

managers and sales executives clubs are doing for sales managers.

The October issue just out contains articles, cartoons, poems and paragraphs by Dale Carnegie, Elbert Hubbard, Harry Simmons, Saunders Norvell, Vash Young, Charles H. Fernald, Donald Morris-Jones, and others.

The Editorial Advisory Committee consists of John G. Jones, Vice-President, Alexander Hamilton Institute, H. B. LeQuatte, President, H. B. LeQuatte, Inc., Saunders Norvell, Chairman of the Board, Ingersoll & Norvell, Inc., Richard C. Borden, Asst. General Sales Manager, The Borden Co., Edward F. Dalton, Salesman, Collier Advertising Service Inc., and P. H. Whiting, Vice-President, Dale Carnegie Institute.

The Binks Manufacturing Company, 3114 Carroll Avenue, Chicago, Illinois, announce a new complete sixty-page catalog covering their entire line of spray painting and finishing equipment. Spray guns, pressure painting outfits, spray booths, air compressors, pressure material tanks, hose and connections, respirators and masks, air and paint regulators, oil and water extractors, water wash equipment, exhaust fans, paint circulating systems, and accessory spray painting and finishing equipment.—Copies available on request.

Labeling Laws and Regulations, a valuable and timely loose-leaf compiler, just issued by the National Paint, Varnish and Laquer Association, containing all state and national laws pertinent to the subject. The information will be kept up-to-date without cost. Price to Association members, \$3.00; to non-members, \$5.00.



Standard Oil Company of N. J., Bayway, N. J., has announced a series of new products under the brand name "Prime Cut Solvessos," obtained from prime cut or uncracked basic crude oil. They are said to be remarkably stable to light and long storage and to have solvent powers greatly in excess of previous naphtha solvents from petroleum. Alkyds, phenolics and other synthetic resin are easily soluble therein. This property, similar to that of coal tar products of limited production, greatly widens the availability of solvents of this class. The company believe that from these new products house paints and enamels possessing the same quality as the best automobile finishes will be made available.

The Egyptian Lacquer Mfg. Co., Detroit, has developed a new line designated by W. H. Ebner, Detroit division manager, as perspiration resisting lacquers. The company has also developed a moisture-proof lacquer for papers, magazines and labels, and a satin finish lacquer, in place of the glossy finish, which is perspiration resisting for use in the furniture trade.



The Hammond-Fishleigh Co. has been incorporated by R. H. Hamilton, president.



ARCHER-DANIELS-MIDLAND CO.
MINNEAPOLIS, MINNESOTA

Street. The new firm succeeds Argenti & Co. as the exclusive representative of the London company. John T. Galatti, well known in the shellac trade, is president, and Pandia A. Ralli is vice-president. John R. Anderson, who through his own company had had exclusive sale of shellac imported prior to 1931, by Ralli Brothers, Inc., joined the Argenti company in that year. He is a member of the sales organization of the new company.



Robert A. Alpers, who was formerly con-

one of the original members of the old National Paint Jobbers' Association. He was a member of the Omaha Chamber of Commerce, Omaha Athletic Club, Field Club and the Rotary Club. He is survived by Mrs. Cunningham, a son, three daughters and a brother, James T. Cunningham, who is secretary of the Pioneer Glass & Paint Company.

Oscar Current, formerly secretary and treasurer of the old Lampton, Crane & Ramey Co., paint manufacturer, Louisville, died in that city on September 12th, aged 57. He is survived by two brothers and two sisters.

Henry R. Gibbs, sales manager of the T. H. Nevin Co., paint and varnish manufacturer, Pittsburgh, died on September 10th, after a short illness, aged 66. He had been associated with the Nevin company since he was 18. He was widely known to the trade in the tri-state territory and served as president of the former Pittsburgh Paint, Oil and Varnish Club.