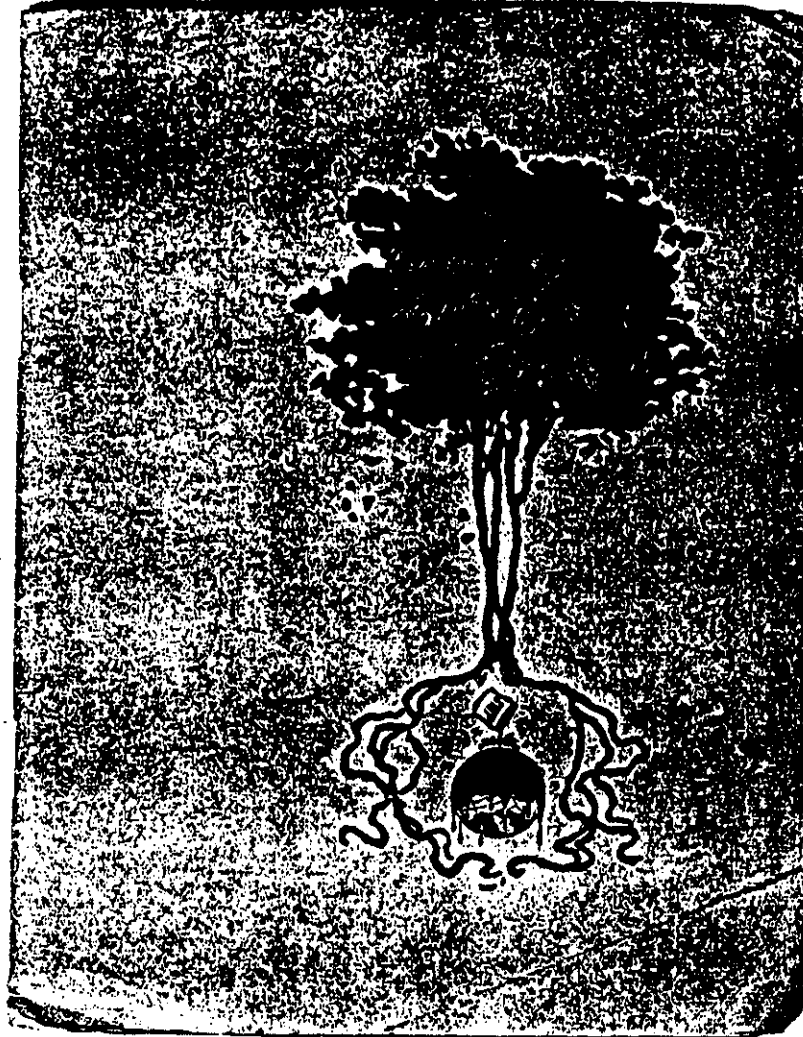




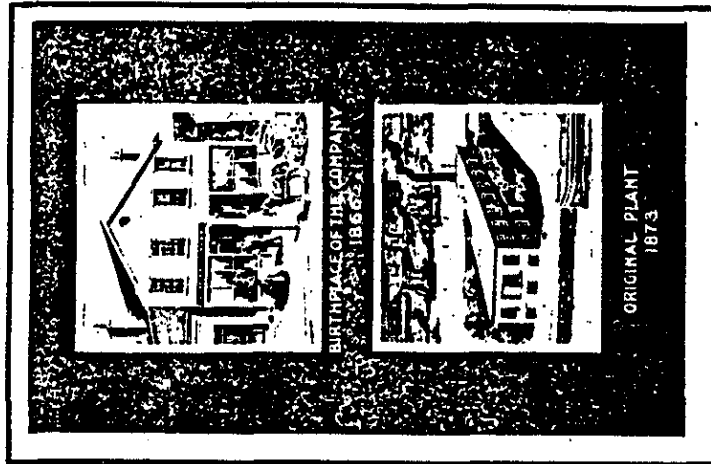
Foreword

A SUCCESSFUL past, a busy present and a bright future are about all any man can desire. The man who has them, especially if he has won them for himself, can be pardoned if he takes some pride in their possession. He cannot be pardoned, however, if he has an overwhelming pride that counts the past as everything.

The best past is that which acts as an incentive for the future, that stimulates one's activities and makes him more ambitious. To say, "We are growing" is much more praiseworthy than to say, "We have grown."

In looking back over the forty years of its progress and development this company finds much of which it can be justly proud. We have built a big business, along lines that are honorable and substantial; we have improved our product and ourselves wherever the opportunity offered; we have grown and expanded until we truly "Cover the Earth;" we have made splendid gains in sales year after year.

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All of this has been much to our liking. It has meant a large measure of success. But we really cannot spend a great deal of time in its contemplation. The busy present and the promise of the future demand all our time.

The forty years of the past are simply the foundation on which we are still building. They have shown us our possibilities and opportunities. Among ourselves we say we have only fairly started.

By the time this anniversary souvenir has become soiled the illustrations it contains will be out of date. As a matter of fact some of them are out of date at the time we go to press—additions to our plants and new warehouses having been planned since the work on the booklet was started.

If these pages give you anything like an adequate idea of our present size and facilities we shall be glad. But we shall be still more pleased if they give you, as they do us, confidence in our ability to build higher and higher on a foundation broad and secure, and to serve satisfactorily all trade—large and small.

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A Brief History

THE story of the birth and growth of The Sherwin-Williams Company begins with the year 1866, when Mr. Henry Alden Sherwin opened a small retail paint store in Cleveland.

Mr. Sherwin realized the great possibilities of a paint and varnish business founded on high quality goods and sound selling methods. He knew that such a policy would bring difficulties, as it did, but he never doubted its wisdom and ultimate success. To Mr. Sherwin's keen foresight, wise judgment and indefatigable labor, the company owes not only its inception but much of its subsequent growth. It represents today the fulfillment of his hopes and ambitions.

The business of the little paint store grew rapidly, expanding from the original store to larger and still larger quarters, adding new departments and entering the jobbing field.

In 1870 Mr. Sherwin formed a partnership with Mr. Edward Porter Williams. Besides

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possessing remarkable business ability. Mr. Williams had a personality that won and held friends. He became in a way the "outside man" of the firm. The proprietors had little financial capital but unlimited capital in energy and determination. Both men were equally ambitious and equally capable of fighting hard to win.

In 1873 Mr. Sherwin and Mr. Williams established a small paint factory. Both were determined to make paint as good as could be made. Quality was considered before everything else. The venture was a success from the start. The sales grew, new buildings were added and a traveling force was organized.

About the time the factory was started the business had grown large enough to require the services of an accountant. Mr. Sereno Peck Fenn, the present Secretary and Treasurer of the company, was employed in that capacity. Since that time Mr. Fenn has been a part of the strength and backbone of the organization, devoting all his abilities as an able financier to place the company where it stands today.

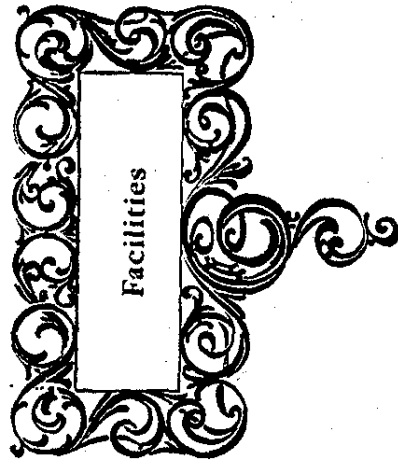
In 1892 the first step was taken towards our present continental system of handling and distributing Sherwin-Williams products. At this time a warehouse was established in Chicago. The demand for high quality paints increased so steadily that it became more economical and

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more advantageous to manufacture goods in that city, so the second factory was built in 1888. During this time offices and warehouses were established in other cities, both East and West.

In 1893 a business connection was made with The Walter H. Cottingham Company, of Montreal, Canada. That company was sole jobber of good paint in Canada, representing foreign and American manufacturers, including The Sherwin-Williams Company. Mr. Walter H. Cottingham, the owner, began manufacturing paint specialties in 1887 in a small way. He was a firm believer in high quality goods, but found it exceedingly difficult to secure a market for his products. Mr. Cottingham saw, however, that products which could win in the States would win in Canada. In 1895 his company became sole manufacturer of Sherwin-Williams paints and varnishes in Canada. In 1896 The Walter H. Cottingham Company, Limited, was merged with The Sherwin-Williams Company, and it became the Canadian factory with headquarters in Montreal. Mr. Cottingham knew the high character of the Canadian people and felt sure they would use the best paints and varnish when once convinced they were such. In three years the entire line of Sherwin-Williams products attained an enviable standing throughout the Dominion.

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In 1898 Mr. Cottingham was appointed general manager of the entire business, with headquarters in Cleveland. His training as an executive familiar with both the manufacture and sale of good paints and varnish gave him the right sort of experience to carry on and extend the rapidly growing business. Under his leadership the company pushed the sale of its products into every profitable paint field, and the world-wide expansion of the past nine years is largely the result of his wise judgment and organizing ability.

In 1903, on the death of Mr. E. P. Williams, Mr. Cottingham was elected Vice President and General Manager.

So much for history.

In the succeeding pages we have outlined briefly our facilities, then described the various factories, offices and warehouses. We trust the booklet as a whole will give you a good idea of the character and scope of The Sherwin-Williams Company.

Testing, Experimental and Research Facilities

Chemical Laboratory Equipment.

One Chief Chemist, Cleveland.
Two Paint Chemists, Cleveland.
One General Chemist, Cleveland.
Two Color Chemists, Chicago.
Four Paint and Color Chemists, London.
One Metal Assayer, Coffeyville, Kan.
One Ore Chemist, Magdalena, N. M.

Experimental Department.

A complete paint factory on a small scale devoted exclusively to the making of experimental and sample batches of all classes of paint.

Practical Testing and Research Departments.

A staff of thirty-four expert paint and varnish testers and finishers who carefully test and examine all finished products. They also conduct all investigations and research for improvement of our goods and the addition of new lines. This is considered the most important department in our entire manufacturing equipment and has enabled us to supply a class of products that are either not attempted by others or have not been successfully furnished in the past.

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Manufacturing Facilities

Paint Factories.

Seven Superintendents.
Forty-four Foremen.
Manufacturing all classes of paint products for all uses, except artists' tube colors.

Cleveland
Chicago
Newark
Montreal
London, Eng.

Varnish and Japan Factories.

Five Head Varnish Makers with a large corps of expert workmen.
These facilities make possible an exchange of ideas and information that has much to do with the success of this department.

Cleveland
Chicago
Newark
Montreal
London, Eng.

Color Works.

Manufacturing a complete line of dry colors for all uses. These works are of themselves the largest of the kind in the world.

Chicago
London, Eng.

Linseed Oil Mills.

The control of the quality of the oil is one of the most important factors in our business. This department operates its own tank cars.

Cleveland
Montreal

Lead and Zinc Mines and Smelters.

These mines and smelters represent a large business in themselves and require a large organization to operate them.

Magdalena, N. M.
Coffeyville, Kan.
Spartan, Mo.

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Auxiliary and Miscellaneous Facilities

Mechanical and Construction Department.

Two Mechanical Engineers. One Electrical Engineer. One Mining Engineer. One Architect. Two Draughtsmen.

Complete Machine Shop, where the paint machinery for all our plants is made. Carpenter Shops. Plumbing and Pipe Fitting Shops.

Printing and Advertising Department.

Printing Plant, Bindery and Sampling Department, Cleveland.

Printing Plant, Bindery and Sampling Department, Montreal.

Printing Plant, Bindery and Sampling Department, London, Eng.

Publish three monthly magazines and do all designing and printing of labels, posters, stationery and advertising.

Editorial Staff.

Art and Photographing Department.

Engraving and Embossing Departments.

The entire Department of Publicity, embracing all the foregoing departments, is practically a good sized business in itself. Including the staff in all branches there are throughout the year from 175 to 300 persons employed in this department.

Tin Can Department.

Cleveland. Making all the cans, of all sizes and *Montreal* styles, used to contain our paints and *London, Eng.* varnishes.

Box Making Plant.

This plant is located at Cleveland, making a full line of wood boxes. In connection with the plant we own and operate our own steamship for carrying lumber down the Great Lakes.

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Selling and Distributing Facilities

Offices and Warehouses

Executive and Administration Offices.

Cleveland.

Central District.

Cleveland,

Cincinnati,

Buffalo

Atlantic Coast District

New York City,

Newark,

Boston,

Western District.

Chicago,

Kansas City,

St. Louis,

Pacific Coast District

San Francisco,

Los Angeles,

Canadian District.

Montreal,

Toronto,

English and European District.

London,

Paris,

Dresden,

Vienna,

Sydney,

Wellington,

Bombay.

Sales Managers and Traveling Representatives.

Two hundred and four Traveling Representatives

covering every important paint field in the world.

Twenty Managers in the Sales Department.

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Miscellaneous Facilities

TO OPERATE properly a business of this size requires in addition to the facilities previously enumerated:

Purchasing Department.

Fully organized with branches in various districts.

Traffic Department.

To take care of the routing of shipments and other transportation matters.

General Accounting Department.

In addition to the large staff of accountants, bookkeepers and clerks under the supervision of the Auditor, at Cleveland, each division office has its own Accounting Department.

Formulas.

The Manufacturing Department has 5000 active formulas for paint, varnish, stain and color making.

Raw Material.

Our raw material stock comprises over 800 varieties of liquids and dry stocks.

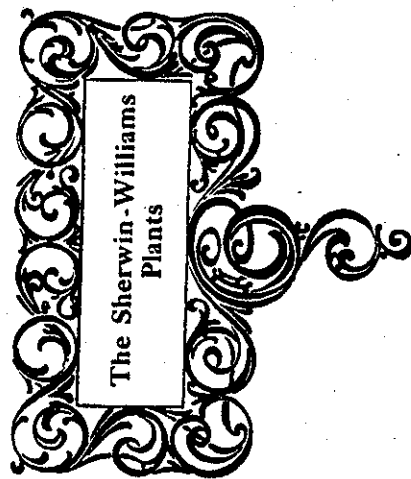
Packings.

The finished products require 235 different styles and sizes of tin and wooden packages.

All our Factories

Are equipped with lunch rooms, kitchens, club rooms and rest rooms. An Employees' Mutual Benefit Society is maintained throughout the entire company. There are two Clubs—The Get Together Club, at Cleveland, and the Top Notcher Club, for the entire company. Each year a convention of all traveling salesmen and managers is held.

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Cleveland Plant

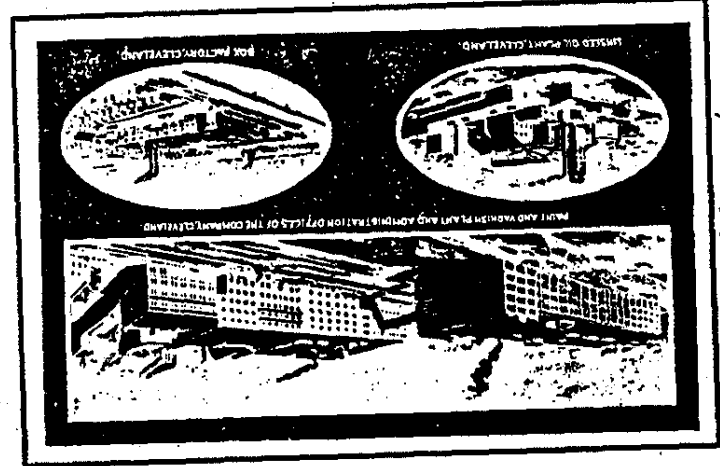
The birthplace of The Sherwin-Williams Company.
The home of its Executive and Administration Offices.
The scene of its greatest development.

THE Cleveland plant now comprises forty-five buildings. This rapid development from the small beginning is the result of greater demands every year upon our manufacturing facilities and the additions we have made to meet them.

The Paint The paint works include departments for the manufacture of more than 100 different lines of paints, besides enamels, stains and many special products. Here are located the paint testing department, the chemical laboratory and factory offices.

The Varnish The varnish works comprise a group of buildings constructed especially for the purpose. Four large buildings are used for aging varnish and are filled with steel tanks designed by us for this purpose. There are separate departments for the manufacture of

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driers. Some japans are also made in the varnish works. The varnish testing department and electrical laboratory, where insulating varnishes and compounds for electrical apparatus are tested, are in these buildings.

The Linseed Oil Mill. The Cleveland linseed oil mill is located on the Cuyahoga river, about a half mile above the factory proper. Flaxseed is brought by boat to the elevator here. This mill was erected in 1902 to provide for our own consumption oil of greatest purity. Before we made our own oil we refined and aged the linseed oil of commerce. Now we start with the seed-crushing, refining and aging the oil. The capacity of the mill has been increased several times.

Tin Can Factory. We make our own tin packages. They range in size from the $\frac{1}{2}$ pint self-sealing can to the 5 gallon square can. More than 200 styles and sizes of tin packages are required to contain the finished products, shipped from our factories and warehouses.

Box Factory. A large factory is required to supply wooden boxes and cases for the Sherwin-Williams products. More than 8,000,000 feet of lumber were made up into boxes in 1905. This was brought down the Great Lakes on our steamship, the "Lindsey," and delivered to the factory on the Cuyahoga river.

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Miscellaneous. In the factory buildings are located departments, engineering and construction departments, warehouses, power plant, machine shops, laundry, lunch room and club room.

Office Buildings. The buildings opposite the factory, on Canal Road, are occupied by the Executive and Administration offices of the entire company, the Central Division Sales Departments, the Railway, Street Railway and Marine Sales Departments, the Carriage and Manufacturers Sales Departments and the Varnish Sales Departments. The Executive, Editorial, Art and Office Staff of the Department of Publicity occupy a part of the third floor of the central building. The Printing Department, Bindery, Varnish Sample and Paint Sample Departments and the Stock Rooms and Shipping Departments occupy five floors of the southern building.

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Chicago Plant

*The second largest plant of The Sherwin-Williams Company.
The home of our American Dry Color Works.
Supplies Sherwin-Williams Products for the Great West.*

IN 1882 the first step was taken towards our present continental system of distributing Sherwin-Williams products, when a warehouse was established at 241 Jackson Street, Chicago. The demand increased so steadily that six years saw the necessity for manufacturing as well as distributing goods here. In 1888 the first buildings of the present plant were erected at Pullman Station. From 1901 to 1903 the capacity of the plant was tripled and the offices removed from 2629 Stewart Avenue, in the city, to Pullman. Eighteen buildings now comprise the Chicago plant with more in course of erection. The Paints are manufactured in two large separate four-story buildings. The same general plan and organization is followed here as in the Cleveland works.

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Chicago Plant

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The Varnish Works. There are now three buildings devoted exclusively to the manufacture of varnish. A new building has recently been erected for varnish storage and the company expects to increase this equipment with the rapidly growing demands for our varnishes throughout the West.

The Dry Color Works. The dry color works are a very important part of our manufacturing system. The company uses and markets a large quantity of dry colors. This plant is the largest and best equipped dry color works in America. There are eight buildings with others in course of construction. One new building was recently erected for the exclusive manufacture of blues. Another equally large will soon be ready for making lakes. In 1905 a building was completed for the manufacture of pulp colors used largely in making wall paper.

Office, Storage Buildings, Power Plant, Etc. The office building was erected in Chicago in 1902. It is as modern and complete as could be made and provides ample room for the administration and sales departments. A modern power plant and pumping station is equipped to furnish power, heat and light, and pump the various liquids used in the manufacture of paints and varnishes to the various departments over the plant.

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The Linseed Oil Mill. The end of 1907 will no doubt see a linseed oil mill in operation here.

Plans are now being effected for the erection of a mill with elevator and tanks for seed storage. A city sales office is maintained in the Railway Exchange Building, where most of the city business is carried on.



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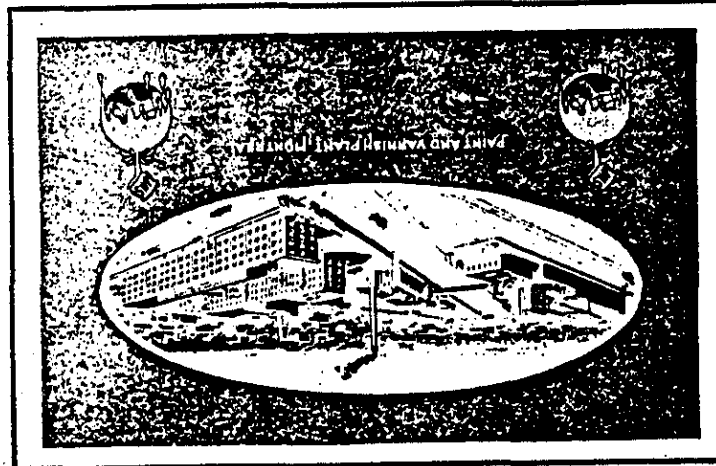
Montreal Plant

*The development of eleven years in Canada.
A model plant of fifteen new buildings.
Opportunity for greater growth.*

CANADA is today a big industrial, commercial and agricultural field, with almost limitless possibilities for development. Its progress and growth in the past decade have been remarkable. The Sherwin-Williams Company, in Canada, has been keeping pace with the development of the country. Our beginning in 1896 was a small one. Today the Montreal plant comprises fifteen buildings, and is one of the most important in our system, and is in every way a model plant of its kind.

The Paint Works. The manufacture of paints is carried on in a large four-story brick building in the rear of the office and storage building. It is modeled after other paint works of the company, with mills and appliances so arranged that the mixing of the raw materials starts on the fourth floor, and as the processes continue

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the goods gravitate on to the third, and are completed on the second, where the filling is done. The first floor is used chiefly for storage and packing.

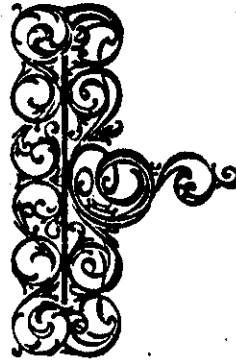
The Varnish Works. The varnish works are located across the street from the other buildings of the plant and connected by an overhead bridge. There are four buildings here for the manufacture and aging of varnish; also a building for the manufacture of driers and one for other storage purposes. In 1906 five new fires were added to the boiling room and the equipment throughout increased to meet the requirements.

The Linseed Oil Mill. The linseed oil mill includes three buildings of fire proof construction with ten presses, elevator and steel storage tanks for seed. This equipment enables us to make all the linseed oil used in our Canadian products, and so secure the same purity as in the States.

Office, Storage Buildings, Etc. In 1904 a new office and storage building, 280x50 feet, was completed at 639 Centre Street. This is one of the finest in the entire system of the Sherwin-Williams plants. A power house and pumping station was completed about the same time. It is 103x72 feet, and is equipped with large and up-to-date engines, electrical and pumping apparatus.

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Tin Can Factory. A tin can factory is a special *Shipping Facilities* feature of the new facilities. We now make all the tin packages used in Canada. The arrangement of the entire plant facilitates the quick handling of the goods. The Grand Trunk Railway runs three switches into the grounds, one for bringing in raw materials, one for handling finished products, and one for supplying fuel to the power house.



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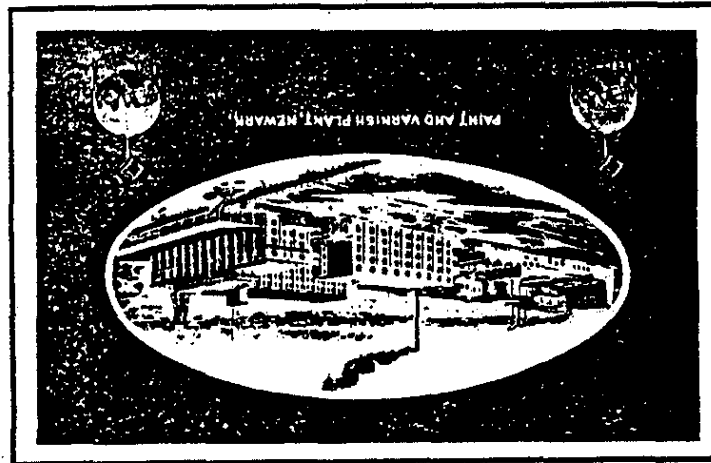
Newark Plant

*The source of supply for the Atlantic Coast District.
The growth of six years.
A model plant of fifteen buildings.*

THE Newark plant was started July 1, 1901. It consisted at that time of one large and two smaller buildings. The Atlantic Coast States were supplied with Sherwin-Williams goods from a warehouse first located at 176 Fulton Street, New York City. This warehouse was established in 1886 with a complete stock of our products and an office staff to handle the business. The sales increased and a larger demand for our lines made a larger building a necessity. The headquarters were then removed to 397 Washington Street. The manufacture as well as the distribution of Sherwin-Williams goods, however, came as a result of the continual growth, and a factory was located in Newark, across the river.

The Newark plant now includes fifteen buildings—and is still growing.

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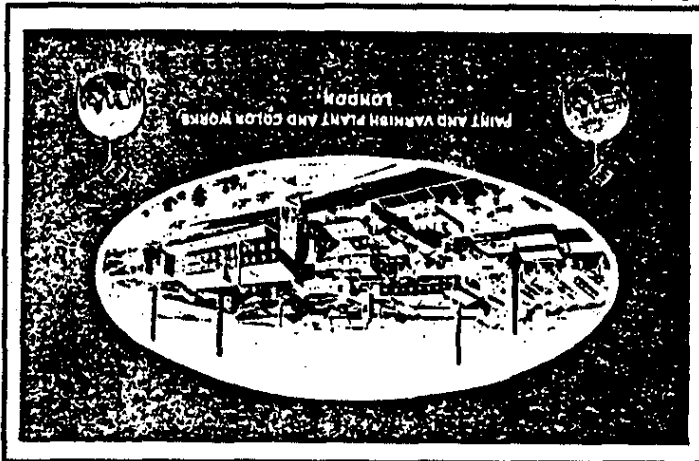
The Paint Works. Two large four-story brick buildings are used exclusively for the manufacture of paints. One of these was the first building erected at the plant. The second was completed in 1902. They provide ample room for large equipment.

The Varnish Works. Our new varnish plant now places us in a position to give adequate service to the varnish trade. The works comprise eight buildings of fire proof construction with cement floors and tile roofing. The varnish manufacturing building contains twelve fires and is connected under cover with the testing and storage departments. The varnish storage building is three stories in height. Another varnish storage building will soon be completed and the total varnish capacity of the tanks will be equal to that of any other plant of the company.

Office, Storage Buildings, Power Plant, Etc. The new general office building was completed August 1, 1906, is five stories in height, and connected with two factory buildings with a two-story structure in which is located the main entrance of the offices. The first floor is used for heavy stock, the second for offices, the third for printing and advertising department, the fourth for manufacturing, stock and lunch rooms. A large power house and pumping station has recently been increased in size.

The additions here include a large boiler for a 300 horse power Sterling boiler and engine room to take care of a Westinghouse vertical compound engine of 300 horse power with direct dynamo connections. The improvements bring this part of our N. E. equipment up to the standard of our other plants. A building, 25x210 feet, has been erected for utilizing the dock frontage for storing goods in cases.





London Plant

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London Plant

The latest addition to The Sherwin-Williams Factories. Facilities for manufacturing and marketing Sherwin-Williams goods for English and Foreign markets.

IN 1904 The Sherwin-Williams Company established itself in the heart of London, Eng., and is manufacturing there a full line of products for the English, Continental and Far Eastern markets.

The Paint Works. The London plant is equipped with modern facilities for manufacturing Sherwin-Williams paint products. The extensive paint works were increased by two large buildings in 1906.

The Varnish Works. The varnish works comprise a group of buildings for making and aging a wide variety of varnishes.

The Dry Color Works. In the manufacture of dry colors this plant is not surpassed. About one-half the entire factory buildings are devoted to this industry.

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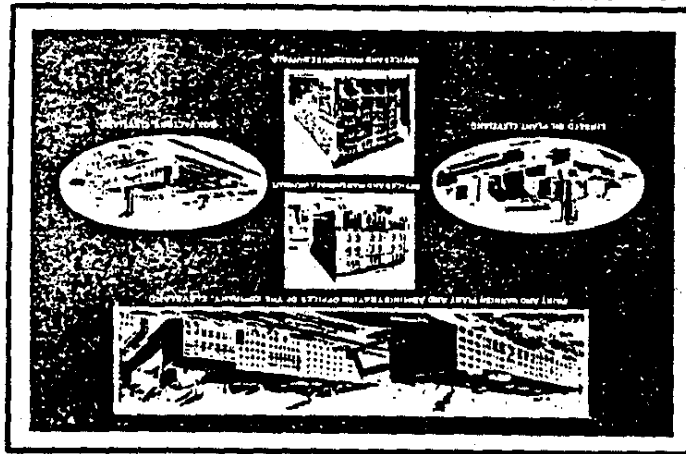
Central District

Cleveland.
The general supervision of all business coming from the territory embracing Ohio, Kentucky, Eastern Indiana, Southern Michigan, Western New York and Western Pennsylvania is handled from Cleveland. Goods for territory immediately tributary to Cleveland only are shipped from stock here.

Cincinnati.
In 1905 a warehouse under management of our own staff was established at 420 Pioneer Street, Cincinnati. It is located in the Kruse & Buhlmann Company building, where we carry a large stock of paints, varnishes and colors. This depot is a great convenience to the trade on or near transportation lines entering Cincinnati.

Buffalo.
To insure prompt delivery and low freight rates to dealers and consumers in Western New York a warehouse was placed in charge of our own superintendent at Buffalo. It is located at 47 Pearl Street.

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Western District

Chicago.

The Chicago offices and plant take care of business in Illinois, Western Indiana, Iowa, Southern Wisconsin and Northern and Western Michigan. The great number of railroads out of Chicago make possible quick delivery to the trade.

Chicago City Office.

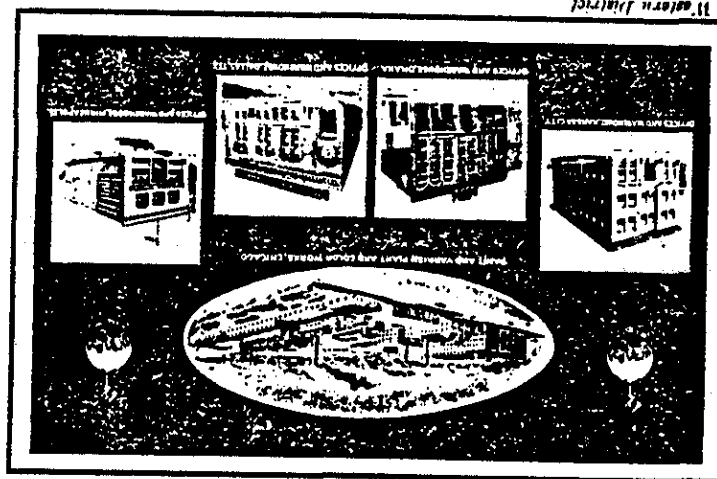
For the convenience of the city trade we have an office in the Railway Exchange Building. Railroad, street railroad and marine business of the Middle West is handled from this office. *Minneapolis.*

The Minneapolis depot is located at 119-121 Second Street North. It was established in 1902 and supplies practically all the trade in Minnesota, Western Wisconsin, the Dakotas and Montana.

Kansas City.

The Kansas City offices and warehouse were established in 1901, when a small stock of paints, varnishes and colors was placed here

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for the convenience of the trade. The wonderful development of the natural resources of the Southwest since that time has brought with it the very greatly increased demand for our goods. We now occupy an entire four-story building at 1200 St. Louis Avenue. For a time all orders for goods from the Southwestern States were supplied from stock carried here. It became necessary to establish subsidiary warehouses because of the size of the territory and the transportation facilities. The Kansas City warehouse ships goods now to Western Missouri, Kansas, Colorado, Utah, Western Arkansas, Oklahoma and Indian Territory.

Dallas.

In 1905 three solid train loads of Sherwin-Williams products were shipped to Texas. There were besides a great many single car load shipments and thousands of smaller orders. There are no more train load shipments as we are in the heart of this growing territory with a warehouse at 127-129 Swiss Avenue, Dallas, Texas.

Omaha.

A warehouse was opened in Omaha, September 1, 1906, at 1308-1310 Harney Street. We believed we could increase the already satisfactory service, get closer to the heart of the trade

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and give all the benefits and helps of our organization by having in Omaha an office and warehouse in charge of our own staff. The wisdom of this addition is already apparent. We supply goods to Nebraska, the Black Hills District and Wyoming from this warehouse. *St. Louis.*

A warehouse will be opened in St. Louis on February 1, 1907, at the corner of Second and Clinton Streets. We will have here a competent staff and a large stock, so that we can give quick service to the trade in Eastern Missouri, Southern Illinois, Western Tennessee, Louisiana and Mississippi.

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Atlantic Coast District

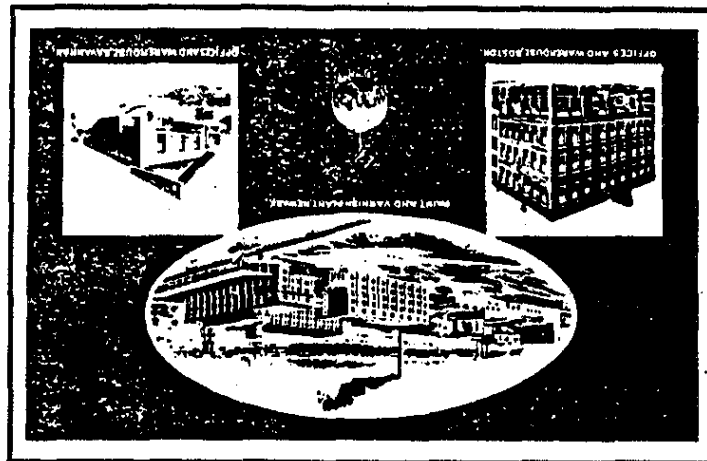
Newark.

The Newark plant ships goods to territory as far south as North Carolina and as far north as Massachusetts. The Delaware, Lackawanna & Western, Central Railroad of New Jersey, Erie, Lehigh Valley and Pennsylvania railway systems in Newark afford best facilities for supplying a large territory with our products. Located on the river, orders can be sent by boat to points on the Atlantic Coast.

New York City.

When the Newark plant was established the warehouse at 997 Washington Street, New York City, was removed to the factory. City orders are now filled as quickly from our plant as they were formerly from the local warehouse, since Newark is a short distance from New York City and so favorably located to make quick delivery. We have city offices, however, at 66 Broadway, where business connected with the city trade is transacted. The

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Eastern District

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Export Department also has its headquarters here and handles orders for goods for foreign markets supplied from the Newark plant.

Boston.

The Boston warehouse was first established in 1889. It supplies Sherwin-Williams goods for Maine, New Hampshire, Vermont, Massachusetts and Rhode Island. Our headquarters will be removed January 1, 1907, from 180-186 Purchase Street to a larger building at 1113-1115 Stillings Street. We will be near transportation lines and will have more floor space and better facilities for handling business promptly than we have ever had before.

Savannah.

The Southeastern depot was established in 1904. The increased and prospective trade in the South, together with the convenience of a warehouse, induced us to establish one in Savannah. We are located at 745 Wheaton Street, on the Atlantic Coast Line Railway.

Philadelphia.

January 1, 1907, marked the opening of Sherwin-Williams offices and warehouse in Philadelphia. We occupy the entire fourth floor of the Merchants' Warehouse building

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at Delaware Avenue and Chestnut Street. This location is ideal as it is within a very short distance of every important railroad freight depot and steamship pier in the city. The building is especially adapted for our business. There are two railway tracks running directly to it and it has a large covered drive where customers can send teams, when necessary, to receive goods from the elevators. We carry here paints, varnishes and colors for the city trade, Eastern Pennsylvania, Delaware and New Jersey.



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Canadian District

Montreal.

Eastern Canada is supplied with Sherwin-Williams goods direct from our plant at 639 Centre Street, Montreal, Que.

Toronto.

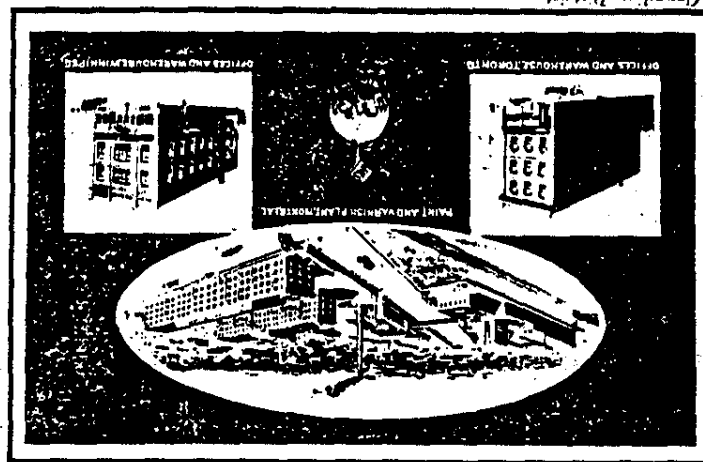
In 1889 a warehouse was established at 86 York Street, Toronto, to handle business from the province of Ontario.

Winnipeg.

The great Northwest is so far away from the manufacturing sources that our warehouse in Winnipeg, Man., is a great convenience to the trade. We are located at 147 Rennie Street East.

We will occupy our own building January 1, 1907, a large brick structure, built especially for our own needs.

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Pacific Coast District

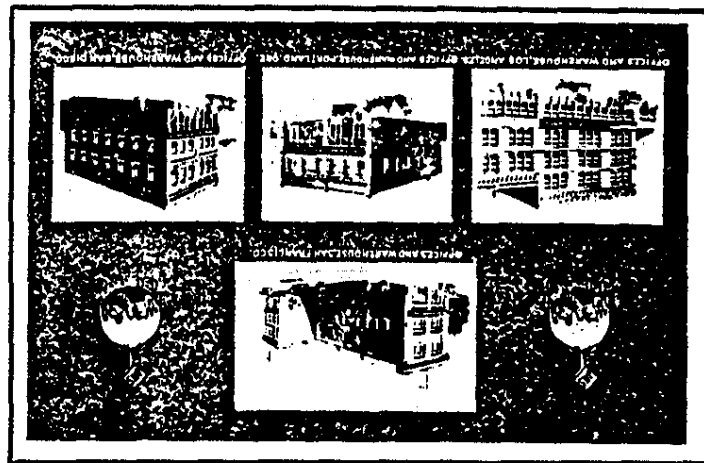
San Francisco.

The San Francisco office and warehouse is again located at 133 Second Street. We were occupying a building on this site before the destruction of the city by earthquake and fire. It was entirely consumed with our whole stock, but we are now in a new building, one of the first permanent business quarters in the city. While business was practically suspended for two months, yet the local management made shipment within a few days, and caused the trade no inconvenience through lack of or inability to supply goods. The San Francisco warehouse was the first on the Pacific Coast. Its history is a repetition of our warehouses elsewhere—a success from the start.

Los Angeles.

The trade of Southern California, Arizona and New Mexico is handled through the Los Angeles office and warehouse. We have a splendid location here at 312-314 South Los Angeles Street, near transportation lines.

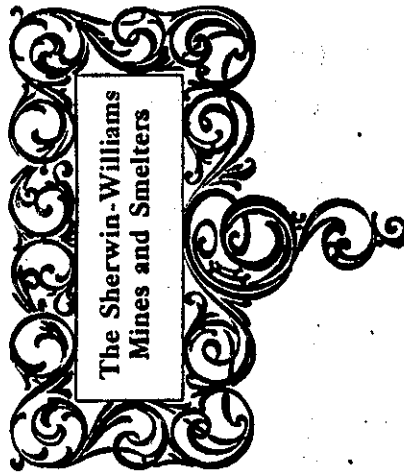
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Pacific Coast District

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San Diego.

A warehouse is located at San Diego, in the extreme southwestern corner of California. We supply both the consumers in San Diego and the trade in territory tributary to it from 751 Sixth Street.

Portland, Ore.

In 1904 a warehouse was established in Portland. It supplies Oregon, Washington, Idaho and Western Montana. This territory has just begun to grow. Ten years ago very little paint and varnish was used, except in the Coast towns. Today its consumption of such products is as large as many sections of the Middle West. We have a good location in Portland at 188-190 Second Street.

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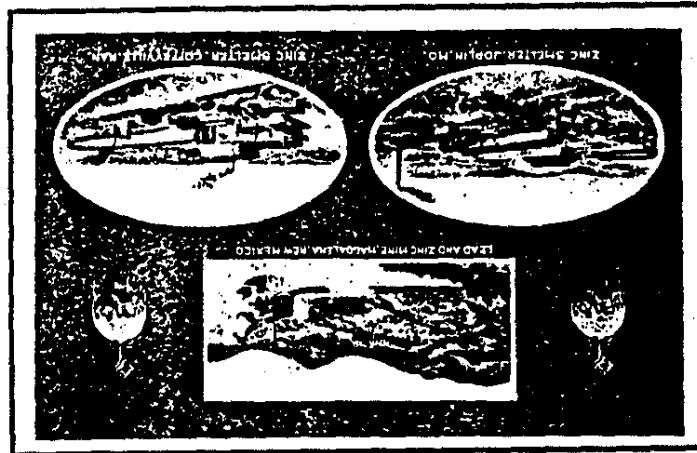
Mines and Smelters

WE NOW own and operate new oxide of zinc smelters at Coffeyville, Kan., and Joplin, Mo., in connection with the famous Graphic and Ida Hill group of mines in Magdalena, N. M. The Coffeyville plant comprises 30 acres, 15 of which are in service and under buildings. The Joplin plant consists of about 5 acres, all in service and under buildings.

Oxide of zinc or zinc white is one of the essential ingredients in many of our paints, and the control and care in the manufacture of this pigment is of great importance to our business.

The group of mines consists of 21 claims, making a compact body of 223 acres. We also own 640 acres of land adjoining, used for buildings of all kinds, such as a smelter plant of 100 tons daily capacity, homes, storage bins, train tracks, switching yard, etc. Many men are employed in the mines at this time and the number will be increased when improvements under way are completed.

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The smelters at Coffeyville and Joplin consist of office buildings, laboratories, power houses, crushing plants, sampling plant, calcine sheds, furnaces, bag rooms, storage and warehouses. The smelter at Coffeyville we believe to be the most modern and perfect plant of its kind in the world.



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