JAP-A-LAC

"WEARS LIKE IRON"

I DID IT WITH JAP-A-LAC

Last year we said that if we could make people believe the plain facts about the economy of JAP-A-LAC, we could easily double our sales and make them half a million dollars in 1904.

Our statement was justified by the result, for we were successful, and now the problem of doubling the sales again in 1905 is exactly what it was last year—simply getting people to believe the facts—simply impressing them strongly enough to get them to TRY JAP-A-LAC.

You will never really know JAP-A-LAC—you will never really know its true worth until you are able to point with pride and satisfaction to some old floor, or old piece of furniture transformed with your own hands, and say, "I did it with JAP-A-LAC."

Floors, weather-beaten front doors, furniture, old carriages, metal work, radiators, oil-cloth, picture frames, porch furniture, willow chairs and andirons, represent but a few of the articles to be found in every house that need rejuvenation.

You would be astonished to see how they can be improved by twenty-five cents' worth of JAP-A-LAC, and an ordinary brush wielded by your own hands.

The colors of JAP-A-LAC are twelve:

WALNUT	MALACHITE GREEN	BRILLIANT BLACK
OAK	BLUE	FLAT WHITE
MAHOGANY	OX-BLOOD	GLOSS WHITE
CHERRY	DEAD BLACK	GROUND

Besides the Natural or Clear JAP-A-LAC.

The JAP-A-LAC is brilliant and tough. On floors it does not show heel prints, and water will not turn it white. You can scrub it with soap and water and not injure it.

We will gladly give you a full-size quarter-pint can if you will pay the cost of mailing. Send us ten cents, and the name of your dealer, and we will mail free, to any point in the United States, a sample can of any color you select.

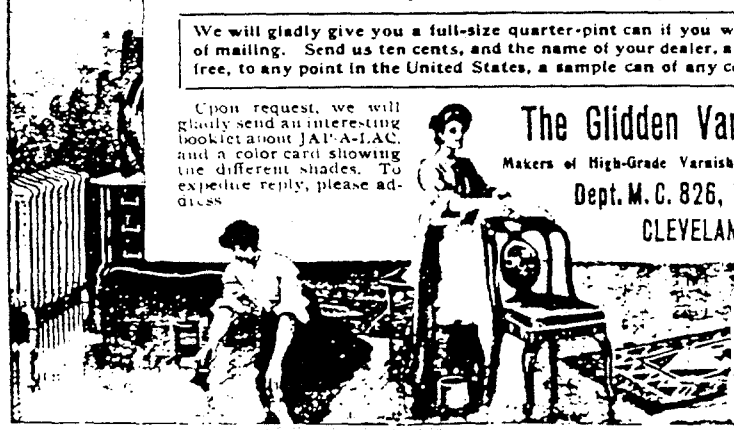
Upon request, we will gladly send an interesting booklet about JAP-A-LAC, and a color card showing the different shades. To expedite reply, please address

The Glidden Varnish Co.,

Makers of High-Grade Varnishes for all Purposes

Dept. M. C. 826, Williamson Bldg.

CLEVELAND, OHIO.



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