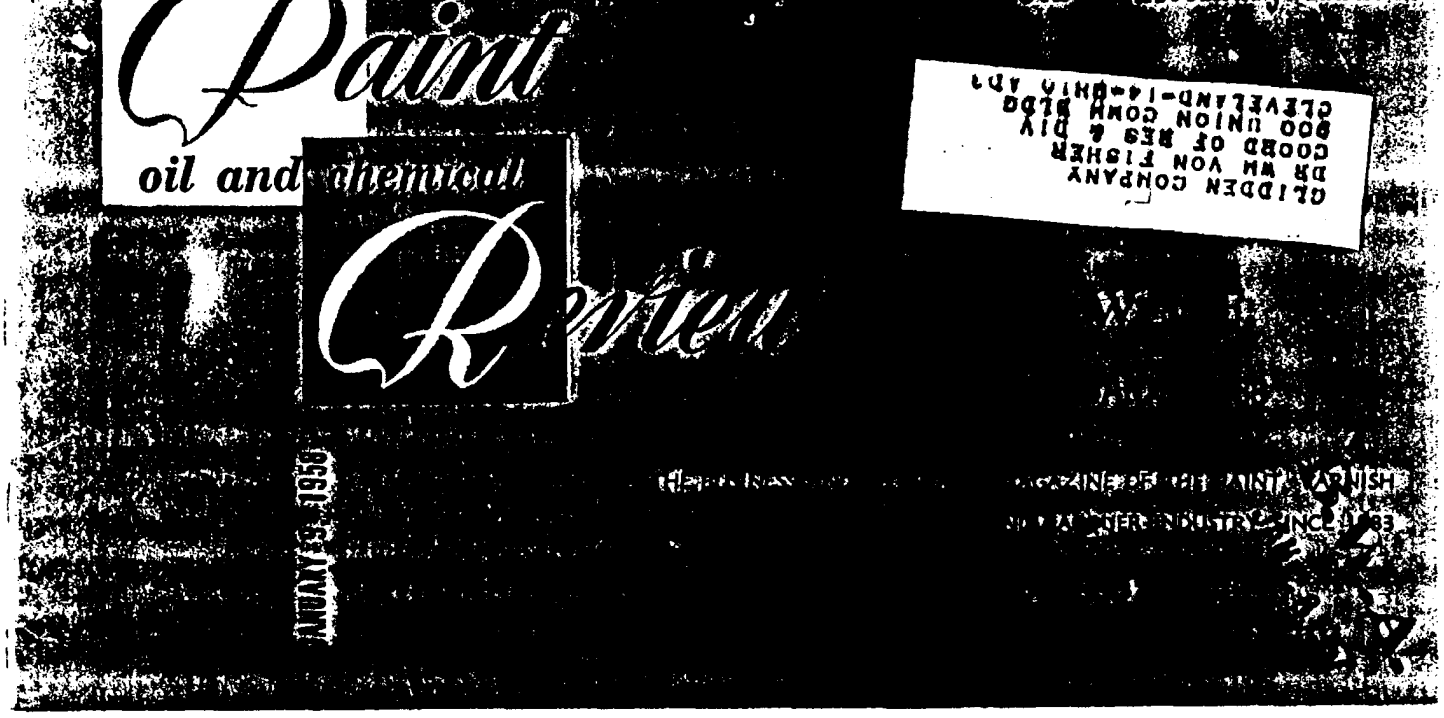


A CARD TO GRINDERS.

We desire to call your attention to our new **Empire Green**. A Chemically Pure Chrome Gree made by an entirely new process of our own. It surpasses in *brilliancy* and *clearness* of shade, *permanency*, and in *strength*, any other make at present in the market. Its *superiority* as a *tinting* Green, when reduced, is shown by its retai ing a *clear Green tone*, down to the very last point, never merging into the greyish cast of the old process Greens. We earnestly invite a compar tive test against other makes, confident that every advantage claimed for this color, will be verified.

If you prefer a Green prepared for *grinding* straight, try our **Excelsior** (made by the same process as **Empire**) a *clear*, *bright* Color, pe *manent*, and as only the finest of materials are used, *free* from all *grittiness*. Both Greens come in the usual shades.

Write for Samples and Quotations. It will pay you.

4 Murray St., NEW YORK. A. B. ANSBACHER & CO., 139 Lake St., CHICAG

REGISTERED TRADE-MARK.

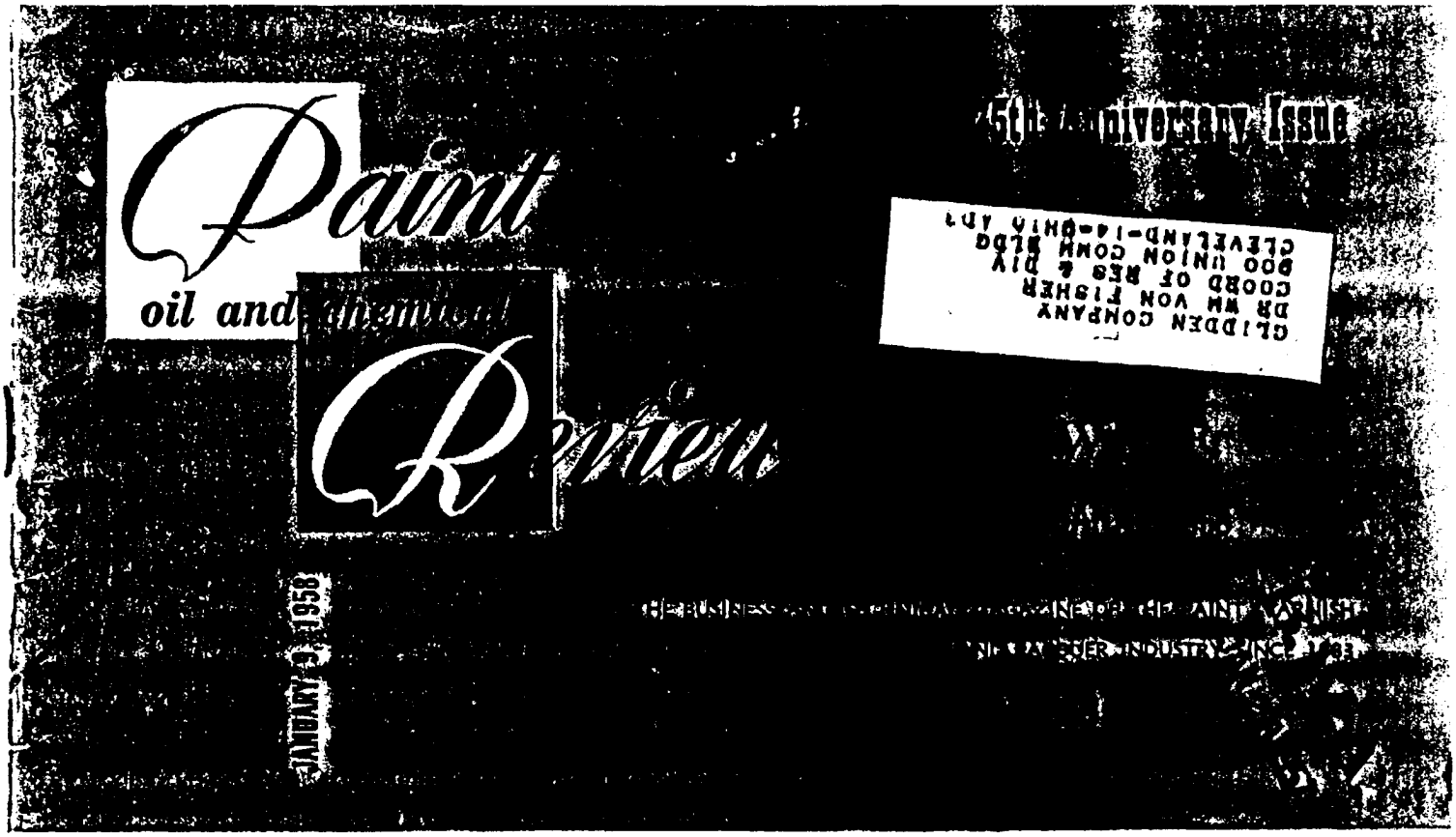
WE MAKE IT. **JAP-A-LAC** IN ALL COLORS.

GLD32342

"THINK IT OVER."

Is not a Varnish which is the most elastic and durable Floor Varnish made, t best Finish which could possible be used on all kinds of Interior Wood Wo where extreme durability of Finish is desired. Then why not use JAP-A-La the new Finish for all purposes. "It wears like iron," will take a good r and polish, and always remains elastic. Registered August 9th, 1898, by

THE GLIDDEN VARNISH CO., Cleveland, (



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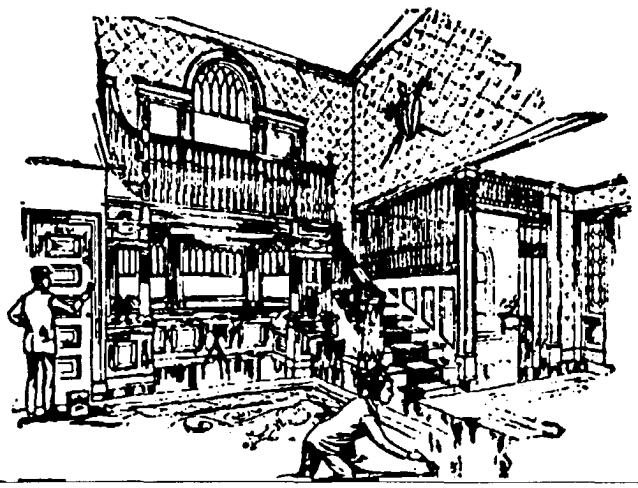
If you prefer a Green prepared for *grinding* strai *manent*, and as only the finest of materials are used, *fre*

Write for

4 Murray St., NEW YORK. A. B.

1899 AD



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THE GLIDDEN VARNISH CO., Cleveland, O.

AZODOX

New, Higher Density Zinc Oxide

STORES IN HALF THE SPACE

HERE ARE OTHER IMPORTANT REASONS WHY AZODOX IS BEST FOR YOU

Increased Mixing Capacity. AZODOX incorporates readily in oil, disperses completely. Its high density, low bulk gives greater capacity, steps up production in both mixers and mills.

Physical Properties Unchanged Except for Density. Consistency, particle size and shape, color and all other physical properties of AZO-ZZZ, American Process, paint grade zinc oxides are unaltered. *Apparent density only is changed.* All chemical properties are unchanged.

Flows More Freely, Less Dusting than conventional zinc oxides.

AZODOX Cuts Your Costs. Faster handling, easier storing, quicker mixing save you money.

Samples and test-lots of factory-proved AZODOX now available for you *at the same price of conventional zinc oxides.*

AZODOX is a revolutionary new form of zinc oxide (de-aerated). With twice the density, half the bulk of conventional oxides, AZODOX is the answer to your storage problem. AZODOX comes to you in an easy-to-handle small package, shaped to permit closely packed, unitized shipments. *And the perfect texture of the material remains unchanged.*

AZODOX is available in all grades of American process lead-free zinc oxide.

American Zinc sales company

Distributors for
AMERICAN ZINC, LEAD & SMELTING COMPANY
COLUMBUS, OHIO • CHICAGO • ST. LOUIS • NEW YORK

CHECK ITEM 1

GLD32344

Paint, Oil AND Drug Review.

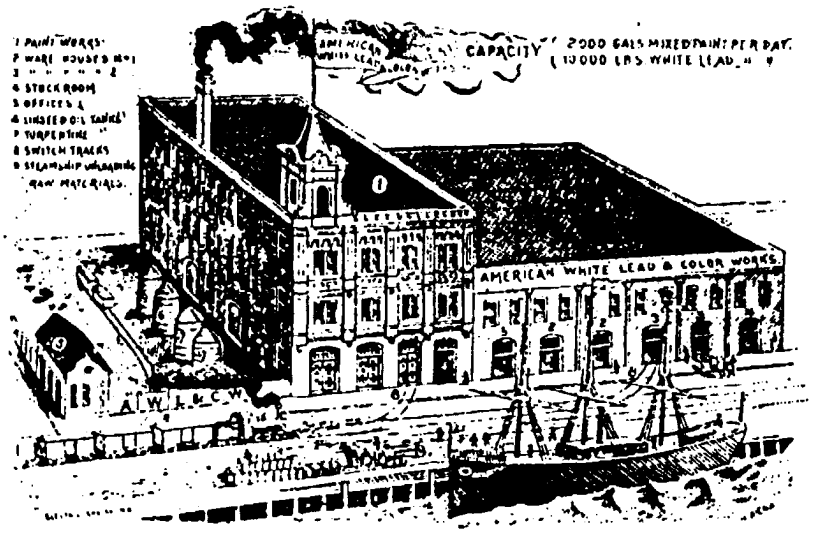
VOL. 28.—NO. 5. CHICAGO, WEDNESDAY, AUGUST 2, 1899. SUBSCRIPTION $2.00.

WM. T. SEATON, PRESIDENT. JOSEPH SCHWARTZ, VICE-PRESIDENT. G. PITARD, TREASURER. F. HOLDERITH, SECRETARY.

AMERICAN WHITE LEAD AND COLOR WORKS,

NEW ORLEANS, LA.

The Model Factory of the United States.



America's Finest Paint,

H. W. JOHNS' ASBESTOS PATENTED ROOFING FIRE-PROOF.

This is the perfected form of Portable Roofing manufactured by us for the past thirty years; is adapted for use on steep or flat roofs in all climates, can be easily applied by unskilled workmen, and costs only about half as much as tin. *Samples and descriptive price list free by mail.*

H. W. JOHNS MFG. CO., 240 & 242 Randolph St., Chicago.

New York. Philadelphia. London.

Sole Manufacturers of H. W. JOHNS' Liquid Paints, Asbestos Fire-Proof Paints, Sheathings, Building Felts, Asbestos Steam Packings, Boiler Coverings, etc.

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Samples and Descriptive Price Lists Free.

H. W. JOHNS MANUFACTURING CO., 240 and 242 Randolph St., Chicago, Ill.

New York. Philadelphia. Boston. London, Eng.

GLD32345

THAT'S INTERESTING—

The end-of-the-century puzzle is worrying some people. The year 1900 is sure to be a good one in the paint trade whether it is a century opener or a tail-ender. What is the "dif," anyway?

The use of paint on houses in the early history of this country was regarded as a luxury, which savored of aristocratic ways and therefore to be condemned. Rev. Thomas Allen, of Charlestown, Mass., was called to account for having paint about his dwelling but saved himself by explaining that the offensive substance had been applied by a formed proprietor.

A New Albany, Ind., press dispatch states that Capt. J B. Ford, formerly of that city, and who has much to do with establishing manufacturing concerns will retire from active business. Twelve years ago Capt. Ford, then over seventy years of age, broken in fortune and having but $100, loaned by a friend, left New Albany for the East to begin life over, after having amassed and lost several fortunes. He interested capitalists of New York in a plate glass works at Tarentum, and within a few years he had made for his associates and himself many thousands of dollars. He is now largely interested in three of the largest plate glass factories in the world, at Tarentum, Creighton and Ford City, and in addition is at the head of the great Michigan alkali plants at Wyandotte, Mich. Capt. Ford is now eighty-four years of age.

"Chunks of alcohol for coal" sounds queer. But nevertheless, it appears that Julius Norden, an inventor of Aldenhoven, Germany, has discovered a way of reducing alcohol to a solid. By his process it is compressed into small cakes, which are incased in tin, and thus become little pocket lamps or stoves ready for the light. When a lighted match is touched to the top of these diminutive tin cases the alcohol blazes up brightly, and, without danger of explosion, will continue to burn as long as it would have burned in its original form. In this manner it is possible for a busy man to carry quarts of condensed alcohol in his vest pocket, ready for use.

It was announced a few days ago that the mill of Spencer Kellogg & Co., of Buffalo, N. Y., had been acquired by the American Linseed Oil Company in its plan of taking in opposition concerns. Spencer Kellogg denies emphatically this report, saying he intends to keep his property and operate as an independent concern.

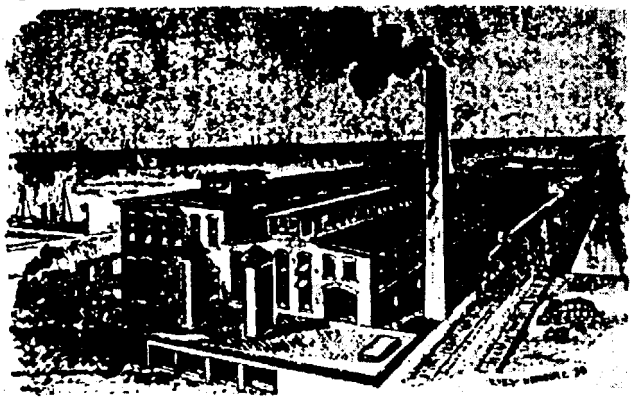
The first record of the manufacture of paper hangings in England dates from the year 1692, as a patent was taken out at that date by a William Bayley, who stated that his invention consisted of "several engines made of brass," for the printing of all sorts of paper, of all sorts of figures and colors whatsoever, and that "the said invention had not been heretofore known or practiced by any of our subjects." There is no doubt the first attempts were the imitation of tapestry, linen or other hangings that were at that time fashionable. In the reign of Queen Anne, 1712, a duty was imposed on paper hangings. They were made on pieces, 16 to 24 sheets, forming about 8 square yards; each sheet bore the government stamp; the duty was 1½d. per square yard. Paper stainers were required to pay an annual license of £1.

Our representative, when visiting the States, was told, in the course of a chat with one of the largest American varnish makers, that American varnishes are superior to English, on account of the clearer air in which they are made. We are quite prepared to admit that the air in most of our manufacturing towns is not as clear as that in the American cities, and this is doubtless a great advantage in varnish-making in the States. Again, interior woodwork is so extensively used in building private houses that this has served to make American wood varnishes and stains of a very high quality.—*Oil and Colourman's Journal, London.*

The Sun Oil Company is striking it rich these days. No. 3 on the Cook lease near Toledo, O., is producing over 300 barrels of the crude daily, and No. 4, which has reached the sand, has filled up with 1,200 feet of oil.

About three years ago John Fox, a laborer, hired out to the Peninsular White Lead and Color Works of Detroit to work in the factory. He continued in employment there for several months, and then was obliged to leave for the reason that his health broke down. He concluded to sue the company for damages, and the action which was filed resulted on a trial on May 16, 1890, in a verdict for the company. A new trial was refused and the case was reversed in the Supreme Court. A second trial in the matter ended last week in a verdict for Fox for $3,500. Fox was notified that he must be careful and keep himself clean while working around arsenic and paris green. The plaintiff claimed that he did not know the danger of the business and was not told of it when he commenced work.

Joseph Platt was arrested in Chicago on the 13th inst., charged with counterfeiting the trade mark of the W. T. Hanson Co., Schenectady, N. Y., proprietors of the Dr. Williams Pink Pills for Pale People.



CHEMICAL AND COLOR WORKS
OF THE
Washburn & Moen M'f'g. Co.,
Waukegan, Ill.

WASHBURN & MOEN M'F'G. CO.,
WAUKEGAN, ILL.,
MANUFACTURERS OF
VENETIAN RED,
IRON OXIDES,
COPPERAS,
AND
OTHER CHEMICALS
under the supervision of MR. W. E. CUTTER, formerly of W. E. Cutter & Co., Worcester, Mass.

E. H. HAINES, 87 Washington Street,
Sales Agent for CHICAGO.

GLD32346

PAINT FOR 1893.

Our new factory will have the most modern and scientific machinery. That means the best of paints at a minimum cost. The quality of our goods will be fully maintained.

Correspondence Solicited.

JAMES E. PATTON CO.,
MILWAUKEE, WIS., U. S. A.

The first of the modern colors was Mr. Perkin's aniline mauve, which was discovered and applied in the year 1856 (August): it was two or three years after (April, 1859) that the next modern color, magenta or fuchsine, made its appearance; the tide rose slowly in 1860 with purples, blues, and violets, gained every year in force and volume, until the flood has now risen to such a height that one who would like to keep up with it stands astonished and dismayed at its extent and well nigh confounded with the prospect before him. Nor is there any sign that we have got to high-water mark, for month after month chemists and color manufacturers are patenting new colors or new processes in such numbers that only a specialist of specialists can pretend to follow or appreciate the work that is being done.

Car painting by compressed air is being tried on the Pittsburg and Lake Erie railroad, says the *Engineering News*. The yard is well supplied with air pipes, and the barrel placed on a hand truck so that it can be moved to any part of the yard. The air line consists of 100 feet of one-inch heavy hose; the paint suction hose of 50 feet of ½-inch heavy hose. The barrel is equipped with a float of pine wood with 4-inch hole in the centre. Over the hole is a small hose-bearing tower, used as a support and hose regulator, insuring a uniform feed of paint. This device is light in weight, and can be readily carried to the top of a box car for spraying the roof. The time for carefully spraying a box car is 30 minutes; to employ a man to follow with a long handled 8-inch whitewash brush, 30 minutes additional, making labor cost one hour per box car each coat. To coat a coal car of 60,000 pounds capacity takes 20 minutes for each coat, including the time of two men. This road is also using a device for spraying on paint for the lettering, for covering uniformly, and is considered a decided improvement over the stencil brushes, and will lead to a great saving in the wear and tear of stencil plates.

"Trade follows the flag," but it was a mighty poor trade that followed the flag into the Philppines. The American government paid $20,000,000 for the archipelago, and it has already cost $45,000,000 additional to put the purchase in working shape. A few more trades of this character will cause the American business man to wear clothing like Senator Hanna's, revenue stamps taking the place of dollar-marks.

No one thoroughly acquainted with the Cremona varnishes ever mistakes the real Cremona for its infinite imitations, none of which has ever reached such a degree of identity with the original as to delude a real *cognoscente*. For nearly a hundred and fifty years, since the traces of the real Cremona varnish disappeared, every effort to reproduce it exactly has failed. Charles Reade, the novelist whose diversion and adoration were the study of old violins,—many of which were finished in the Cremona varnish,—bears testimony to this fact in these words: "More than once, even in my time hopes have run high, but only to fall again. Some have cried 'Eureka!' to the public, but the moment others looked at their discovery and compared it with the real thing, 'inextinguishable laughter shook the skies.' At last despair has succeeded to all that energetic study, and the varnish of Cremona is sullenly given up as a lost art."

Good Times and the Paint Trade.—"In conversation with a Toronto paint and oil jobber, I gleaned some facts, or rather, one fact, which rather surprised me," says a Canadian trade writer. "He told me that his experience had not always been that the years of 'good times' were the best for the paint trade. One year particularly, when very many houses in Toronto were vacant because of 'dull times' in the city, the paint trade was exceptionally brisk, as competition among landlords led a great many of them to keep their houses in good repair. Of course, in seasons of 'dull times' persons owning property are, as a rule, satisfied with less improvement than when they are reaping a share of the benefits accruing from 'good times.' These facts being true, the far-seeing paint dealer will in the present era of 'good times' endeavor to reach those most likely to improve—the men owning the houses they live in. This trade is largely reached indirectly, or through the painter, but the prediction is a safe one that a steady, determined 'push' in the sale of paints would result in increased business from this quarter.

It is advisable not to use chrome greens on new walls as there is danger of their being turned in color by the presence of the caustic lime in the wall. The steady glare of gaslight, too, has been known to have a yellowing effect upon these colors.

Capitalists who are deterred from immediately embarking in the manufacture of acetylene for illuminating purposes by the statement that it will cost $10 instead of 7c per thousand feet may learn of something to their advantage by communicating with D. McFarlan Moore, an electrician of Harrison, N. J., who expects, it is said, to sell sticks of light that will remain illumined for forty-eight hours and will outshine rays of sunlight. Mr. Moore thinks he has discovered a new principle in molecular vibration which will revolutionize the science of illumination. These light sticks operate on the button principle so that if a man wishes to see what time it is in the dark or find the keyhole of his domicile at a late hour in the night, instead of striking a match, which is liable to be blown out by the next gust of wind, he will simply press the button referred to and the light stick will do the rest. If Mr. Moore can really make these light sticks at a reasonable price he will confer a lasting benefit on his race but he must remember that there is a limit to the amount the average man can afford to pay even for the privelege of pressing a button and getting a sunbeam.

Renewed experiments at Spezzia, Italy, with petroleum as fuel for warships have resulted in confirming the good opinion hitherto formed by naval engineers in regard to the practicability of this agent as a substitute for coal in generating steam. The vessels selected for the trials were the San Martino and the Staffeta. As on the former trial, it was shown that with petroleum a high speed is obtainable, though before the new fuel can be used to advantage certain alterations must be made in the machinery of the vessels. It is highly probable that the result of the experiments will be the adoption of petroleum as the sole fuel of the Italian navy.

GLD32347

LETTERS

No Use for the English Syndicate.

CLEVELAND, O., May 2d, 1890.

To the Editor of the PAINT, OIL AND DRUG REVIEW, Chicago, Ill.

Dear Sirs: To correct an erroneous impression, created by the reports that have recently been given out stating that "The Glidden & Joy Varnish Co. had sold out for $850,000 to an English syndicate," we beg you through your valuable columns to announce to the trade that such is not the case. While it is true there has been a strong effort made extending over a period of the past four months by the representatives of certain English capital to induce us to part with our business, no such transfer has taken place.

We have the largest and most practically equipped (not magnificent) varnish plant in the United States and from the efforts of many years in the trade have earned one of the largest business of its kind in the world, and no such offers as have been made could induce us to part with it. We trust we may for many years have the privilege of serving the same generous patrons who for the past twenty-five years have helped us to make our business what it is for we believe American capital should maintain American industries. Yours very respectfully,

THE GLIDDEN & JOY VARNISH CO.

Cleveland, Baltimore, Boston, Chicago, Kansas City and St. Louis.

The Cleveland Paint Club.

OFFICE OF STANDARD PAINT COMPANY,

CLEVELAND, O., September 12, 1891.

PAINT, OIL AND DRUG REVIEW, Chicago, Ill.:

Gentlemen:—Replying to your esteemed favor under date, Sept. 9th, beg to state, there is but little information that I can give you as far as details are concerned, as we are not yet quite out of the woods, so to speak. The fact is, there has been so much cutting of prices, and thinking to better the condition of all interested, concluded to try and form a club for mutual interest, something on the plan of Pittsburgh, Cincinnati and Detroit. We have made an effort to organize, and got as far as perfecting By-Laws, Constitution, etc., which will come up for final action at our regular meeting in October. I will advise you of particulars as soon as possible after our meeting. I enclose you the call sent to different houses in our city, the latter, being accepted by all but two concerns, and we hope to bring them into line in time for our next meeting.

Should you find anything of interest to place in your publication the same will be appreciated.

Very respectfully yours, F. F. VAN ZANDT, Secretary.
P., O. & V. Club of Cleveland.

(Correspondence.)

The Difficulty of Matching Shades in Print.

NEW YORK, September 3rd, 1891.

Editor PAINT, OIL AND DRUG REVIEW, Chicago:

The undersigned has read with great interest in your issue of the 26th ult. an article entitled "Comparing Shades in Paint," written by Messrs. Dudley and Pease, Chemists P. R. R. Co. for the *Railroad and Engineering Journal*. The majority of points made by the gentlemen in their essay cannot be disputed, but there are some practical questions, which are not touched in the article. Taking as a specimen their specifications for standard freight car color and the dry sample of pigment, which they furnish to paint manufacturers to compare shade.

The specifications call for a certain percentage of Sesquioxide of iron, a limited quantity of carbonate of lime and a certain percentage of sulphate of lime (fully hydrated) in the pigment. Then they demand a certain percentage of pigment and raw linseed oil. That shipments varying in shade, etc. will not be accepted, also those that do not come up to the test for fine grinding. They acknowledge that more or less fine grinding affects the shade, yet the standard furnished by them is so coarse that it is not fair to use it for comparison with the fine grinding of the color as required. Of course, the standard is not furnished for a guide for grinding, but it is obvious that a finer ground paste color, especially oxide of iron, assumes a much more milky tone, than a coarser one.

The gentlemen named, by sending their dry standard samples out as finely powdered, as is necessary to stand the test for fine grinding, could relieve the paint makers of the difficulty in shading they speak of.

However, this is not the principal difficulty, but there are very seldom to be found two persons who will exactly agree upon a question of shade in paint, that is, upon an exact match, unless they have compared shades together for a long time, training their eyes to the same modus operandi of comparison.

The method of comparing shades under glass is rather a deceptive one, because my own experience has given me some severe lessons in this respect. It is a good enough method for use in matching colors of previous shipment, as long as exactly the same proportions and quality of material has been used, but to match a dry standard or a paint mixed in a shop or the paint of another maker requires quite a different method. The only sure method is the painting of the sample against the color under way of grinding under exactly equal conditions and awaiting the drying thereof. This is what the practical painters do, be they master painters of railroad shops, decorators, or carriage painters.

In my opinion, this is the only exact method for comparing shades, for the following reason:

False Gauging of Turpentine.

(Correspondence.)

BOSTON, April 13, 1891.

PAINT, OIL AND DRUG REVIEW, Chicago.

I am in receipt of the REVIEW of the 11th inst. and I note with pleasure an article referring to the gauging of turpentine in improperly constructed barrels and that a large English buyer of turpentine is about to take action at law against the official inspectors of that city, (Savannah) claiming to have been defrauded of a large amount by reason of buying turpentine in these crooked containers. This develops exactly what I was looking for. Any locality that will permit dishonesty to prevail under cover of inspectors should be punished after their attention has been called to the fact that fraud exists. The only way to stamp out this is to punish some one. When I had made demands upon parties to make good shortages by this dishonest transaction, they fell back on the gaugers' certificate and could not get behind it. The time has arrived when this wall of straw should be broken down. Some one must be held responsible behind the gauger.

I have received a circular issued by the Savannah Board of Trade, speaking of general changes in the rules of the naval stores trade. Have not had time to analyse this as closely as I would like to but in article 3 it seems to me there is something wrong. Why should a buyer of merchandise be taxed and the tax become a fund out of which an inspector shall be paid to make people honest? Why should a buyer pay this? What do you propose to do with the dishonest person that causes this trouble? Why not hang him and let an honest man take his place?

I do not believe in the principle, if I construe that article correctly, that the buyer should contribute to pay what this city or state should do in the way of laws forcing men to be honest or punish them if they are dishonest. I certainly appreciate the effort on the part of the Board of Trade to punish the rascals and will try to do all that I can to aid them, but I certainly do not like article three.

Have not time to criticise this circular more to-day. With best wishes I remain, in the interests of fair dealing.

Yours very respectfully, CHARLES RICHARDSON.

Benzine in Paint.

NEW YORK, August 18th, 1891.

EDITOR PAINT, OIL AND DRUG REVIEW, Chicago:

The cufrent number of the PAINT, OIL AND DRUG REVIEW contains an article headed "Drying of Linseed Oil and the Use of Substitutes," contributed by Messrs. C. B. Dudley and F. N. Pease, chemists with the Pennsylvania railroad, to the *Engineering Journal*, in which they condemn the practice of "many painters and manufacturers of ready mixed paints" in introducing petroleum products in the shape of benzine into their paint, both as a constituent of their japan and to dilute the paint to prepare it for spreading.

Messrs. Dudley and Pease make the positive claim that all paints containing benzine will peel, and base that assertion upon the ground, that very few of the petroleum products are free from paraffine wax or other non-volatile substances, and that when the paint dries the volatile part of benzine passes away, while the non-volatile part remains and is soaked up in the wood. Now, allow me to say that I fully coincide with the gentlemen quoted as regards turpentine adulterated with petroleum

GLD32348

SPENCER KELLOGG, PRESIDENT. SIDNEY McDOUGALL, SEC'Y. AND TREAS.

THE KELLOGG OIL, PAINT & VARNISH CO.,

BUFFALO, N. Y.

MANUFACTURERS OF

READY MIXED AND IN PASTE FORM. AGED LINSEED OIL PAINTS, READY MIXED AND IN PASTE FORM.

COTTAGE COLORS, Ready Mixed. COLORS IN OIL.

McDougall's Linseed Oil Shingle Stain.

products, but as far as thoroughly distilled and deodorized benzine is concerned, when it is added to paint for the purpose of spreading, they are on the wrong track, because they look at the matter solely from a chemical standpoint. The practical and experienced man knows how to use benzine in his paint without risk of having it peel off.

It is a question of the quantity of benzine used, whether the oil binder is drowned or not by the benzine, also whether the pigment, that constitutes the paint allows of the introduction of benzine. For instance, lead tends to saponification and a proper amount of benzine will tend to stop this action from going too far and is therefore beneficial to the paint, while zinc oxide remains practically inert in oil and its natural brittleness will not admit of benzine, except possibly in very small quantities. But I have seen houses painted with ready mixed paint, which contained a moderate amount of benzine, added for the purpose of free working and the pigment of which was strictly pure white lead and zinc only, which did not require repainting for six years, yes, in the case of a New England factory for eleven years. This paint has out-lasted many strictly pure linseed oil and turpentine paints. What if the volatile part of benzine disappears in drying, (in a good benzine to my mind, there is no paraffine wax or other non-volatile substance, at least I have never been able to discover any), the benzine has done its duty, that of making the paint spread so uniformly, and drying the coat of paint all the way through, preventing further saponification, and the binder remains at all events and prevents the peeling off. A master car painter of 35 years' experience has told the writer, that he would much rather use benzine in his quick drying coach colors than fatty turpentine, and for house painting he would much rather use benzine than turpentine, because benzine would totally evaporate and leave no resinous substance behind it, as is the case with turpentine.

The painters or manufacturers use benzine only for the sake of gain, I do not believe, but, of course, it is used to a great extent as a cheapener, by which, however, the consumer is benefited, because there are many men who will pay for a purely benzine paint as much as they would for a pure linseed oil paint, when benzine is so easily detected.

Benzine cuts a large figure and is a boom for many industries in the paint line, such as shade cloth painting, agricultural implement, painting, etc., and it is not the manufacturer who reaps the benefit alone, but the consumer as well, because competition prevents the maker from reaping the harvest and therefore the argument of Messrs. Dudley and Pease that benzine is a good thing for the paint manufacturer, but a bad thing for the consumer, comes to naught.

To defend benzine against unjust and rather too general condemnation by scientists and theorists and for no other reason is this article jotted down by an OLD STAGER.

Thresher & Company,

Varnishes of Best Quality for every requirement.

Dayton Ohio

May we send you Booklet giving full information?

Manufacturers of **High Standard Varnishes** and Genuine Kettle-Boiled Linseed Oil.

Estimates on any size furnished on application.

WYETH & McCULLY, MANUFACTURERS NEWARK, O.

ALSO

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Tank Wagons

OF ANY SIZE.

Prices on Application.

Established 1848.

TOCH BROTHERS,

Importers and Manufacturers of

FINE DRY COLORS,

Oleum White, Toch's White Base, Drop Blacks, Lakes, Etc.

468, 470 & 472 West Broadway, New York.

The above cut represents the old man Bradley, of our firm, giving a *conversazione* before the Lime Kiln Club on the subject of Painting and Decorating with

CROWN COTTAGE COLORS.

MANUFACTURED BY

BRADLEY & VROOMAN,

CHICAGO.

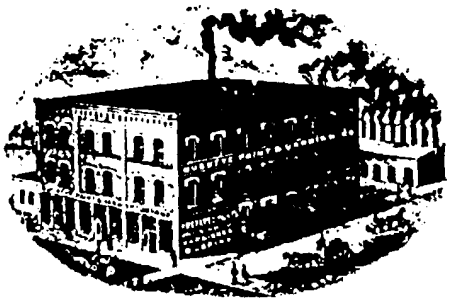
You will make no mistake in using

TRADE ELASTICA FINISHES

as best results will be obtained.

No. 1. For Outside Work. No. 2. For Inside House Work.

GLD32349



Buckeye Paint and Varnish Co.,

Paint, Color and Varnish Makers,

Toledo, O.

War!

Criticism and defense of the President's policy prior to the adoption of the Cuban intervention and independence resolutions by Congress is now a sheer waste of time and words, and not germane to the program of the future. War is on! Prior thereto there was grounds for differences of opinion in relation to modes of procedure having the same ultimate ends in view. That time is now past. Differences of opinion, perhaps more or less biased by partisan and financial considerations, have given place to the sterner convictions of duty and patriotism, and the people are now one in thought and desire—and that unity of purpose and action will be maintained inviolate until the national honor has been vindicated, and the cause of humanity, civilization and independence has triumphed in stricken and plundered Cuba.

The war is on! The officers of the government—executive, military and legislative—are bravely meeting the crisis as best they know how, and are bound to do all in their power to bring certain and speedy success to American arms. Let every citizen and patriot give them loyal support. They may make mistakes, for 'tis human to *err*; but let not their mighty task under the guidance of Truth and Right be weighted by carping criticism, fault-finding and bitter invective. The duty of the patriot at home is to extend sympathy, encouragement and material aid to the patriot in the field, the congressional chamber, and the executive office. Our cause is just, the conflict unavoidable, and our duty plain. The command of today is: "Close up the lines; Forward march!" and the nation is at the service of the constituted authorities of our government. Whatever sacrifice is required will be cheerfully made by the descendants of Washington, Jefferson, Jackson, Lincoln and Grant. If it be in treasure, the boundless resources of the greatest country on the globe are available; if it be in men, the nation's sons are ready to offer their lives in defense of the flag.

Old Glory, long may she proclaim the doctrine of liberty, equality and self-government! And by that token the stars and stripes and the infantile banner of liberty—the bonny flag with a single star—will float over Morro castle and throughout Cuba ere the white-winged dove of peace again spreads her wings over a peace-loving but just and patriotic people.

All wars have their commercial side. After Spain acknowledges her mistake and retires from the field the world will undoubtedly witness a remarkable revival of international trade in Cuba and the Phillippine Islands. Of course the United States will be in a position to successfully influence the condition of such a trade revival and will reap great material benefits. The United States need not worry over the probability of interference by great powers. Without England, concerted action on the part of Europe is impossible and England will never consent—she proposes to cultivate as never before the giant nation of the new world as the best means of conserving her own interests.

The Painter as a Dealer.

The following communication appeared in a recent number of *Painting and Decorating*, being the views of Mr. Arthur S. Barbier, a well-known master painter:

The many discussions that have been held by master painters on the seemingly burning question; the right of the painters for recognition by the manufacturers, as the proper persons to sell painters' goods to the public, by this means bringing the painter properly into the position he ought to occupy, a position that through force of circumstances he does not generally occupy to-day; and because this position is occupied by the grocer, hardware dealer and apothecary, the master painter is handicapped in his business and shorn of legitimate profits, would it not be well to consider the situation, pro and con, so that both painters and manufacturers can understand their relative positions better and sober thought develop ideas that will in time restore to the trade a financial benefit that once belonged to it, and really ought to be in its possession to-day.

There are many things to be taken into consideration by the painter, as to the conditions surrounding the manufacturers, and what they have to do in order to place their goods on the market. While the manufacturer has been a large factor in bringing about the condition complained of, yet the painter, by his apathy towards the subject the past twenty years, has very materially aided in bringing himself to the condition of being a very unimportant factor in the eyes of many manufacturers.

To explain what I mean by my last statement; is the painter aware that to-day more goods in the way of paints are sold by manufacturers to persons who are not painters than to the painters themselves? It is a fact, that very few painters realize, but if you doubt my statement, master painters, inquire for yourselves.

We invite your inquiry and order for

EPSOM SALT.

The Harshaw, Fuller & Goodwin Co.,

Makers.

Cleveland, Ohio.

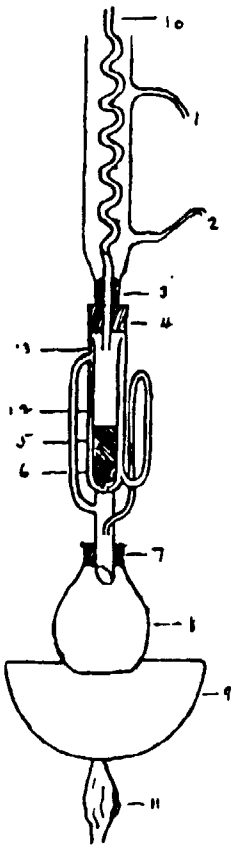
GLD32350

Preparing Samples of Paint for Analysis.

By George H. Ellis, Analytical Chemist.

If the sample to be examined is in the form of a mixed paint it will be advantageous to free the pigment from the mixing fluid. This may be done in several ways. When nothing but the composition of the pigment is desired the simplest method is to take about 25 grams of the sample, previously thoroughly stirred, and pour in a small beaker of about 150 C. C. capacity. This is then filled with ordinary gasoline, naphtha or petroleum-ether and then allowed to stand until the liquid is clear. Pour off the clear liquid and add more gasoline or solvent. Generally three or four applications will be found sufficient to free the pigment from all oil and most of the dryer, the latter being disregarded. The gasoline or solvent is then entirely evaporated from the pigment by heating in an air oven at a temperature of 100° C. until the remaining solvent is entirely evaporated. It is then rubbed up in an agate or porcelain mortar and passed through a fine seive. The sample is then ready for analysis.

When it is necessary to be extremely accurate in getting the percentage of mixing fluid and pigment it will be found best to exhaust the sample in a Soxhlet extractor using petroleum ether or ordinary sulphuric ether as a solvent. A convenient size of Soxhlet extractor is one inch in diameter and nine inches high with the arrangement as shown in the cut. The inside tube is an ordinary test tube with a hole cut or blown in the bottom. The bottom of the tube is then packed with a piece of cotton (6). The tube (12) and cotton are weighed first, then the sample of paint is added, and the whole weighed again. The increase being the weight of sample taken. Another plug of cotton will be found necessary in cases when the pigment is so light that it floats to the top of the test tube. This occurs usually when the cotton is packed too tight to permit the solvent to flow out the bottom as fast as it condenses and oftentimes, it will be necessary to place a small glass stopper on the upper layer as a weight to prevent the contents of the tube from over flowing or floating to the top. When such an arrangement is necessary the whole tube including sample, and two plugs of cotton are weighed but not the glass which was added as a weight. About an ounce of the solvent, ether or petroleum-ether is then placed in the flask and the water heated in the water bath not quite to boiling point. Soon the ether will begin to appear in the condenser and drop back in the test tube containing the paint and passing down through the sample will fill up in tube (13) and syphone over. This operation is kept up until the solvent liquid is perfectly clear and shows no color which in most cases would be due to oil. Usually about a dozen syphonings will be sufficient but samples vary and it is best to allow the extractor to work until the solvent condenses perfectly colorless. The test tube (12) containing the oil-free paint is now removed and thoroughly dried in a drying oven and then weighed.



1. Water Outlet. 2. Water Inlet. 3. Rubber Stopper. 4. Cork Stopper. 5. Sample Paint. 6. Cotton Plug. 7. Cork Stopper. 8. Glass Flask. 9. Water Bath. 10. Condensing Worm. 11. Gas Flame. 12. Test Tube. 13. Soxhlet Tube.

The loss in weight equals the oil present, and the dried sample is taken out to be used for the analysis. If it is desired to find the amount of oil, the small flask (8) can be weighed before the operation and then the ether is evaporated in an air oven and the amount of the extracted oil weighed.

If a very rapid analysis is desired the mixed paint can often times be boiled directly with strong nitric acid when the oil will collect in a gummy floating mass and can be filtered off and washed well with hot water acidulated with nitric acid.

F. W. Devoe & C. T. Raynolds Co.

MANUFACTURERS OF

PAINTS,

VARNISHES, DRY COLORS,

BRUSHES,

AND

Artists' Materials,

CHICAGO. NEW YORK.

We don't make paint.
We do make

Varnish and Wood Fillers.

"Liquid Royal Wood Filler" is the Standard for quality.

"Amber Finish" for exterior and interior use, is perfection.

"Royal Japan" is the strongest drier on the market.

We make them!

We make also a full line of Varnishes, Japans, Oil Finishes, Etc., giving better values than any other maker. Our new factory, recently completed, places us in the lead. Write us.

SEND FOR CIRCULAR WITH SAMPLE BLOCKS ATTACHED.

L. J. McCLOSKEY & Co.,
VARNISH MAKERS,
30TH & LOCUST STS.,
PHILADELPHIA, PA., U. S. A.

TOWER VARNISH & DRYER CO.,

DAYTON, O.,

MANUFACTURERS OF

TURP COACH JAPAN,

"M" Turp Coach Japan, and "B" Coach Japan,

The latter specially adopted for freight car paint.

TURP JAPAN DRYER,

"B" Quick Dryer. Pure Oil Dryer.

OUR SPECIALTIES!

MONOGRAM MIXED PAINT,

42 Beautiful Shades Ready for Use.

MONOGRAM FLOOR PAINT,

Glossy and Durable and Will Dry Over Night.

MONOGRAM VARNISH STAINS,

Stains and Varnishes with One Coat.

Catalogue and Sample Cards of Painters' Supplies

Catalogue and Discount Sheet of Artists' Materials

Mailed Free on Application.

GEO. E. WATSON CO.,

MANUFACTURERS,

267 STATE ST., - CHICAGO, ILL.

GLD32351

Trust Negotiations End in a Row.

Naval stores circles at Savannah, Ga., have been in an excited state owing to the possibility of trouble between naval stores factors, who are very seriously at outs with each other.

A press dispatch from the big naval stores center states that Messrs. Chestnutt and O'Neil, naval stores operators are arrayed on one side, while J. R. Garnett, of Garnett, S. C., with his friend, John R. Young, of Ellis, Young & Co. naval stores producers, and Mill B. Lane, vice-president of the Citizens' bank, are on the other. The latter gentlemen are acting as Mr. Garnett's friends, and it is said are trying to bring about an amicable settlement of impending difficulties.

The differences between Messrs. Chestnutt and O'Neil and Mr. Garnett grew out of the effort to form a naval stores trust in Savannah. Chestnutt and O'Neil refused to go into the plan, and in an interview gave out the contract they were expected to sign.

Mr. Garnett looked upon this act as a breach of confidence, and with the two friends named called on Mr. Chestnutt at his residence and demanded a retraction of some statements made in his interview. The retraction was denied them.

Mr. O'Neil, in an interview published by a local paper next day, said: "It has been intimated to me that certain parties may call at my office with a cowhide to make Mr. Chestnutt and myself retract. I want to put anyone with any such idea in his head on notice that if they step into my office with such an idea, they will be shot to death. I will kill them if it is the last act of my life."

Savannah and tributary towns are on the qui vive over this matter. There is much speculation as to the final outcome.

A Drummer's Bill.

A drummer who has been soliciting trade in the low Arkansas country, returned to Fort Worth, and showed a letter he had received from his house in reply to one he wrote, telling them that the weather prevented a large trade. The reply reads:

Isadore Jacobs, Pine Bluff. Your ladst vedder rebort is in und duly kousidered. Your ledder kontained no orter, but dwellet only on der kondition ob der wedder. Ef it raint all der dime, as yer say den you kan leef der swamp kontry und go to der hills. But ve kaud keep trummers on der road for $1,000 a var to sent us vedder reborts dot ve kan see at the sidy hall for doo zents. Ve vant orters, und blenty of dem. You say for us to sent you a sheck to Little Rock for hundret dallards expense monish. Ve will sent you feefty und ask you to blow in less monish on vine und ——. Ve sent you today a sample of segars. Dar ar a leedle try und kost de House $11 a tousand, but you must zell dem to de trade foor dirty-five. Dond refuse $16. But don't sent in any refusal if possible. Now plese rustle unt don't sent in any more vedder reborts. RUDOLPH BRETSINGER.

P. S. In your expense account I fint twendy cents for lundry und one dollar und a half for wiskey. Please make der account palance, but don't increase your lundry pill.

RUDOLPH.

The Spring Paint Trade.

There is a diversity of opinion among local paint grinders respecting the results so far experienced relating to 1892 business, but there is an unanimous opinion in regard to the outlook for spring business, which they all affirm to be unusually bright.

When the National Lead and Oil Company of New Jersey, metaphorically threw down the gauntlet of competition in the shape of a public announcement that thereafter that company, and the corroders composing it, were prepared to supply dealers direct with tinting colors for making any desired shade of white lead shown on their color card, many grinders felt that the coming year would be one of severe competition in the sale of mixed paint. Others, recalling the necessity which brought the mixed paint business into existence—the convenience of ready-mixed colors—argued that the new departure of the corroders was more for the purpose of supplying consumers such as artizans who had the skill and preferred to mix their own colors, and that the unskilled consumer would most likely continue to prefer the ready-mixed article. All grinders, however, agreed in their anticipation of greater competition this year, and they were not slow in preparing for it.

A Tour of the South.

The departure this week for the South of a body of Chicago gentlemen may be said to be fairly representative of the North, as a friendly visit of business men who are engaged on a pleasant junket. Looked at in another light, however, it assumes an aspect far more serious, and it is a movement which may be fraught with far-reaching consequences to both sections.

After a visit to the Cotton States Exposition at Atlanta, the party will accept the invitations of the mayors of Savannah, Augusta and other cities. In these cities the men of the North will meet the representative business men of the South and the result can not but be beneficial in the stimulus which must necessarily be imparted as a result of this meeting.

It seems to us that this junket, combining both business and pleasure, will lack completeness unless the oil, paint and drug interests of Chicago and the Northwest are represented. There are surely enough delegates from these important and widely extended industries to be found to fill at least one car, and unite with their brother adventurers in their expedition into the region known as the "New South." A hearty welcome doubtless awaits all those willing to avail themselves of the cordial invitation extended by these Southern communities, and as a mere advertisement of Northern commodities and as affording an opportunity to foster new markets, the suggestion is worthy of consideration.

LUCAS COLORS IN WATER.

FOR FRESCOING, GRAINING AND DESIGNING.

NOTE.—All the chemically precipitated colors, (Greens, Yellows, Vermilions and Blues) are taken directly from FILTER PRESSES and are therefore *much finer* than ground colors.

All the natural pigments (Umbers, Siennas, Ochres, etc.) are the very finest imported, thoroughly levigated and impalpably fine.

Send for Sample Cards and Dealer's Discount.

174 S. Clinton St., CHICAGO.

GLD32352

A Notable Instance of Profit Sharing.

It was a generous appreciation of faithful service, with which the long-established house of Heath & Milligan began the New Year. The presentation of a liberal sum of money to their employes was a practical exhibition of the generous impulses of the courteous members of the firm, but the promulgation of a notice by them that henceforth all employes remaining in the service of the house for fifteen years will share in the profits of the business, was a new departure which could only be borne of a spirit of generosity far in advance of ordinary business usages, reflecting the highest credit upon a house which, thus unsought, and without need of such a course of action, having always been open handed to their wage-earners, liberally acknowledges the fidelity of old employes by the gift to each of an interest in the profits of the firm, as those employes may assist in the realization of such profits. This sort of recognition of faithful service cannot fail to endear the members of the house to the recipients of this bounty, at the same time furnishing an incentive to all employes to give their best service, knowing that, having fulfilled the proper probationary period, they will themselves enter into the same privileges and realize a reasonable portion of their past labor, reaping as they have sown.

There are but few firms in the country, comparatively speaking, who have inaugurated this broad-minded policy toward employes, the firm of Heath & Milligan being the first, we believe, to introduce it into the paint manufacturing business.

Photography of Colors.

In the last number of the *Moniteur de la Photographie*, referring to the so remarkable reproduction of a spectrum obtained by the Messrs. Lumiere, by the method of M. Lippmann, we said that everything was endangered by the admission of the least trace of white light, as this would darken the entire intervening screen and consequently suppress it. We asked ourselves how it would be possible to prevent this injurious intervention. In the course of our experiments on polychrome projections with the aid of three lanterns, we conceived the idea that if the polychrome image obtained on the screen were projected in a camera on a sensitive plate arranged as is that of M. Lippmann, we would obtain in this manner a polychrome image formed of composite colored radiations, without being hindered in the experiment by white reflected light. In fact, the luminous rays of the three lanterns are filtered through three prints, which are veritable sieves with unequal meshes; moreover, they pass through three mediums of different colors, which suppress all the white light except that pertaining to that part of the local image where should be produced the effects of the whites. In these conditions the experiment may be attempted, and we do not see why, if the sensitive film possesses the suitable qualities of translucence, we might not arrive at the desired arrangement of an intervening screen, giving exactly the mixed vibrations and the respective length of waves suitable for communicating to our eye the colors corresponding to the original. These sensations, in a word, would be produced by a vibration analogous to those resulting from the direction of the natural colors on our visual organ. We may be told that the method would be very indirect, since it would be necessary to first obtain three negatives of a subject in different conditions; afterward project the three positives from these negatives, in three distinct lanterns, through lights of three different colors, on a sensitive plate to be developed and fixed in the ordinary manner. We will answer that we must first reach the goal, even if we have to do so indirectly; if we reach it, we will find a method afterward to shorten the road, and to attain more directly the final end.--*Leon Vidal, in Moniteur de la Photographie.*

The Enormous Sums Paid for Commercial Travelers.

"The money used in a single year to foot the salary and expense bills of the traveling salesmen of the United States would pay off the entire national debt and leave a few dollers over."

This rather startling statement was made by a junior member of one of the large dry goods houses of this city, who has a force of about fifty travelers under his immediate charge. As a proof of his assertion he presented these particulars: "There is hadly a wholesale, jobbing or commission house in any line of business in the United States that does not have at least a traveling representative, and from one lone man the traveling force ranges up as high as 125 or 150 men, and there may be one or two houses with even more. The average of the most reliable estimates place the total number of commercial tourists in this country at 250,000; and, mind you, this does not mean peddlers, but only those who sell goods at wholesale.

"The railroad fares, charges for carrying sample baggage by freight or express, hotel bills and numerous incidental traveling expenses of these men will range between $4 and $12 per day, but some men will spend $25 in a single day for these purposes without resorting to any extravagance. Take for instance, some of the carpet, clothing or fancy goods men who carry ten to fifteen trunks full of samples, take a packer with them and hire a hotel parlor to display their goods whenever they open their trunks. But the number of these men is comparatively small, and $6 a day will fairly represent the average expenses of the 250,000 men. There you have $1,500,000 per day for expenses alone. Multiply this by 365, and you have $547,500,000 as the amount expended in one year.

"The item of salaries is nearly as large. Few men are paid less than $900 per year. The largest number receive between $1,500 and $2,500, either in salaries or commissions. A lesser number are paid from $3,000 to $5,000-- those receiving the latter amount being comparatively few. But there are traveling salesmen who are always in demand at $10,000 to $15,000 a year; but they are few and far between. The lower salaried predominate, as might be supposed, and an average of $1,800 per year is not far out of the way. Figuring 250,000 men at an average $1,800 per year gives a total of $450,000,000, according to my arithmetic. To this add $547,500,000 for expenses, and you have $997,500,000 for these two items.

PITTSBURGH PLATE GLASS CO.,

Largest Producers of Plate Glass in the World, operating Nine Plants:

No. 1, Creighton, Pa.	No. 4, Ford City, Pa.	No. 7, Elwood, Ind.
No. 2, Tarentum, Pa.	No. 5, Duquesne, Pa.	No. 8, Kokomo, Ind.
No. 3, Ford City, Pa.	No. 6, Charleroi, Pa.	No. 9, Crystal City, Mo.

Manufacturers of POLISHED PLATE and SILVERING PLATE of all thicknesses.

Skylight and Floor Glass. Glass Bending a Specialty.

General Office: Carnegie Building, PITTSBURGH, PA.

The Need of Trade Schools in Paint Stores and Factories.

The need of a more liberal education in the chemistry of pigments, oils, etc., and their combination into finished products for the manifold purposes to which various descriptions of goods are put in the consuming paint and oil trades, has attracted some attention, and the claims urged by Mr. F. H. Palmer, of Cleveland, are worthy of careful consideration. He rightly maintains that educated employees means greater efficiency and larger results, that a scientific knowledge of the paint business would tend to an improvement in the grades of goods offered the consuming public, and effect a betterment of trade conditions from the standpoint of both manufacturer and consumer. The paint trade has its fetiches—its superstitions and dogmas—and the stimulation of independent investigation on the part of the men who work in the factories, in salesrooms and "on the road," will do much toward eliminating a blind adherence to views that are challenged by progressive and unconventional thinkers and students of the trade. Results should attest the merits or demerits of goods.

It should be continually borne in mind that industrial history is largely a record of innovations, and no product is so perfectly suited to the demands made upon it that it is not in danger of competition with something as good or displacement by something better—the outcome of research, experiment and a broader knowledge of paint chemistry. As the REVIEW understands it, absolute perfection in paints and varnishes is not regarded as a possibility. The merit of a particular pigment, vehicle, etc., being one of pure relativity, the position of the dogmatist appears very insecure in this age of rationalistic inquiry. The REVIEW for the reasons indicated heartily indorses the spirit and intent of Mr. Palmer's paper, read before the Cleveland meeting of the National Paint, Oil and Varnish Association, and prints it below—same being detached from the regular proceedings of the meeting by way of emphasizing its claims for the thoughtful consideration of our readers:

The object of presenting this paper is to induce some, and if possible all makers of and dealers in paint to take steps toward the better education of their employees in their particular line. There is an enormous demand for more good men in every branch of industry, and the paint line needs them as badly as any.

A certain paint store has already started a sort of school along these lines. They meet from five to six every Monday evening. Questions are given out a week in advance and written answers are expected. While looking up this information a great deal of other paint knowledge is acquired. When it is possible to do so, some expert is asked to discuss his particular line. Among others they have had addresses from Prof. P. W. Nelson, of the Muralo Company, on Prepared Calcimines; Mr. C. H. Hoyt, of the Detroit Graphite Company, on Paints for Iron.

The Oil in Paint.

What becomes of the oil in paints when the latter dries? is a question that is frequently asked, and answered by the expert rather infrequently.

It may be observed that oils exposed to the air absorb oxygen freely, and those containing linoelic acid, known as drying oils, of which linseed oil is the type, "thereby harden into a solid translucent semi-elastic body, a property of the greatest value in the arts." When oil paint is used the paint after a short time becomes what is called painters' "dry;" that is, the coating will no longer take an impression from the finger. But the change is not due to the evaporation of any volatile liquid, but to the absorption of oxygen from the air. This is easily proved. If three boards are painted with white lead paint, and one of them be placed in a vessel containing oxygen, the second in a vessel containing air, and the third is left in the open air, the first will "dry" three times faster than either of the others. Thus a quick drying paint is one that absorbs oxygen from the air rapidly.

Paint "dries" more quickly at a high temperature than at a low one; that is, oxidation proceeds more quickly at 82 degrees Fahrenheit than at 60 degrees Fahrenheit, and this is why painters vary the amount of "drying oil" which they add to their paint according to the season of the year.

Questionable Paint Sale Promoters?

At the last annual convention of the National Paint, Oil and Varnish Association, there were two recommendations to the trade concurred in by that body, which, if observed by the trade at large during this past winter, spring and present summer season, will most likely afford room for many congratulations at the coming annual convention at New York next November.

The recommendations referred to were those deprecating the uncommercial practice of dating bills ahead and the gratuitous bestowal of brushes and other goods upon customers to induce sales, the Board of Control requesting the trade during 1892 to refrain from such practice.

It is impossible, at this date, to know exactly how these recommendations have been observed, but they will most likely be referred to at the coming convention, and it may be found that the practices has been much curtailed during this year. The REVIEW at least hopes that this may be the case. There has been plenty of room heretofore for just such reforms as these, and they are avenues to better commercial dealings and eventually larger profits if followed up closely.

ENTERPRISE PAINT M'F'G. CO.,

Paint and Color Grinders,

PERFECTO COTTAGE COLORS.

Sole Manufacturers of

UNITED STATES WHITE LEAD.

211 & 213 S. CLINTON ST.,

CHICAGO.

ESTABLISHED 1873.

M. L. BARRETT, 238 & 240 RANDOLPH ST., CHICAGO.

OFFERS TO WHOLESALE MERCHANTS, AND MANUFACTURERS, WHO BUY IN LIKE QUANTITIES.

SHELLAC VARNISH, WHITE AND ORANGE, GRAIN AND WOOD ALCOHOL.

GUM SHELLAC, ALL GRADES.

GL D32354

Chairmen of Committees for the Reception and Entertainment of

The National Paint, Oil and Varnish Association

Chicago, October 8th, 9th and 10th, 1895.

GEO. E. WATSON, *Chairman*,
Committee on Entertainment.

COMMITTEE EXECUTIVE.—F. E. PETTET, *Chairman*: A. O. Hall, A. H. Levy, D. Van Ness Person, Geo. E. Watson, G. E. Van Woert, A. G. Cox.

COMMITTEE ON FINANCE.—A. O. HALL, *Chairman*; C. E. Morrill, Ernest Heath, W. H. Leonard, F. W. Rockwell, M. Rosenthal.

COMMITTEE ON ENTERTAINMENT.—G. E. WATSON, *Chairman*: W. F. Senour, R. T. Brydon, Oscar Rosenberg, C. H. Webb, H. M. Norton, H. W. Wollin, P. B. Bradley, O. A. Morgan, C. F. Hills, L. T. Minehart, W. H. Bucher.

A. O. HALL, *Chairman*,
Committee on Finance.

F. E. PETTET, *Chairman*,
Committee Executive.

GEO. E. VAN WOERT, *Chairman*,
Committee on Banquet.

COMMITTEE ON BANQUET.—Geo. E. VAN WOERT, *Chairman*: Chas. E. Field, W. H. Schafer.

COMMITTEE ON HOTELS AND RECEPTION.—A. H. LEVY, *Chairman*; Frank Hayes, B. F. Haddock, D. C. Plummer, R. W. Cox, M. L. Barrett, C. A. Tousey.

COMMITTEE ON PRESS, PRINTING AND BADGES.—D. VAN NESS PERSON, *Chairman*; M. R. Poucher, Geo. R. Jenkins, J. P. Seymour.

COMMITTEE ADVISORY.—A. G. COX, *Chairman*; aided by Club membership.

D. VAN NESS PERSON, *Chairman*,
Committee on Press, Printing and Badges.

A. G. COX, *Chairman*,
Committee Advisory.

A. H. LEVY, *Chairman*,
Committee on Hotels and Reception.

GLD32355

Speakers at the Banquet of the N. P., O. and V. A., Chicago, October 10th, Auditorium Hotel.

ARTHUR D. MCCLELLAN,
Paint and Oil Club of New England.

M. J. WATSON,
Paint, Oil and Glass Club of Nebraska

W. W. LAWRENCE,
Paint and Drug Club of Pittsburgh.

A. A. ERICSON,
Paint, Oil and Drug Club of St. Louis.

HOWARD B. FRENCH, President
National Paint, Oil and Varnish Association

CHAS. H. HOWELL,
Paint Club of Philadelphia.

SAMUEL E. PITTMAN
Paint, Oil and Varnish Club of Detroit.

J. GORDON TAYLOR,
Paint Club of Cincinnati.

J. M. DAVISON,
Paint, Oil and Varnish Club of Kansas City, Mo.

N. D. ARNOLD,
Paint, Oil and Varnish Club, New York.

T. O. DUNHAM,
Paint, Oil and Varnish Club, Cleveland.

W. T. SEATON,
Paint Club of New Orleans.

GLD32356

The present membership of the local clubs is reported to your secretary as follows:

Cincinnati.....	36 members.	Pittsburgh.....	19 members.
Cleveland	22 "	Philadelphia....	18 "
St. Louis.....	60 "	Detroit.....	12 "
New England..130	"	Nebraska.....	10 "
Kansas City...	24 "	New York.....	57 "
New Orleans...	13 "	Chicago.....	67 "

A total of 468 members as compared with 423 members reported a year ago.

I hereby certify I have examined the within account of A. Sherwood, Treasurer of the National Paint, Oil and Varnish Association, and fine same correctly cast and vouched.

Balance, $734.24

G. B. HECKEL, Auditor.

The organization has been affected of the San Francisco Paint, Oil and Varnish Club. The officers are Chas. M. Yates, president; S. Magner, secretary; G. Ammerup, treasurer. The board of directors comprise J. Law, S. H. Brown, J. P. Jourdan.

New York Paint, Oil and Varnish Club.—The tenth annual meeting and election of the Paint, Oil and Varnish Club of New York was held on Thursday of last week in the new rooms of the Drug Trade Club in the Woodbridge building. An elaborate dinner was served at 6 o'clock. Lignante's Neapolitan orchestra furnished music for the occasion. The following officers were elected to serve during the ensuing year: President, Charles T. Pierce; vice-president, Runyon Pyatt; secretary and treasurer, W. B. Templeton. Executive committee, W. H. Andrews, Carl Merz, S. V. V. Huntington, J. W. Coulston, E. R. Drake, Henry Tock, officers ex-officio. Arbitration Committee, M. D. Eger, Henry Merz, A. B. Garner, J. A. Elmendorf, Geo. W. Fortmeyer. The retiring officers were: President, Charles H. Patrick; vice-president, Wm. E. Lucas; secretary and treasurer, W. B. Templeton.

The members of the Cleveland Paint and Varnish Club dined last week at the Hollenden, and after dinner held their annual meeting. Considerable routine business was transacted, and these offices were elected: President, A. M. Parks; vice-president, Fred Glidden; secretary, E. F. Van Zandt. Directors: A. Sherwood, Thomas F. Manning, H. B. Van Cleave and L. Morely. The following committees were appointed: membership, A. L. Stark, S. H. Einstein and M. S. Clapp; entertaining, A. B. Fish, Paul Lemperly and H. T. Day; committee on nominations for 1896, W. A. Harshaw, James F. Grace and E. W. Palmer.

A Paint, Oil and Varnish Club has been organized at Buffalo. The officers are J. W. Daniels, President; W. H. Kestin, Vice-President; Chas. W. Wright, Secretary; Chas. A. Fritzsche, Treasurer. Mr. J. W. Daniels was elected a delegate to the Cleveland Convention, and Mr. Sheldon Thompson, alternate. Thos. F. Manning, chairman of the membership committee N. P. O. & V. Association, assisted by Messrs. Sherwood, Grace and Glidden of Cleveland were instrumental in its organization.

BETTER THAN BARYTES.

Which, like Blanc Fixe, is an artificial product of barytes ore and a

TRUE PIGMENT

Mixed with zinc oxide, it makes a better paint than pure white lead or any mixture of white lead and other pigments—better, because it works smoother, looks better and lasts longer. So say the host of painters who have used it for two years past.

THE SOLE MAKERS OF LEAD BLOOM ARE

PAGE & KRAUSSE MANUFACTURING AND MINING COMPANY.

410 VALENTINE ST., ST. LOUIS, MO.

Edward Keir, Agent, 39 River St., Chicago.

COUNT US OUT.

If you are looking for low priced paint—cheap stuff—we are out of it. If you are willing to judge paints by results, we want to go into the matter with you. Long ago we made up our minds we would only make one grade of paint—a really good paint. We do not want to do all the business. We believe there is a trade for a cheap paint as well as for a first-class article. As far as we are concerned, however, we will only make the good stuff. We do not believe any one can do full justice to both. Anyway we think it reasonable that by giving our entire thought and attention to making only good paint, we have a better chance of success than if we tried to make three or four cheap grades. Besides, we have a weakness for making good goods. We like it. It is our ambition to make the best paint.

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PAINT AND COLOR MAKERS.
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PRESTON COMMISSION CO.,
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SUBLIMED WHITE LEAD.

To Ready Mixed Paint Manufacturers—specially adapted.
To Rubber Manufacturers—a superior and desirable form of Lead.
To Oil Cloth and Wall Paper Manufacturers—worthy of special attention.
For Whiteness—is excelled by no other White Lead.
For Fineness of Texture—is unequalled.
To Grinders of Paints—sold only in dry state.

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MANUFACTURERS OF

A SUPERIOR GRADE OF

RED OXIDE OF IRON PAINT

Annual Capacity 10,000 Tons.

Best in the Market for Tin, Iron or Shingle Roofs, Railroad Cars, Iron Bridges, Steamboats, Mortar Coloring, Stove Putty, Barns, Fences, Out-Buildings or any place where protection from the weather is desired.

☞ **Prices, Freight Rates and Samples sent on application.** ☜

Chicago Retail Paint Men Enlarge their Plans.

The Chicago Painters' Supply Association, said to be composed of about two hundred of the leading retail paint dealers of Chicago, is actively engaged in perfecting plans for more extended operations. Public meetings are not being held during the busy months, but the work of the executive council of twenty-eight, made up of the executive committee from each of the four divisions of the city, continues unabated.

J. D. Riley, secretary of the Association, who has an office in the Ashland Block, declared himself in the presence of a REVIEW representative as follows:

"Yes, we are preparing to inaugurate a more vigorous campaign for the summer and fall than was first contemplated. Our efforts to establish the line of demarcation between wholesalers and retailers has met with hearty response and co-operation from both classes. We are opposed to linking the two branches of trade together, because it breeds unjust price-cutting and demoralizes business. Our members now purchase mainly of houses who confine their efforts to supplying retail dealers and will do so exclusively in a short time. Thus far no difficulty has been experienced in obtaining all grades of stock from non-retailing wholesalers at the lowest jobbing prices, and the number of customers who come to a member's store and go away unsupplied because a particular brand of mixed paint or varnish cannot be obained is not large."

"We have learned, however, that to gain ultimate and complete success, the movement must need have a wider field, and the retailers of the other large cities of the country are ready and anxious to be brought into line. My correspondence has elicited the fact that conditions similar to those complained of here prevail in New York, Boston, Philadelphia, Baltimore, Pittsburgh, Cincinnati, St. Louis and other important business centers. It is our purpose to force the various paint, varnish and wall-paper factors to assume the position either of distributors or retailers, and the combined influence of the city retailers of the country is potent enough to bring about that result. Manufacturers and jobbers cannot sell us and our trade simultaneously. We insist on reciprocity, which is only another term for fair trade."

Manufacturers who maintain retail departments are outspoken in the belief that the Painters' Association scheme lacks cohesive properties and will not succeed, particularly when the field of conquest is in a lot of detached cities where the conditions cannot always be the same. They hold that the retailers' grievance is more imaginery than real, and as a whole the jobbing house protects its trade by prices that cannot injure near-by retailers.

C. C. Barrett, of the Devoe & Raynolds Company, in a brief discussion of the matter, said: "We heard no complaint from city dealers prior to the advent of the new organization. Our retail department supplies consuming trade is in the business district and no effort has ever been made to push it by advertising or other methods. What is true of us is true of other houses."

J. A Squair, of the Alston Manufacturing Company, says: "We are not alarmed. At best this Association can do little. Large houses must have salesrooms and offices in the heart of the city convenient to their visiting trade, and a ground floor is preferable. When these are thus acquired, slight additional expense is incurred by conducting a retail business and there is a demand for it down town. We get better prices for goods sold at retail than many do, especially retailers who are located from three to ten miles out."

Do Not Use RED LEAD upon Iron or Steel.

It contains an excess of oxygen which combines with iron and corrodes it.

Use Prince Bros.' Mineral Brown

UPON IRON AND STEEL.

IT PROTECTS AND PRESERVES IT FROM RUST.

Made Only By

THE PRINCE MANUFACTURING CO.,

71 Maiden Lane, New York.

DETROIT

PAINT AND VARNISH HISTORY.

DETROIT WHITE LEAD WORKS, Established 1868 Incorporated 1880.

BERRY BROTHERS, Limited, Established 1858, Incorporated 1893.

BOYDELL BROTHERS WHITE LEAD & COLOR CO., Established 1865, Incorporated 1902.

DETROIT WHITE LEAD WORKS, Made Ready-Mixed, Varnish Gloss, Carriage Black in 1883.

DETROIT WHITE LEAD WORKS quoted "CARRIAGE BLACK" to Dr. A. J. Gardner & Co., of Grand Rapids, Wood County, Ohio, December 15, 1883.

DETROIT WHITE LEAD WORKS took the order of "Dr. A. J. Gardner & Co., for CARRIAGE BLACK" Jan. 26, '84.

DETROIT WHITE LEAD WORKS shipped and billed "CARRIAGE BLACK" to Dr. A. J. Gardner & Co., February 27, 1884.

DETROIT WHITE LEAD WORKS have manufactured and sold Ready-Mixed, Varnish Gloss, Carriage Paints continuously since 1883.

THE ACME WHITE LEAD & COLOR WORKS, Incorporated, December 9, 1884. Started Works 1885.

DETROIT WHITE LEAD WORKS were the inventors and originators of Ready-Mixed, Varnish Gloss, Carriage Paints! All others are imitations! All statements to the contrary are false!

PENINSULAR WHITE LEAD & COLOR WORKS Incorporated 1888. Started Works '85.

DETROIT WHITE LEAD WORKS sell more Ready-Mixed, Varnish Gloss, Carriage Paints that all of their imitators combined!!! None of the imitations equal theirs in quality! Compare Dates.

DETROIT WHITE LEAD WORKS

DETROIT-CHICAGO-BUFFALO.

GLD32358

EXPANSION PROGRAMS

Five zinc and iron companies have combined under the name of the New Jersey Zinc company, with a capital of $10,000,000. The two principal companies are the Lehigh Zinc and Iron company of South Bethlehem, Pa., and the New Jersey Zinc and Iron company of New York. The other companies are the Florence Zinc and Iron company, the plant of which is near Freemansburg; the Passaic Zinc company of New Jersey, and the Mineral Point Zinc company of Mineral Point, Wis.

At a meeting last week of the Buckeye Paint & Varnish Co., of Toledo, O., the following officers were elected: Pres. P. F. Whalen; vice president, M. J. Malone; secretary, Louis Reible; treasurer, W. F. Malone; directors, P. F. Whalen, M. J. Malone, Louis Reible, W. F. Malone, J. A. Malone. The directors also increased the capital stock to $100,000.

Fred C. Adams & Co. have opened an office in the Garden City building, Chicago, and will conduct a brokerage business in flax and cotton seed products. They are sales agents for the Crescent Linseed Oil Co., Chicago, and the Eagle Cotton Oil Co., Meridian, Miss.

The Manville Covering Company, which recently bought the old Schuetz furniture factory at South Milwaukee, Wis., has begun improvements upon the building that will convert it into a factory for the making of mineral wool and magnesia; it is said that about 100 men will be employed in the work. The plant will be in readiness for operation early in the spring.

Articles of incorporation have been filed at Columbus, Ohio, of the Akron Varnish Company. The new company is a consolidation of the Kubler & Beck and the Imperial Varnish companies, both of Akron, O. The capital stock is $250,000, and will be officered as follows: President, E. G. Kubler; vice-president, J. M. Beck; treasurer, J. H. McCrum; secretary, S. H. Kohler.

The Buehler-Phelan Paint and Color M'f'g. Co., is a new concern organized on January 1st, at St. Louis. Messrs. F. W. Phelan and John Hazard have for many years been identified with the paint trade of the city named, the former as a salesman and the latter as superintendent with the Norton & Wieder Co., and later with the Wieder Paint Co. The new company will commence business under very favorable auspices, and command excellent facilities with which to solicit trade.

The recently published announcement in the REVIEW, that Pratt & Lambert, the well-known varnish makers of New York, had arranged for the opening of a branch house in Chicago, has fully materialized. The perfected arrangements is the erection of a modern varnish factory at 370 to 378 26th Street, where will be manufactured the specialties for

The Sherwin-Williams Company has just completed arrangements for opening a branch at San Francisco, Cal., to be known as the Pacific Division of the Sherwin-Williams Company. Expansion is the order of the day, and this company by adding Kansas City (mention of which was made in last week's issue) and San Francisco to their list distributing depots will be better enabled to care for its growing trade than ever before.

The Twin City Paint Company of Minneapolis has filed its articles of incorporation and commenced business. The incorporators are John W. Howe, May D. Howe and Conrad D. Morck. The capital stock is $10,000.

The Midland Chemical Company, Midland, Mich.; capital stock, $100,000; to manufacture, sell and deal in bromine and other chemicals; incorporators, W. B. Remington, Grand Rapids, Mich.; H. H. Dow, Midland, Mich., and T. Percy Ludington, Mich.

The trade of M. L. Barrett & Co. in shellac varnish and spirit laquers has outgrown former manufacturing facilities and quarters, and this branch of their business has been removed to 234 East Lake street, where new machinery and equipment have been added to their producing outfit.

Standard Varnish Works make an important announcement which operates to the advantage of its trade in the territory named. This concern continues its liberal policy in commanding facilities for the proper handling of its increasing business, the acquisition of which reflects great credit in the quality of its goods, the reputation of which is international. Mr. Sam Rosenthal, formerly with Ansbacher & Co., has become connected with the Standard, and his well-known ability will be a valuable aid in the office management.

Articles of incorporation have been filed at Indianapolis, of the A. Burdsall Company, organized for the purpose of mixing and manufacturing paint, capital stock, $25,000. Directors: Alfred Burdsall, William H. Meier, Sidney T. Jordan, Russell G. Allen and Granville G. Allen.

Murphy & Co., varnish manufacturers in Newark and Chicago, have filed papers of incorporation in the former city under the title of the Murphy Varnish Company, increasing the capital from $1,000,000 to $3,000,000 and providing for an issue of 30,000 shares of stock, one-half preferred at 6 per cent. The incorporators are Franklin H. Murphy, James G. Barnett and William H. Murphy, who own three-quarters of the stock.

The Hanna & Andrus Mfg. Co. succeeds the Matteson Bros. Co., the latter being successors to Matteson Brothers, and Matteson Bros. & Co. For almost 20 years this company, barring change of firm, has been intimately identified with the trade prominently associated with the growth of the western paint interest. The concern is possessed of a large and modern plant in Chicago, for the manufacture of dry colors adapted to the grinding trade.

The O'Neil Oil and Paint Company, Milwaukee, Wis.; capital stock $25,000; manufacturing and jobbing in oils; paints, etc.; incorporators, G. F. O'Neil, L. D. O'Neil, F. C. Gross, O. J. Schmidt.

Charles M. Lilly, president of the Lilly Varnish Company of Indianapolis, and John M. Lilly, secretary and treasurer of the same concern, with Benson Brown, of Detroit, have formed a company, capitalized at $30,000, to put up a plant for the manufacture of enamel for railway coaches and locomotives in the capital city of Indiana. The company will be distinct from the Lilly Company, although the plant will be just across the street from the company's plant at Norwood and Rose Sts.

Tousey Varnish Company, Chicago; capital stock, $50,000; incorporators, Chester A. Tousey, Thomas E. Tousey and C. L. Graham.

The Chicago White Lead and Oil Company has changed proprietorship, the purchasers being H. M. Hooker, Geo. M. Viel, Frank Hayes, John N. Dole, gentlemen recognized as comprising the old and well-known concern of the H. M. Hooker Co.

Wanted. — Capable superintendent for paint factory. Must be thoroughly posted on high grade combination leads and mixed paints. Must accept absolute responsibility of factory management. Salary to begin $1,000.00 per year. Address K, care of this paper.

GLD32359

M. B. Suydam.

Moses B. Suydam, a well-known white lead manufacturer of Allegheny, Pa., suddenly died in his office on the 14th inst. The cause of death is not known. He had never complained of heart trouble, but members of the family think it possible that the fumes from the lead about the works might have affected his heart.

Mr. Suydam was born in Bedford, Long Island, June 14, 1832. His mother, Mrs. Mary Suydam, in her 95th year, still lives at Bay Ridge, L. I. Mr. Suydam's first clerkship was with Cyrus W. Field. He came to Pittsburgh in 1852 and engaged in the white lead business with J. M. Schoomaker. Later he set up for himself and his business grew to large proportions.

Death of John W. Masury.

The death of John W. Masury, senior member of the firm of John W. Masury & Son, the well-known paint manufacturers of New York, which took place at his residence in that city on the 14th inst., will probably not create as much surprise as sorrow in the trade of which he has been for so many years such a conspicuous and distinguished member, owing to his advanced age, although he was active in mind and body up to the very last.

Mr. Masury was 75 years old, and born in Salem, Mass., Jan. 1, 1820. He was of French descent on his father's side, the name Masury being an anglicized form of Le Mesurier.

Mr. Masury's career as a business man began when he was 22 years of age when he went to Brooklyn and took a position as clerk in the paint store of John D. Prince. His aptitude for the business showed itself immediately and it was not many years before he became a partner in the firm which adopted first the style of John D. Prince & Co., and afterward that of Prince, Masury & Weeks. In 1870 the entire ownership of the business passed into the hands of Mr. Masury and five years later when his son-in-law, Lieut F. L. Miller, of the United States navy, was admitted to partnership the firm was styled John W. Masury & Son and has so remained for nearly twenty years.

Decease of Col. J. J. Lawrence.

Colonel John J. Lawrence, senior partner of the firm of W. W. Lawrence & Company of Pittsburg died on the 27th inst. at his residence, Allegheny. He had been gradually failing since Christmas, and death was caused by a complication of diseases.

John J. Lawrence, son of Hon. Joseph Lawrence, was born near Washington, Pa., March 7, 1827. He was a brother of Hon. George V. Lawrence, member of the legislature from Washington county. While a young man, Mr. Lawrence, removed to near Harrisburg where he entered into business and was married. When the war broke out he entered the service of his country as captain. He was mustered out as the lieutenant colonel of the Hundred and Twenty-fifth Pennsylvania volunteers. In the battle of Bull Run he was wounded After leaving the army Colonel Lawrence entered active business life again. From 1869 until 1875 he was general manager of the Allegheny Valley railroad. Previous to that time he was general superintendent of the old Erie and Pittsburg railroad. From 1877 until 1882 he was in partnership with M. B. Suydam. At the time of his death he was senior partner of the firm of W. W. Lawrence & Company.

Lawson Valentine for many years prominent in the varnish making business, died on the 5th inst. after a two week's illness, at his country home in Mountainville, N. Y., at the age of 63 years. Up to the time of his sickness he had been actively engaged in business, and at the time of his death was president of the Lawson Valentine Varnish Co., of New York. He was greatly interested in literature, had a wonderfully fertile mind, both in originating methods and executing plans, and was public spirited to a marked degree.

Death of Col. William P. Thompson.

The announcement of the death of Col. William P. Thompson, president of the National Lead Company, has created a profound impression throughout the country. Col. Thompson was one of the best known men in the lead trade and was also largely identified with the oil interests, having held important official positions in the Standard Oil Company. At the time of his death he was also president of the Ohio River Railroad Company.

Col. Thompson was a Confederate soldier of distinction and bore a conspicuous part in some of the fiercest conflicts of the war. After the war closed he returned to West Virginia, settling at Parkersburg, and becoming a member of the oil firm of J. N. Camden & Co. of that city. In 1875 this concern was purchased by the Standard Oil Company, which retained the services of Col. Thompson at Parkersburg until 1880, when he removed to Cleveland, O., becoming vice-president of the Standard Oil Company of Ohio. In 1887 he transferred his residence to New York, remaining with the Standard until 1889, when he was elected president of the National Lead Company.

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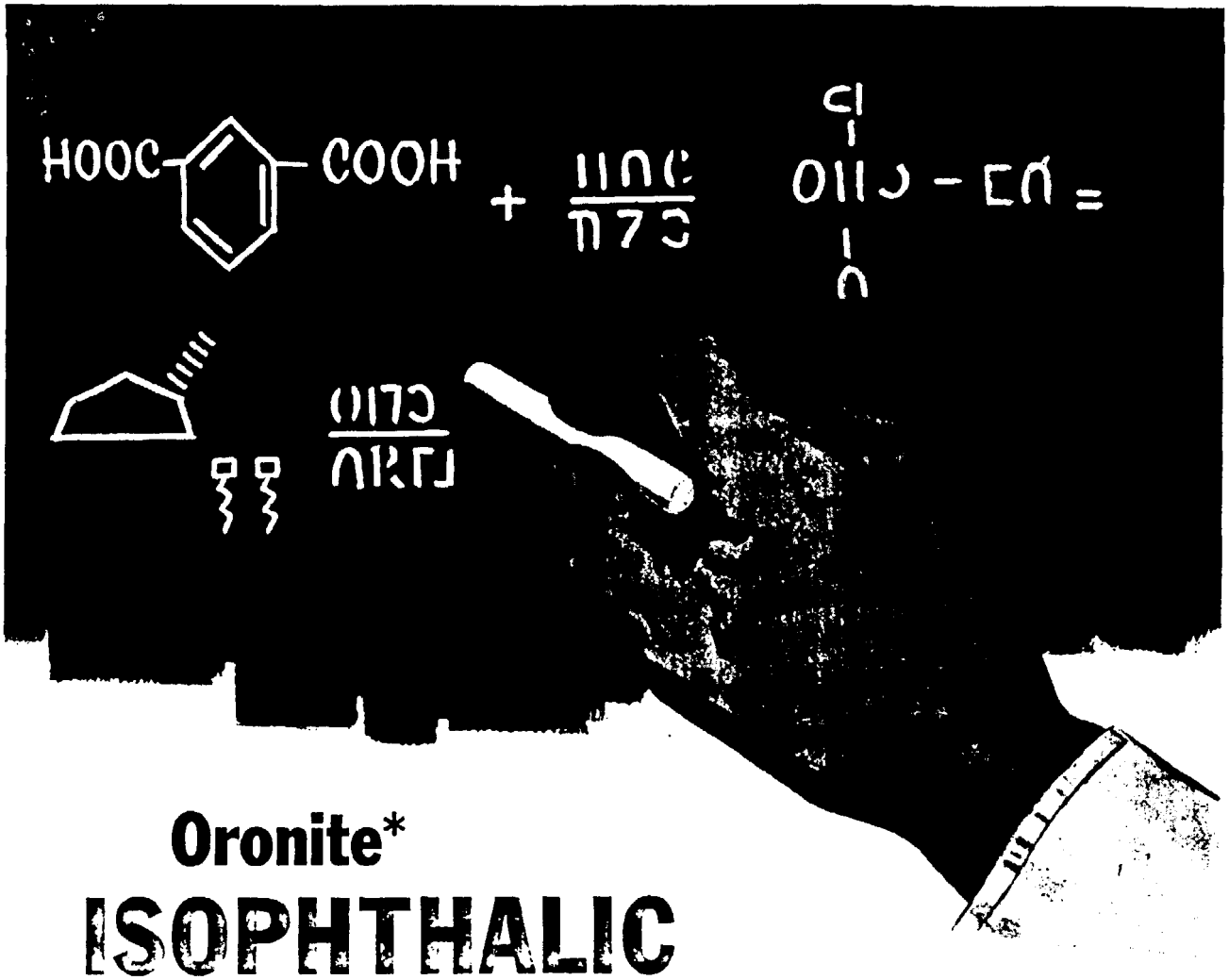

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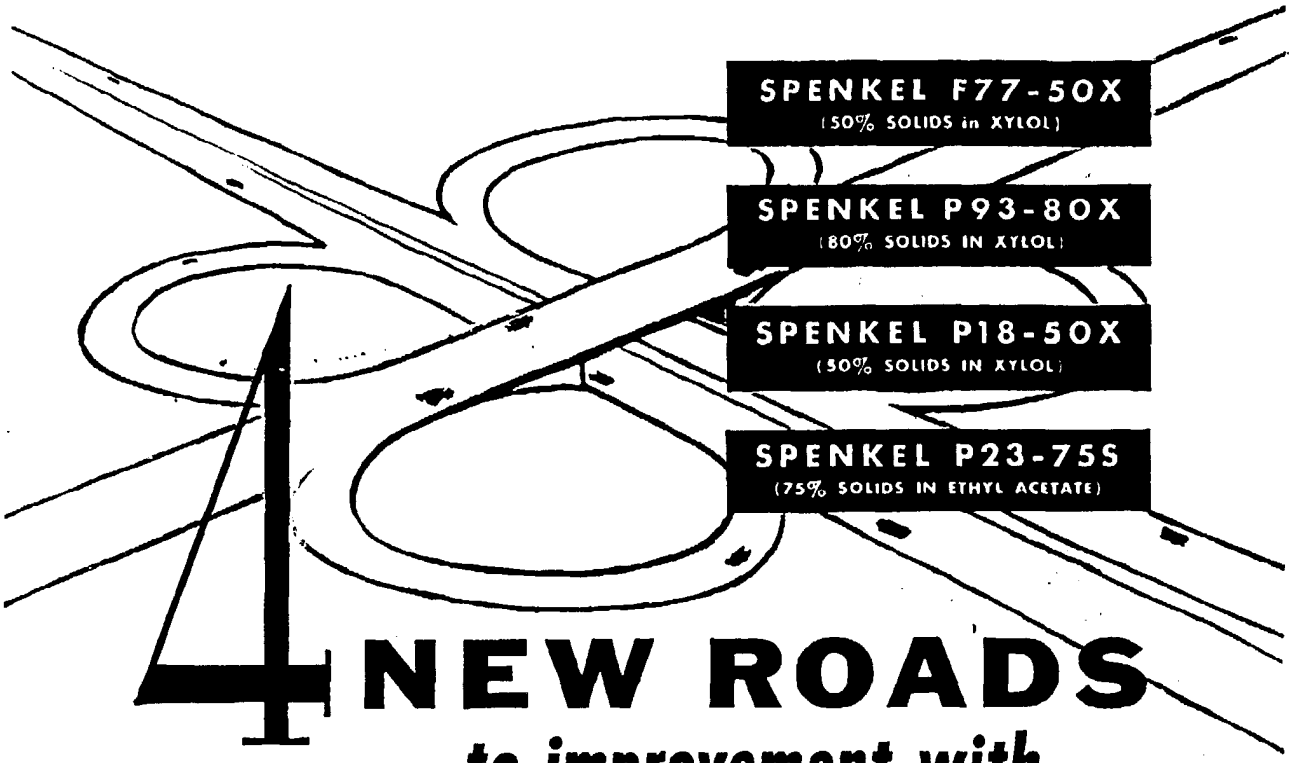

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Investigate these four new Spencer Kellogg Polyurethane products:

SPENKEL F77-50X (50% solids in Xylol) — A one-can stable, air-dry polyurethane system, requiring only small amounts of drier, can be used for marine finishes, clear exterior varnishes, floor finishes, industrial primers and enamels.

SPENKEL P93-80X (80% solids in Xylol)
SPENKEL P18-50X (50% solids in Xylol)
SPENKEL P23-75S (75% solids in ethyl Acetate) — These are polyurethane intermediates which must be further reacted with catalysts or hydroxyl groups to make coatings. These two-can systems are recommended for chemically resistant coatings. They also can be used as adhesives, foams, encapsulating and potting compounds.

Technical bulletins of each of the Spenkels, as well as a general Spenkel bulletin can be obtained from your nearest Spencer Kellogg representative or write direct to Technical Service Department, Spencer Kellogg and Sons, Inc.

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