

Vending Machine Sales Add Many Products

By JOSEPH HUTNYAN
 United Press International
 Washington —UPI— They must have smiled in 1888 when Thomas Adams sat down to tell about his unusual idea for selling an exciting new product called Tutti-Frutti chewing gum.

Adams planned to pack the gum in machines in elevated railway stations in New York. A customer would put in a penny and out would come one stick.

Nobody knows for sure how the other chewing gum tycoons reacted to this innovation. But Commerce department studies prove that if there were any laughs, Adams got the last one.

He gave the first important

emphasis in this country to a new selling technique that began with chewing gum and a trickle of pennies. The stream now has swelled to a billion dollar torrent of quarters, dimes and half dollars that sweeps along everything from cigars to frozen asparagus.

Vending Increases
 Judging by the trend it is likely that in the future just about anything that fits into a vending machine will be sold by this "silent salesman."

The Commerce department, in a history of the U. S. vending machine industry, reports that vending sales are increasing at twice the per cent of total sales, but prospects are for continued record growth.

The department said vending sales shot up about 65 per cent in six years to hit an approximate \$1 billion in 1960. The industry estimates it now is moving along at a \$3 billion-a-year clip.

The number of establishments engaged primarily in automatic vending also is increasing 10 times faster than conventional retail sales businesses.

Big Spurt Recent
 Actually, the big spurt has come within the past 10 years. The silent salesman remained pretty much in the chewing gum and weight scale business for almost half a century.

World War II change that Automatic vending branched

into other fields, notably soft drinks, candy bars and cigarettes. The technique's full potential came into focus when business saw how well it served the nation's armed services and defense plants.

After the war, the silent salesman's efficiency got a big lift from technological innovations. He has been on the move since.

40 Per Cent Use
 Today, the Commerce department reported that 9 out of 10 plants in the U.S. with 250 or more employees have vending machines. And about 40 per cent use them for their only food service.

The present outlook is for vending sales to extend into the bigger selling operations,

including food markets, department stores, gasoline stations and restaurants.

From the business man's point of view, its advantage over conventional selling is obvious. The silent salesman is on duty 24 hours a day. It makes few mistakes. It doesn't go on strike, and it never takes a coffee break. But sometimes it is robbed.

Homework Needed, Says School Head
 St. Louis —UPI— School principal Quincy C. Dickey says teachers shouldn't give homework as punishment.

"Homework," Dickey says, "should serve two primary functions — to develop proficiencies in a particular skill, and to allow the pupil an opportunity to demonstrate this skill to his parents."

"If the week ends and one evening in the middle of the week are left free, the pupil has an opportunity to develop appreciation and skill in art and music and to participate more fully in the social life of the family and the community."

Homework is important to the high school student, especially if he intends to go to college, Dickey adds.

In college, Dickey said, the student will have to spend about 30 hours a week in study — twice the amount of time he'll spend in class.

"If the student isn't used to homework, he'll be lost," he said.

Proofreader's Joke Becomes the Truth
 Washington —UPI— A proofreader on The Old Farmer's almanac overlooked the mischief of a typesetter who, for a joke, inserted this forecast for July, 1816: rain, snow and hail.

But it did rain, snow and hail — in the order, says the National Geographic Magazine.

About one-fourth of the money spent in the United States for food, or about \$18 billion a year, goes for meals and snacks bought and eaten away from home.

Bachelors Pay More for Foods
 East Lansing, Mich. —UPI— Restaurant-frequenting bachelors beware—your food costs are going to continue to be well above the amount married men have to spend to eat home-cooked meals.

This is the prediction of Mary Zehner, Michigan State university agricultural economist, who says average prices of food consumed at home is expected to change little from last year.

Prices of food consumed away from home, however, probably will continue a long-term upward trend this year, Miss Zehner said.

"Food costs on meals bought in restaurants, cafeterias and drive-ins reflect increased labor costs to a greater extent than those of foods purchased for the family table," the home economist said.

"About \$1 out of every \$4 spent annually for food is on food eaten away from home," said Miss Zehner. And more than half of the cost of restaurant meals goes for the preparation and serving.

For the home consumer, the prices of cereals, bakery products, fruits and vegetables are expected to increase slightly during 1963, Miss Zehner noted. Dairy products and eggs will remain about the same price. The average retail price of red meat also is expected to stick close to the 1962 level.

Some lowering of prices for pork can be expected this year, but Miss Zehner said this would be offset by higher lamb prices and slightly higher beef prices.

CHAIRITABLE
 Cape Girardeau, Mo. —UPI— An upholsterer's sign here says: "We Hope You Recover Soon."

SPECIAL!
 Once-a-year Offer . . .



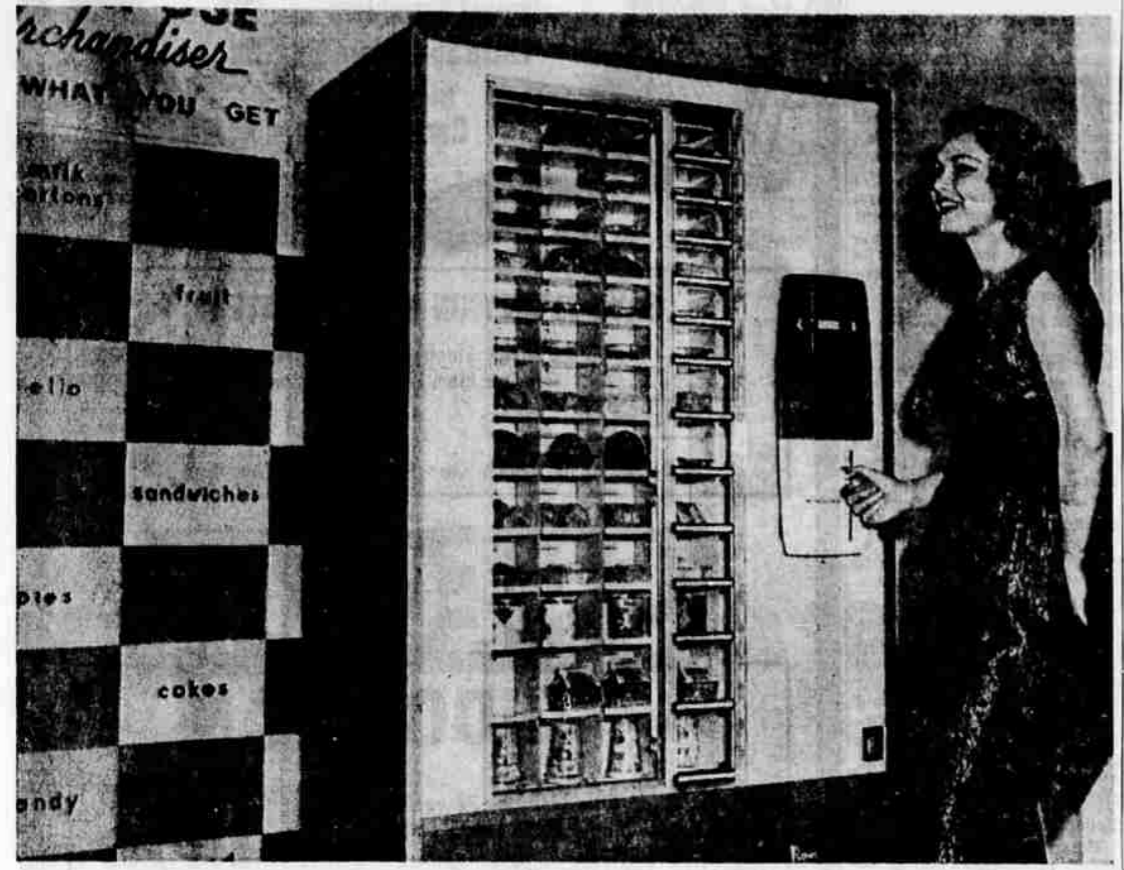
CHOCOLATE COVERED CHERRIES!

Finest Chocolate Cordial you can buy! Regular \$2.00 per 12-oz. box

AVAN'S

Friday and Saturday Only! **\$1.49** Box

In Medford Shopping Center • Phone 779-1377



MODEL INSPECTS VENDER—Model Ardie Scott inspects the Rowe All-purpose vender, a coin operated machine that dispenses all foods from soup to nuts. It was included in the 1959 convention exhibit of automatic merchandising in Chicago. Commerce department studies reveal that just about anything that fits into a vending machine will be sold by silent salesmen like this one. (UPI)

Homework Needed, Says School Head
 St. Louis —UPI— School principal Quincy C. Dickey says teachers shouldn't give homework as punishment.

"Homework," Dickey says, "should serve two primary functions — to develop proficiencies in a particular skill, and to allow the pupil an opportunity to demonstrate this skill to his parents."

"If the week ends and one evening in the middle of the week are left free, the pupil has an opportunity to develop appreciation and skill in art and music and to participate more fully in the social life of the family and the community."

Homework is important to the high school student, especially if he intends to go to college, Dickey adds.

In college, Dickey said, the student will have to spend about 30 hours a week in study — twice the amount of time he'll spend in class.

"If the student isn't used to homework, he'll be lost," he said.

Proofreader's Joke Becomes the Truth
 Washington —UPI— A proofreader on The Old Farmer's almanac overlooked the mischief of a typesetter who, for a joke, inserted this forecast for July, 1816: rain, snow and hail.

But it did rain, snow and hail — in the order, says the National Geographic Magazine.

About one-fourth of the money spent in the United States for food, or about \$18 billion a year, goes for meals and snacks bought and eaten away from home.

It's Time To Buy Your Boat!

- **PRICES ARE LOWEST NOW . . .**
 because our present stock was bought at lower "winter production" prices.
- **MORE MODELS TO CHOOSE FROM**
 Our Marine store is crammed full of fresh new models in many sizes and colors. Now, you can get what you want.
- **PAY WHEN YOU TAKE DELIVERY**
 You need only to deposit a little money to have your name put on your boat outfit. Payments start 45 days after you take delivery.

HALF THE FUN IS GETTING READY

If you have promised yourself and your family to have more family fun this year, you need a boat! Start it out by bringing the family and looking over the nicest boats in town.

Priced Right and On Terms to Suit You!

12' SeaSwirl Glass Cartoppers
 Now in Stock **\$249⁹⁵** Special Terms \$25 DOWN \$12 MONTH

13' SeaSwirl Fisherman Special
 Look at the Spec's 64" Beam 30" Freeboard It's Big and Brawny!
Immediate Delivery, \$325 SPECIAL TERMS \$35 DOWN, \$15 MONTH

EVINRUDE MOTORS

Tag Yours Now For Years Of Trouble Free Performance



BOATS

14' to 19' All Equipped
TERMS TO SUIT YOU!

U.S. Coast Guard Approved	U.S. Coast Guard Approved	Marine Approved
LIFE JACKETS	LIFE CUSHIONS	2 1/2-lb. Dry Chemical
Reg. \$4.95	Now \$2.95	Fire Extinguishers
		FRIDAY AND SATURDAY \$9.95

We Are Telling The Truth!

We Have Too Many High Priced **STEREO-RADIO SETS**
 In Stock For This Time of Year!

So . . . For 1 Day . . . George Washington's Birthday
WE WILL CUT THE PRICE SO DEEP THAT IT WILL HURT US MORE THAN IT WILL YOU!

The TANGLEWOOD
 3VF2 Series
 With FM-AM Tuner
 3VF24 Series

RCA VICTOR TOTAL SOUND STEREO - NEW DIAPHONIC SPEAKERS

- 4-speaker System Includes New Full Range Diaphonic Speakers
- Dual Channel Amplifier

Reg. \$359.95
CUT TO \$288

Other Models Not Illustrated

CUT DEEP TOO

We Have Made Low Priced Stereos Out of High Priced Ones!

\$10 Down Delivers

LOW AND LUXURIOUS



The MARK VIII
 With FM-AM Tuner
 3VF40 Series

RCA VICTOR TOTAL SOUND STEREO WITH FM STEREO RADIO

- Masterpiece of Contemporary Styling
- Six-speaker Total Sound Stereo System Includes New Full Range Diaphonic Speakers
- Equipped to Receive FM Stereo Radio Broadcasts
- RCA Victor's Finest Dual Channel Amplifier offers 58 Watts Maximum Music Power Output (32 Watts E.I.A. Standard)
- New Studiomatic Four-speed Record Changer

Regular \$525.00
Cut to \$420

COMPLETE STEREO PLEASURE



The MARK XI
 With FM-AM Tuner
 3VF30 Series

RCA VICTOR TOTAL SOUND STEREO WITH FM STEREO RADIO

- Richly-detailed Contemporary Bowfront
- 6-speaker System Includes New Full Range Diaphonic Speakers
- Equipped to Receive FM Stereo Radio Broadcasts
- Plug-in Jacks for Auxiliary Speakers or Tape Recorder
- Frequency Response: 55 to 20,000 CPS

Regular \$429.95
Cut to \$344

Open Friday Until 9 P.M.

JOHNSTON STORES

Next To The Poly Clean Center
MEDFORD SHOPPING CENTER

JOHNSTON STORES

Next To The Poly Clean Center
Medford Shopping Center Open Friday Until 9 p.m.