUNG man, one who is a clean fast printer, can retouch and not afraid of work. Send particulars and salary expected, in first letter. Address Rembrandt Studios, 110 South Adams St., Peoria, Ill. 9-13-1-C

SALESMEN WANTED—All territories. Side line of new type, reasonably priced glass photo frames. Small samples. State in full experience, territory, etc. Theolen Co., 606 West Lake Street, Chicago, Ill. 9-13-2-C

—When you write to Wollensak or Euclid Flash Lamp—please mention ABEL'S—

DEFENDER

VELOUR BLACK



For Prints by Projection . .

THE IDEAL combination of speed and scale to give softness and balance — real contact quality — to prints made by projection. Thus Velour Black gives emphasis to the best work in portrait or pictorial photography.

A choice of seventeen surfaces in paper stock.

Two recent additions:

Velour Black Canvas
(Fabric)

Ivora: White translucent film base—Velour Black emulsion. For miniatures and deluxe portraits.

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*Glossy
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Matt
**Veltex
Platinum Matt
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Buff Platinum Luster
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Buff Rough
Silk
Buff Silk
Maroquin
Buff Maroquin
White Rough - Medium
Weight
MonOkroM
(Rough Luster)
Coral-Pearl-Jade-Turquoise
MonOkroM
(Silk)
Coral - Jade
Canvas
(fabric)
Ivora
(film base)
*Single or Double Weight
**Single Weight only

DEFENDER PHOTO SUPPLY COMPANY, INC.
ROCHESTER, N. Y.

DEFENDER

Ask Us!



ABEL'S stands always ready—through the staff of contributing editors to our two magazines—to help photographers over their rough places. The men and women of national reputation named below will gladly answer your questions. There is no charge, but each inquiry must be accompanied by stamped addressed return envelope. Answers will be forwarded direct by mail as quickly as we can write the proper person and get back a reply. Those of general interest will be published, initials only being used and even those omitted on request of the writer. Letters should be addressed to the proper editor in care of ABEL'S. In case you don't know which editor to address, or if your problem is not covered in this list, write the ASK US! Department anyway and we will get the information for you somewhere.

Portrait Photography:

COMPOSITION IN PORTRAITURE—Nicholas Haz, F.R.P.S.
COST FINDING—Ed. E. Sheasgreen.
COUPON AND SOLICITATION PROBLEMS—Mrs. Harry Wills.
HOME PORTRAITURE—Fred R. Bill.
RECEPTION ROOM PROBLEMS—Mrs. Helen G. Stage.
WHITE BACKGROUNDS—Frank R. Bill.

Commercial and Industrial Photography:

AERIAL—Arthur P. Bancroft.
ARCHITECTURAL—Harold H. Costain.
CIRKUT WORK—John E. Ertler.
COLORING GLOSSY PRINTS—M. M. Hampton.
COST FINDING—W. E. Dobbs.
FURNITURE—"Jim" Thompson.
GENERAL WORK—Harry J. DeVine.
NEWS AND PRESS WORK—John Ertler.
PHOTOMICROGRAPHY—Charles H. Shipman.

Photo Finishing:

LARGE PLANTS—David S. Merriam.
IN THE ORDINARY STUDIO—Adam Bauer

Miscellaneous:

ACCOUNTING SYSTEMS—Ed. E. Sheasgreen.
AIRBRUSHES AND AIRBRUSH EFFECTS—J. A. Paasche.
BROMOIL—Charles H. Shipman.
COLOR PLATES—George M. Edmondson.
COLORING AND PAINTING ON PHOTO CANVAS—Lucile Robertson.
COLORING IN OILS—Martha Pyke Holling.
COLORING WITH WATER COLORS—M. M. Hampton.
DARK ROOM DIFFICULTIES—Philip R. Slater.
DESENSITIZING—John G. Marshall.
FLASH POWDERS AND FLARES—John G. Marshall.
LEGAL PROBLEMS—Leo T. Parker, Attorney-at-Law.
LENSES—Charles H. Shipman.
MOTION PICTURE PHOTOGRAPHY—Eugene J. Cour.
MOUNTING AND ADHESIVES—Nat. Heiman.
RETOUCHING—Crosby M. French.
STUDIO DECORATION—Mrs. Fred R. Bill.
STUDIO FLOOR PLANS and LAYOUTS—Deck Lane.

ABEL'S PHOTOGRAPHIC WEEKLY
 520 Caxton Building Cleveland, Ohio

NATURAL TINTS

IN ALL YOUR PRINTS

THE **PEERLESS** WAY

ASK YOUR DEALER FOR INFORMATION

Avoiding Copyright Obligations. We received an invoice the other day from a company for some photostat work, and on the bottom of the copy we noticed the following: "This Company waives entire responsibility for reproduction of copyrighted material." We should like to know whether or not this same printed matter placed on invoices for copy work done by commercial photographers would exempt them in any way from being liable in case of reproducing a copyrighted photograph.—G. W. K., Detroit, Mich.

Answer by Mr. Parker: Printed notifications are not effective unless signed. Where a person or firm prints a notice, such as you describe, on an invoice, it is not binding on the other party. Also, even if the invoice were signed by the customer, this would not prevent the owner of a copyright from suing and recovering damages for infringement. However, an agreement is valid by which a customer assumes all responsibility for infringement and by which he agrees to compensate you for any losses resulting from your copying a picture for him.

HIGH GRADE ENVELOPES

LINED AND PLAIN

WRITE FOR PRICE AND SAMPLES

J. W. McCabe Company, Inc.

91 GREENE STREET NEW YORK, N.Y.

I Buy Film and Glass

Highest prices paid. Write for prices and instructions before shipping.

P. H. KANTRO
 PORTAGE, WIS.

SOLE U. S. AGENTS

Wellington

and

**ILLINGWORTH
PRODUCTS**

**ROSS
LENSES**

Write for Illustrated Catalogue No. 30

Just Ready

MEDO PHOTO SUPPLY CORPORATION

323-325 WEST 37th STREET

NEW YORK, N. Y.

THE A TO Z STOCKHOUSE

CLASSIFIED ADVERTISING

Italic type or capitals at double the rates quoted. No display. 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.

Advertisements received on or before Monday are published the following Saturday
PLEASE TYPEWRITE YOUR ADVERTISEMENT OR PRINT IT PLAINLY

RETOUCHER WANTED—Preferably one who can color. Permanent place for expert worker in high class studio. Send samples, state age and salary wanted. Rudy Moc Studio, Lorain, Ohio. 9-13-1

WANTED—FIRST class operator for road work. Write in detail past experience, salary desired. Send samples and photograph of self to Morrall Studio, 371 Andrews Street, Rochester, N. Y. 9-13-1

WANTED—IMMEDIATELY first class retoucher and etcher for high grade studio. Salary \$40.00 per week. First class only need apply. Rembrandt Studio, 39 Mulberry St., Mansfield, Ohio. 9-13-1-C

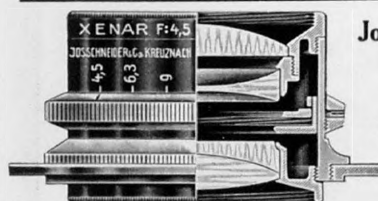
SITUATION WANTED

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 employees fail to accord this courtesy to employers.

POSITION WANTED—By a lady with 13 years' experience as all around assistant in reception room work, retouching, printing, finishing and operating. Also do tinting. Write T-8 care of this journal. 8-30-6-C

RETOUCHER, BACKGROUND artist and colorist wants permanent position. Capable of heavy responsibility. Mild climate preferable. Address S-10 care of this journal. 8-30-3-C

WANTED POSITION as receptionist in first class studio. A-1 references. Can qualify. Address B-14, care of this journal. 9-13-1-C



Jos. Schneider
& Co.

f4.5
XENAR
f3.5

FULLY CORRECTED ANASTIGMAT LENSES

Free trial and comparison with highest priced lenses
New Catalogue on request.

Sole Agent **BURLEIGH BROOKS**
136 Liberty Street New York City

SITUATION WANTED: 2c per word. No advertisement less than 50c.

HELP WANTED: 3c per word. No advertisement less than \$1.00.

MISCELLANEOUS, RETOUCHING, COLORING, STUDIOS FOR RENT, etc.: 4c per word. No advertisement less than \$1.25.

STUDIO FOR SALE: 6c per word. No advertisement less than \$1.50.

ANSWERS IN OUR CARE: 25c extra for each insertion.

RETOUCHER DESIRES position where good smooth work is appreciated. Can assist with other work. Send negative for sample of work. Harry Blodgett, Colebrook, N. H. 9-13-2-C

EXPERT OPERATOR, home or studio, desires connection with high class studio for permanent position. Capable of managing. Have eighteen years' experience in all branches. Write F-5 care of this journal. 8-30-3-C

SITUATION WANTED—By young man as all around help in studio doing portrait, commercial and amateur finishing. Can do projection and contact printing, also developing and take care of dark room work; slight knowledge of operating. Can give the best of reference. Willing to work for advancement. Address Joseph Barta, Jr., 604 Dewey St., Martins Ferry, Ohio. 9-6-2-C

SITUATION WANTED—By young man as printer and dark room worker. First class studio only. Seven years experience, no retouching. Prefer mid-west. H. Bechtel, South 7th St., Goshen, Ind. 9-6-2

POSITION WANTED—By young married man. Expert operator, printer and dark room man, ten years experience, good references; any reasonable salary accepted if permanent. Would consider managing studio. Write Photographer, 251 East K St., Casper, Wyoming. 9-13-1-C

A-1 ALL AROUND commercial man, also portrait, printing, operating, projecting, etc., no retouching. J. F. Grady, 13006 Cedar Rd., Cleveland Heights, Ohio. Fairmount 1211-M. 9-13-2

OPERATOR WANTS position in studio where quality counts above quantity. Sober, industrious, reliable. Student of Bill Towles and Daddy Lively. Ten years experience in managing own studio. Age 43, married. One year contract. Go anywhere at once. Salary \$75.00. Address Photographer, 2022 East 105th Street, Cleveland, Ohio. 9-13-1

YOUNG MAN desires position with commercial house. Good dark room man. Address H-5, care of this journal. 9-13-2-C

POSITION WANTED—By reliable experienced man. Retouch, operate, print. Salary right. Must be permanent. Keith Ohaver, 313 Market St., Rockville, Ind. 9-13-2-C

SITUATION WANTED—By lady, as photographer's assistant. Some experience, small salary. Miss C. B., 6338 Kimbark Ave., Chicago, Ill. 9-13-2-C

RETOUCHER—Dependable, wants position with high range photographer. Send films for sample work. Call after six o'clock, Outervale 2504. Arnold Kellerman, 1219 Hoe Ave., New York City. 9-13-1

OPERATOR ESPECIALLY GOOD with children, artwork professional retoucher and etcher. Color artist, printer and novelty maker, very handy with airbrush. Will accept position in a first class studio only. References and samples exchanged. C. H. Knabb, Box 254, Effingham, Ill. 9-13-2

THE FOUNTAIN AIR BRUSH WILL INCREASE YOUR PROFITS!



Easy to handle and to Keep in Order
Over 30,000 in every-day use
Send for Catalogue 32W

THAYER & CHANDLER

913 West VanBuren Street CHICAGO, ILLINOIS

—When you write to Brooks or Thayer & Chandler—please mention ABEL'S—

WANTED—YOUNG married man desires position. Ten years experience. Operator, printer, retoucher, home portrait work. Also interested in managing or leasing studio. Address C-15, care of this journal. 9-13-1

RECEPTIONIST, SALESLADY, capable, trustworthy and possessing personality, with experience. Also good in finishing, desires connection in first class studio. Write B-16, care of this journal. 9-13-2-C

Professional Dealers Who Want Your Trade

AKRON, OHIO—Metzger Photo Supply Co., 1091 South Main Street

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

ATLANTA, GA.—Atlanta Photo Supply Company, 56 Walton Street

ATLANTA, GA.—Eastman Kodak Stores, Inc., 183 Peachtree Street

BALTIMORE, MD.—Eastman Kodak Stores, Inc., 309 North Charles Street

BALTIMORE, MD.—Maryland Photo Stock Co., 219 North Liberty Street

BOSTON, MASS.—Ralph Harris & Co., 30 Bromfield Street

BOSTON, MASS.—Eastman Kodak Stores, Inc., 38 Bromfield Street

BUFFALO, N. Y.—J. F. Adams, Inc., 459 Washington Street

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

CHICAGO, ILL.—Burke & James, 223-225 West Madison Street

CHICAGO, ILL.—Eastman Kodak Stores Co., (formerly Sweet, Wallach & Company) 133 North Wabash Avenue

CHICAGO, ILL.—Norman-Willets Photo Supply Co., 318 Washington Street

CHICAGO, ILL.—Western Photo & Supply Co., 208 North Wabash Avenue

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

CINCINNATI, OHIO—Simpkinson & Miller, 433-435 Elm Street

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

CLEVELAND, OHIO—Eastman Kodak Stores, Inc., 806 Huron Road

DALLAS, TEXAS—Geo. H. Pittman & Bro., 1504 Young Street

DENVER, COLO.—Eastman Kodak Stores, Inc., 626 16th Street

DES MOINES, IOWA—Eastman Kodak Stores, Inc., 808-10-12 Locust Street

DETROIT, MICH.—Eastman Kodak Stores, Inc., 1235 Washington Boulevard

FOND DU LAC, WIS.—Fond du Lac Photo Supply Co. (The Huber Bros.), 36 S. Main Street

GRAFTON, W. VA.—W. R. Loar & Sons, 119 W. Main Street

HOUSTON, TEXAS—Texas Photo Supply Co., 1019 Main Street

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

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

KANSAS CITY, MO.—Eastman Kodak Stores, Inc., 916 Grand Avenue

KNOXVILLE, TENN.—Geo. C. Dury Company, 422 South Gay Street

LOS ANGELES, CALIF.—Eastman Kodak Stores, Inc., 643 South Hill Street

MEMPHIS, TENN.—The Memphis Photo Supply Co., 122 Union Avenue

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

MILWAUKEE, WIS.—Reimers Photo Material Co., 238-240 Third Street

MINNEAPOLIS, MINN.—Eastman Kodak Stores, Inc., 114 South 5th Street

NASHVILLE, TENN.—Geo. C. Dury Company, 420 Union Street

NEW ORLEANS, LA.—Eastman Kodak Stores, Inc., 213 Baronne Street

NEW YORK CITY—Eastman Kodak Stores, Inc., Madison Avenue at 45th Street, also 235 West 23rd Street

NEW YORK CITY—Medo Photo Supply Corporation, 323-325 West 37th Street

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, NEBR.—Eastman Kodak Stores, Inc., 419 So. 16th Street

PHILADELPHIA, PA.—Eastman Kodak Stores, Inc., 1020 Chestnut Street

PITTSBURGH, PA.—Eastman Kodak Stores, Inc., 600 Wood Street

PORTLAND, ORE.—Eastman Kodak Stores, Inc., 345 Washington Street

REGINA, SASK.—The Regina Photo Supply, Ltd., 1924 Rose Street

ROCHESTER, N. Y.—Smith-Surrey, Inc., 129 Clinton Avenue, South

ST. LOUIS, MO.—Eastman Kodak Stores, Inc., 1009 Olive Street

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

ST. PAUL, MINN.—Eastman Kodak Stores Company, 91 East Sixth Street

SAN ANTONIO, TEXAS—Southwest Photo Supplies, 120 Bonham Street

SAN FRANCISCO, CALIF.—Eastman Kodak Stores, Calif., 545 Market Street

SAN FRANCISCO, CALIF.—Hirsch & Kaye, 239 Grant Avenue

SEATTLE, WASH.—Anderson Supply Co., 111 Cherry Street

SEATTLE, WASH.—Eastman Kodak Stores, Inc., 1415 Fourth Avenue

SYRACUSE, N. Y.—Francis Hendricks Co., Inc., 339 South Warren Street

TAMPA, FLA.—Tampa Photo & Art Supply Co., 709-711 Twiggs Street

TOLEDO, OHIO—Gross Photo Supply Co., 325 Superior Street

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

VANCOUVER, B. C.—Eastman Kodak Stores, Limited, 610 Granville Street

WASHINGTON, D. C.—Eastman Kodak Stores, Inc., 607 Fourteenth Street, N. W.

WINNIPEG, MAN.—Eastman Kodak Stores, Ltd., 287 Portage Avenue, also Calgary, Alta.



Photographic Lenses are judged by a standard created by Goerz

IN the manufacture of Goerz Lenses conscientious and intelligent application is displayed in each successive process — from the careful selection of the optical glass used to the last, ultimate polish and adjustment of the lens elements.

Descriptive literature on request.

C.P. GOERZ AMERICAN OPTICAL CO.
317 A EAST 34TH ST. NEW YORK CITY



Blum's Photo Arts

In the Service of the Profession

Creating those things for the Photographer that increase his profits . . . his prestige . . . his standing in the community as a professional man.

Some of these specialties are Water Colors, Oil Effects, Luminous Astro Tones (a special Blum creation), Etchings, Paintings on Porcelain, Miniatures of every description.

The Restoration of the original charm of old prints . . . Daguerreotypes . . . snap shots.

These are only a few—not to forget Gum Prints and Carbons for the pictorial worker.

A clientele of more than 5,000. Briefly that is what our organization means to the profession.

Price List on request.

Blum's Photo Arts, Inc.
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