

Local Man Named To Mobil Oil Post

A Birmingham man, William A. Mareneck, 1074 Suffield, has been appointed manager of the Michigan district of Mobil 1947 as a sales trainee in Chicago, Oil Co. The announcement was made by Walter A. Guthrie, Detroit made by Walter A. Guthrie, Detroit division general manager. Kansas City.

Two Local Men Advanced by Firm

At the conclusion of their annual meeting, the board of directors of Lyon Inc., Detroit, announced the election of John S. Judd, of Birmingham Farms to the presidency. He succeeds former president, George A. Lyon, Jr., Bloomfield Hills, who advances to chairman of the board. Judd, 32075 Bingham Road, has been executive vice president since January, having joined Lyon from the post of president of Trim Trends, Inc., a company he founded in 1948. Lyon has served as president of the Lyon organization since 1955. He resides on Stratford Lane. Mrs. Alberta Lyon Judd was re-elected secretary-treasurer, and Robert M. Hodgson, vice president in charge of Canadian operations.

Adman Speaks on Sales Of Sporting Equipment

The great merchandising battles are won in the minds of men but the formal surrender takes place at the shop counter. Ernest A. Jones, president of Mac-Manus, John & Adams, Inc., Thursday told the annual sales convention of the Shakespeare Co., Kalamazoo. "The merchandising of discount is the most important job of advertising and selling," Jones told the fishing and golf equipment salesmen "and no matter how good the advertising it will never be a substitute for the dedicated salesman. "Your job is a tough one. And unless you use every skill, every bit of psychology of which you are capable, you are attempting to drive a bent nail into an oak log with a ripe banana, he said.

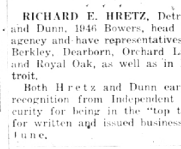


F. RICHARD CASKEY Franklin Resident Takes New Post

Season-all Industries, Inc., has appointed F. Richard Caskey, Franklin, as general manager of its Ryan Division plant at Inkster. According to Frank Gorell, president of the company, Caskey takes charge of all manufacturing, sales and distribution operations at the Inkster plant and warehouse. In addition, he will supervise production of Season - all's new aluminum window, door and awning products, in electrostatically-coated colors. Caskey was general manager of General Bronze Corp., Detroit, for the past five years.

B'ham Man Opens Agency

A Birmingham man, Robert W. Dunn Jr., who earned special recognition in June's F&F insurance written, and a Detroit man head an agency which will open Saturday. The agency, Hretz and Dunn Agency of Independent Security Life Insurance Co. will celebrate national formal opening at its offices in Detroit from 1 to 5 p.m.



JOHN P. LONG Birmingham Man Named to New Job

John J. P. Long, 1155 Stanley Blvd., Birmingham, has been named representative for Klen-Sik Products, Inc., Chicago. George Col. Journalism at Pennsylvania State university.

Life Society Names New State Manager

Donald R. Urquhart, formerly of Van Ness Drive, Bloomfield Hills, 1761 Taunton, Birmingham, has field superintendent, been appointed state manager in the Lansing area for Cleaner Life Insurance Society. It has been an experience in insurance and 10 named by John W. Dressler, 5477 years in sales.

NEED MONEY?

Would a first mortgage on your property help you to pay off pressing debts, pay off land contract, modernize your home, provide more working capital in your business, help with children's college expense?

UP TO \$35,000 - 20, 25, 30 YEARS

Call MI 6-9847 for confidential appointment in the privacy of your own home.

Report of Condition of BIRMINGHAM - BLOOMFIELD BANK of Birmingham, Michigan at the close of business June 30, 1962

A State banking institution organized and operated under the banking laws of this State and a member of the Federal Reserve System. Published in accordance with a call made by the State Banking Authorities and by the Federal Reserve Bank of this District.	
ASSETS	
Cash, balances with other banks, and cash items in process of collection	662,686.47
United States Government obligations, direct and guaranteed	915,295.41
Corporate stocks (including \$16,500.00 stock of Federal Reserve Bank)	16,500.00
Loans and discounts (including \$572.99 overdrafts)	3,317,823.46
Bank premises owned \$22,683.40, furniture and fixtures	\$4,584.68
Other assets	3,722.59
TOTAL ASSETS	5,012,085.81
LIABILITIES	
Demand deposits of individuals, partnerships, and corporations	1,514,694.93
Time and savings deposits of individuals, partnerships, and corporations	1,349,274.71
Deposits of United States Government (including postal savings)	59,050.96
Deposits of States and political subdivisions	1,256,283.77
Other deposits (certified and officers' checks, etc.)	221,705.73
TOTAL DEPOSITS	4,401,018.10
(a) Total demand deposits	2,024,744.39
(b) Total time deposits	2,376,273.71
Other liabilities	26,882.46
TOTAL LIABILITIES	4,437,706.56
CAPITAL ACCOUNTS	
Capital: (a) Common stock, total par value \$25,000.00	325,000.00
Surplus	225,000.00
Undivided profits	24,285.25
TOTAL CAPITAL ACCOUNTS	574,285.25
TOTAL LIABILITIES AND CAPITAL ACCOUNTS	5,012,085.81
MEMORANDA	
Assets pledged or assigned to secure liabilities and for other purposes	350,000.00
Deposits of the State of Michigan	90,229.10
I. S. Tenney McGraw, Vice President & Cashier, of the above-named bank do hereby declare that this report of condition is true and correct to the best of my knowledge and belief.	
S. Tenney McGraw	
We, the undersigned directors attest the correctness of this report of condition and declare that it has been examined by us and to the best of our knowledge and belief is true and correct.	
ATTEST: F. Douglas Campbell	Directors
Stephen C. Miller	Directors
Donald H. Parsons	Directors
State of Michigan, County of Oakland, ss:	
Sworn to and subscribed before me this 13th day of July, 1962	
Geraldine M. Curtis, Notary Public	Oakland County, Michigan
My commission expires Oct. 11, 1965	

Multiple exposure . . . now you can run a Classified Ad 3 times for only \$2.70 (non-business, up to 15 words, cash rate). Dial Midwest 4-1100 now.

EARN 6% by investing in CHURCH BONDS

one of the most secure investments

\$28,000 remaining on a \$18,000 Issue

CHURCH OF CHRIST
1152 Homerville
BIRMINGHAM
PHONE: MI. 6-3605

SWIMMING POOL Maintenance, Supplies and Chemicals

Call us for:

NELSON CHEMICALS CO's Swimming Pool Chemicals and PENNSALT PRODUCTS

Inertal's EXALGAE and Ramuc Enamel Paint

A. O. SMITH and LAARS heaters

MEYCO Swimming Pool Covers

NATIONAL Dial-Valve Filters and Equipment

DIHALO sticks for "Sani-Flo" Brominator

STEELCRETE

Prompt Delivery Service GR 4-3601

"YOU HAVE many highly desirable things going for you. You are selling products with an honored name and an enviable reputation. There is an increasing pool of leisure time extending to almost all classes of the population. "Disposable income is rising. Physical fitness has been made almost a national issue both by our doctors and by the administration if I may use both in the same sentence," Jones continued.

"MORE AND MORE of our people have changed from working with their hands to earning their living at the manipulation of ideas.

"TWO BILLION dollars was spent last year on boats and about the same amount on photography. Five billion dollars went for radio and TV sets, hi-fi, stereo and the like. Six hundred million dollars disappeared into backyard swimming pools. 200 million was chewed up by power lawnmowers and about three billion each for domestic and foreign travel," he said.

"The leisure-time merchandisers siphoned off about 17 billion. Now it is the nature of private budgets that what is spent for one thing must be subtracted from something else. There are very few privately owned money printing presses.

"SALESMANSHIP does not exist in a vacuum. It must compete against all other dollar-fighters. They, too, are selling dreams and discontent just as you are," Jones concluded.

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BARBECUE BLOW-OUT!! SATURDAY, JULY 21st

WE INTEND TO CLEAR OUT ALL OF OUR EQUIPMENT ON THIS DAY - AND ONLY THIS DAY!!

GRILLS

BIG BOY-22"-WITH WINDSCREEN-LIST \$24.95-TODAY \$12.95

BIG BOY-24"-WITH HOOD, LIGHT, SPIT & MOTOR-LIST \$59.95-TODAY \$33.95

BIG BOY-24" WITH S.S. HOOD, LIGHT, SPIT & MOTOR-LIST \$79.95-TODAY \$44.95

BIG BOY - 14" x 24" - WITH OVEN, SPIT & MOTOR-LIST \$79.95-TODAY \$44.95

HASTY BAKE-21" x 30"-OVEN TYPE-LIST \$139.95-TODAY \$69.95

ICE BUCKETS-Handsomeness
Dark and Light Wood Veneer with Brass Bands and Tongues.
List \$9.00-TODAY \$5.50
List \$13.50-TODAY \$7.25

CANDLES-2 1/2" DIAMETER
5"-LIST \$2.00-TODAY 75c
10"-LIST \$3.50-TODAY 1.50
Colors-Celadon, Purple, Ivory, Royal Blue, Red, Forest Green and Olive Green.

ODD PIECES BROWN POTTERY (For Outdoor Dining)
Bean Pot & Plate-LIST \$7.95-TODAY \$4.25
BEAN POT ON STAND-LIST \$4.20-TODAY \$2.50
COFFEE POT ON STAND-LIST \$11.95-TODAY \$5.95

CARVING BOARDS-GOOD LOOKING
Hardwood, Laminated.
LIST \$2.95-TODAY \$1.95
LIST \$1.95-TODAY \$1.35
LIST \$1.25-TODAY 85c

PATIO TABLE LINEN, PLACE SETTINGS, MATS, ETC.
BELGIAN LINEN CLOTHS-52" x 75"-LIST \$9.50-TODAY \$4.75
BELGIAN RUNNERS-LIST \$4.95-TODAY \$2.75
APRONS-LIST \$4.50, \$4.00, \$2.50, \$1.98-TODAY \$2.25, \$2.00, \$1.25, \$1.00
IMPERISHABLE, GAILY COLORED PLASTIC TRAYS & PLACE MATS (SOME WITH MATCHING NAPKINS. LIST \$3.50 TO \$8.75-TODAY \$1.95 TO \$4.95

EXTRA SPECIAL 10 lbs. KINGSFORD BRIQUETTES 69c
(Limit Two To A Customer)

McCLELLAN-BALL CO.
Everything for the Yard and Garden
850 S. WOODWARD, BIRMINGHAM, MICH.
FREE AREA DELIVERY - Midwest 4-4133

IN SICKNESS AND IN HEALTH

Your Pharmacist is Here to Serve Your Needs!

At your service: the years of experience and training, plus the skill and accuracy that your pharmacist puts to work every day.

Whether it's filling a prescription or supplying a brand of vitamins, we do our best always!

Infinite care and precision, plus years of specialized training go into the filling of every single prescription at our pharmacy! Our knowledge, experience and skill are your assurance that your prescription will always be compounded with the same painstaking accuracy.

In time of illness, you can count on us to have what you need when you need it - that's because we carry a complete line of supplies for the sickroom!

And here's an extra convenience for busy home nurses . . . we'll deliver your order right to your door without any extra charge!

WABEEK PHARMACY
296 W. Maple MI 4-6333 Birmingham

and

THE PRESCRIPTION CENTER
624 N. Woodward MI 6-4288 Birmingham
FREE PICK-UP AND DELIVERY SERVICE
from 10 a. m. to 10 p. m.

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MID-SUMMER TERM OPENING JULY 23 (Day and Evening Divisions)

At PBI your advantages are:

- A specific goal
- Shorter time
- Less cost
- Employment service
- Individual attention
- Modern equipment and methods
- New friendships
- Confidence comes with the course

PBI School catalog will be sent to you on request, without obligation.

PONTIAC BUSINESS INSTITUTE
18 W. Lawrence - FE 3-7028

GENERAL PRIMARY ELECTION

To the Qualified Electors:

NOTICE IS HEREBY GIVEN, That a General Primary Election will be held in the City of Birmingham, County of Oakland State of Michigan

— ON —

TUESDAY, AUGUST 7, 1962

- AT THE PLACE OR PLACES OF HOLDING THE ELECTION IN SAID CITY AS INDICATED BELOW, VIZ:
- PRECINCT NO. 1 - Chesterfield Fire Station, 1600 West Maple.
 - PRECINCT NO. 2 - Holy Name School, Corner of Harmon and Greenwood.
 - PRECINCT NO. 3 - Congregational Church, Woodward at Euclid.
 - PRECINCT NO. 4 - Municipal Building, 151 Martin Street.
 - PRECINCT NO. 5 - Barnum School, Frank Street at Purdy Street.
 - PRECINCT NO. 6 - Adams Fire Station, 572 S. Adams.
 - PRECINCT NO. 7 - Grand Trunk Station, 245 East Road.
 - PRECINCT NO. 8 - Seaholm High School, Corner West Lincoln and Cranbrook, Lobby Entrance from Parking Lot.
 - PRECINCT NO. 9 - Pierce School, 1829 Pierce Street.
 - PRECINCT NO. 10 - Y. M. C. A., 400 East Lincoln.
 - PRECINCT NO. 11 - Torry School, 1658 E. Lincoln, Corner of Torry.
 - PRECINCT NO. 12 - Adams School, Oakland between Worth and Adams.
 - PRECINCT NO. 13 - Quarton School, Chesterfield and Oak.
 - PRECINCT NO. 15 - Y. M. C. A., 400 East Lincoln.
 - PRECINCT NO. 14 - Midvale School, 2121 Midvale.
 - PRECINCT NO. 16 - Eton Skating Rink, 2100 East Lincoln.

FOR THE PURPOSE OF PLACING IN NOMINATION BY ALL POLITICAL PARTIES PARTICIPATING THEREIN, CANDIDATES FOR THE FOLLOWING OFFICES, VIZ:

GOVERNOR, LIEUTENANT GOVERNOR, REPRESENTATIVE IN CONGRESS TO BE ELECTED AT LARGE, REPRESENTATIVE IN CONGRESS FROM THIS DISTRICT, STATE SENATOR AND SIX REPRESENTATIVES IN THE STATE LEGISLATURE, ALSO FOR NOMINATING CANDIDATES FOR COUNTY OFFICES AND ALSO FOR THE PURPOSE OF ELECTING DELEGATES TO THE DEMOCRATIC AND REPUBLICAN COUNTY CONVENTIONS

ALSO ANY ADDITIONAL AMENDMENTS OR PROPOSITIONS THAT MAY BE SUBMITTED

Notice Relative to Opening and Closing of the Polls

ELECTION LAW, ACT 116, P. A. 1951

SECTION 720. On the day of any election, the polls shall be opened at 7 o'clock in the forenoon, and shall be continuously open until 8 o'clock in the afternoon and no longer. Every qualified elector present and in line at the polls at the hour prescribed for the closing thereof shall be allowed to vote.

THE POLLS of said election will be open at 7 o'clock a.m. and will remain open until 8 o'clock p.m. of said day of election.

IRENE E. HANLEY, City Clerk