

Sw/NYC Marketing

7 SWP 42085-4

Special Varnish Co

1907

Prizes for which are offered in a
Top-Notcher and Division prizes,
reached estimate.

For highest percentage of all
given:

Divisions except New England,
Southern Pacific.

1st representative,
2nd
3rd

New England and Central Pacific Division

1st representative,
and

Southern Pacific Division:

1st representative,

BAIS OF COMPET

Largest number of orders accepted from
sold direct

Largest aggregate sale to painters direct

Largest number of orders accepted from
etc direct

Largest number of orders from Public
ings, Asylums, Colleges, Hotels, etc

Highest percent. of varnish estimate

Note.—Cheap reducers when sold under
and be entered in this competition.

TWINLOCK
Pat. Aug. 9, 1904
No. 271

THIS BOOK IS THE PROPERTY OF
THE SHERWIN-WILLIAMS CO
AND MUST BE RETURNED TO THE
DIVISION MANAGER OR GENERAL
SALES DEPT. ON DEMAND

No. 271

0007-SWP-042085

0007-SWP-000125474

Special Varnish Competition

1907

Prizes for which are offered in addition to the General Top-Notcher and Division prizes, and bonus for having reached estimate.

For highest percentage of all points as hereinafter given:

Divisions except New England, Central Pacific and Southern Pacific.

1st representative,	\$150.00
2nd "	100.00
3rd "	50.00

New England and Central Pacific Divisions:

1st representative,	\$150.00
2nd "	100.00

Southern Pacific Division:

1st representative,	\$150.00
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BASIS OF COMPETITION

Largest number of orders accepted from painters sold direct	Points
	Each Point
	4000

Largest aggregate sale to painters direct	Points
	Each Point
	4000

Largest number of orders accepted from dealers direct	Points
	Each Point
	40

Largest number of orders from Public Buildings, Asylums, Colleges, Hotels, etc.	Points
	Each Point
	40

Highest percent. of varnish estimate	Points
	Each Point
	10

Note—Glass windows when sold under the name of drivers will be counted in this competition.

TWINLOCK
Pat Aug 9, 1904
No. 553

THIS BOOK IS THE PROPERTY OF
THE SHERWIN-WILLIAMS CO.
AND MUST BE RETURNED TO THE
DIVISION MANAGER OR GENERAL
SALES DEPARTMENT ON DEMAND

No. 571

0007-SWP-042086

0007-SWP-000125475

Terms—Regular and Special.

The following are the terms, which will be plainly stamped on all invoices, and customers' settlements will be expected in strict conformity therewith:

TRADE SALES DEPARTMENT.

REGULAR TERMS.

"60 days NET: 2% discount may be deducted if remitted for within 15 days from date of invoice, after which 5% per annum, for unexpired time only, will be allowed."

Lead and zinc in 500 pound lots or more always are to be included in regular terms, but for separate shipments, or barrel lots, of the following: oil, turpentine, benzine, raw material, dry stock, etc., the same form to be used with the substitution of 30 days, 1% in 10 days.

The subject of special terms in this department to be treated under three heads:

- 1.—Stock order shipments prior to January 1st.
- 2.—Stock order shipments from January 1st to March 1st.
- 3.—Stock order shipments from March 1st to April 1st.

First Classification.—Shipments prior to January 1st" to include also all orders for immediate shipment booked by salesmen before January 1st:

"Special terms this bill only. DUE JUNE 1st NET: 4% discount may be deducted if remitted for within 15 days from date of invoice, after which 6% per annum, for unexpired time only, will be allowed."

Second Classification.—Shipments between January 1st and March 1st, or orders booked between those dates for immediate shipment:

"Special terms this bill only. DUE JUNE 1st NET: 3% discount may be deducted if remitted for within 15 days from date of invoice, after which 6% per annum, for unexpired time only, will be allowed."

Third Classification.—"Shipments made," or orders booked between March 1st and April 1st:

"Special terms this bill only. DUE JUNE 1st NET; 2% discount may be deducted if remitted for on or before April 1st, after which 6% per annum, for unexpired time only, will be allowed."

C. & M. DEPARTMENT.

For A. I. P. business and small carriage trade, the regular 60 day terms, as above noted, will apply.

RAILWAY SALES DEPARTMENT.

All invoices to bear the following stamp:

"TERMS—60 DAYS."

This applies to all railway, street railway, and car company business. No mention is made of discount for cash, although 2% will be allowed if requested, and if payment is made within 15 days from invoice date. After 15 days, 6% per annum will be allowed for unexpired time.

Terms on Varnish Sales

To Dealers and Jobbers.

Orders of varnish should be booked on our regular paint terms, as far as possible, viz: "60 days, less 2% for cash in 15 days." Special Varnish Terms, however, will read as follows:

"TERMS—4 MONTHS NET: 4% discount may be deducted if remitted for within 15 days from date of invoice, after which time 6% per annum, for unexpired time only, will be allowed."

Where small orders for varnish are booked with a larger order for paint, the entire order is to be included in one bill, to be governed by the Paint Terms. If it is found necessary, however, to quote different terms on varnish than on paint, the orders will be written up separately and two bills will be rendered to customer. This same arrangement will also apply to turpentine and linseed oil, etc. In other words, there will not be a combination of terms on any one invoice.

Representatives' Top-Notcher Competition.

1906.

	Points	Points Deduction Each Place
Highest percentage of Estimated Total Sales.....	150	5
" " " Trade Sales.....	75	2
" " " C. & M. Sales.....	35	1
" " " Railway Sales.....	20	1/2
" " Gain in sales over previous year....	60	2
Largest gain in dollars and cents for the year.....	35	1
" Total Sales.....	15	1
Lowest percentage of Sales, Deductions and Expense Report.....	100	1
Highest average on Territorial Work.....	75	2
" percentage on Estimated Varnish Sales.....	35	1
" " " New Agents.....	30	1
Largest number of orders taken.....	30	1
Largest percentage of increase in Shelf Goods Line, Floetac, Floor Wax, C. & S. Filler, Family Paint, Buggy Paint, Varnish Stain, Oil Stain, Enamels, Aluminum and Gold Paint, W. & I. P., Q. D. Colors.....	75	2
Largest number New Accounts of all kinds opened....	35	1
	790	

GENERAL PRIZES.....

Top-Notcher Trade Salesmen—entire Company. (This General Prize is in addition to Division Prize)....	\$ 200 00
Top-Notcher Railway Representative.....	200 00
" " C. & M. ".....	200 00
Central Division—1st Representative.....	200 00
and ".....	100 00
3rd ".....	50 00
Middle West Division—1st Representative.....	200 00
and ".....	100 00
3rd ".....	50 00
Southwestern Division—1st Representative.....	200 00
and ".....	100 00
3rd ".....	50 00
Eastern Division—1st Representative.....	200 00
and ".....	100 00
3rd ".....	50 00
New England Division—1st Representative.....	200 00
and ".....	100 00
Central Pacific Division—1st Representative.....	200 00
and ".....	100 00
Southern Pacific Division—1st Representative.....	200 00
Canadian Division—1st Representative.....	200 00
and ".....	100 00
3rd ".....	50 00

IN ADDITION.

Every salesman who reaches his estimate during the calendar year shall receive a bonus of One Hundred Dollars (\$100.00) payable at the next annual convention, provided, however, that in computing his totals, any lead and lined oil sales in excess of the previous year's sales shall not be considered.

Representatives' Top-Notcher General Competition

1907

	Points	Points Decline Each Place
Highest percentage of Estimated Total Net Sales.....	150	5
" " Trade Sales.....	75	2
" " C. & M. Sales.....	35	1
" " Railway Sales.....	20	1/2
" " Gain in net sales over previous year.....	60	2
Largest gain in dollars and cents for the year (net sales).....	35	1
" " Total Net Sales.....	35	1
Lowest percentage of Sales, Deductions and Expense Report.....	100	3
Highest average on Territorial Work.....	75	2
" " percentage on Estimated Varnish Sales.....	35	1
Highest percentage on Estimated New Agents.....	30	1
" " Dealers.....	30	1
" " Other Agents.....	20	1/2
Largest number of orders taken.....	30	1
Largest percentage of increase in Shelf Goods Line, Floorlac, Floor Wax, C. & S. Filler, Family Paint, Buggy Paint, Varnish Stain, Oil Stain, Handkerchief and G. O. Stains, Enamels, Aluminum and Gold Paint, W. & I. P., Q. D. Colors, First Quality, Distemper Colors and Graining Colors.....	75	2

Net sales—gross sales, less freight allowances, returned goods and discounts.

Net sales—gross sales, less freight allowances, returned goods and discounts.

GENERAL PRIZES

Top-Notcher Trade Salesman—entire Company. (This General Prize is in addition to Division Prizes)...	\$ 200 00
Top-Notcher Railway Representative.....	200 00
" C. & M. " 	200 00
Central Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Middle West Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Southwestern Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Eastern Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Canadian Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
New England Division—1st Representative.....	200 00
2nd " 	100 00
Central Pacific Division—1st Representative.....	200 00
2nd " 	100 00
Southern Pacific Division—1st Representative.....	200 00

IN ADDITION.

Every salesman who reaches his estimate for Net Sales during the coming year shall receive a bonus of One Hundred Dollars (\$100.00), payable at the next annual convention, provided, however, that in computing his totals, any lead and finished oil sold in excess of the sales of 1905 shall not be considered.

THE FULL LINE

New lines for the old trade

New trade for the old lines

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Made in U.S.

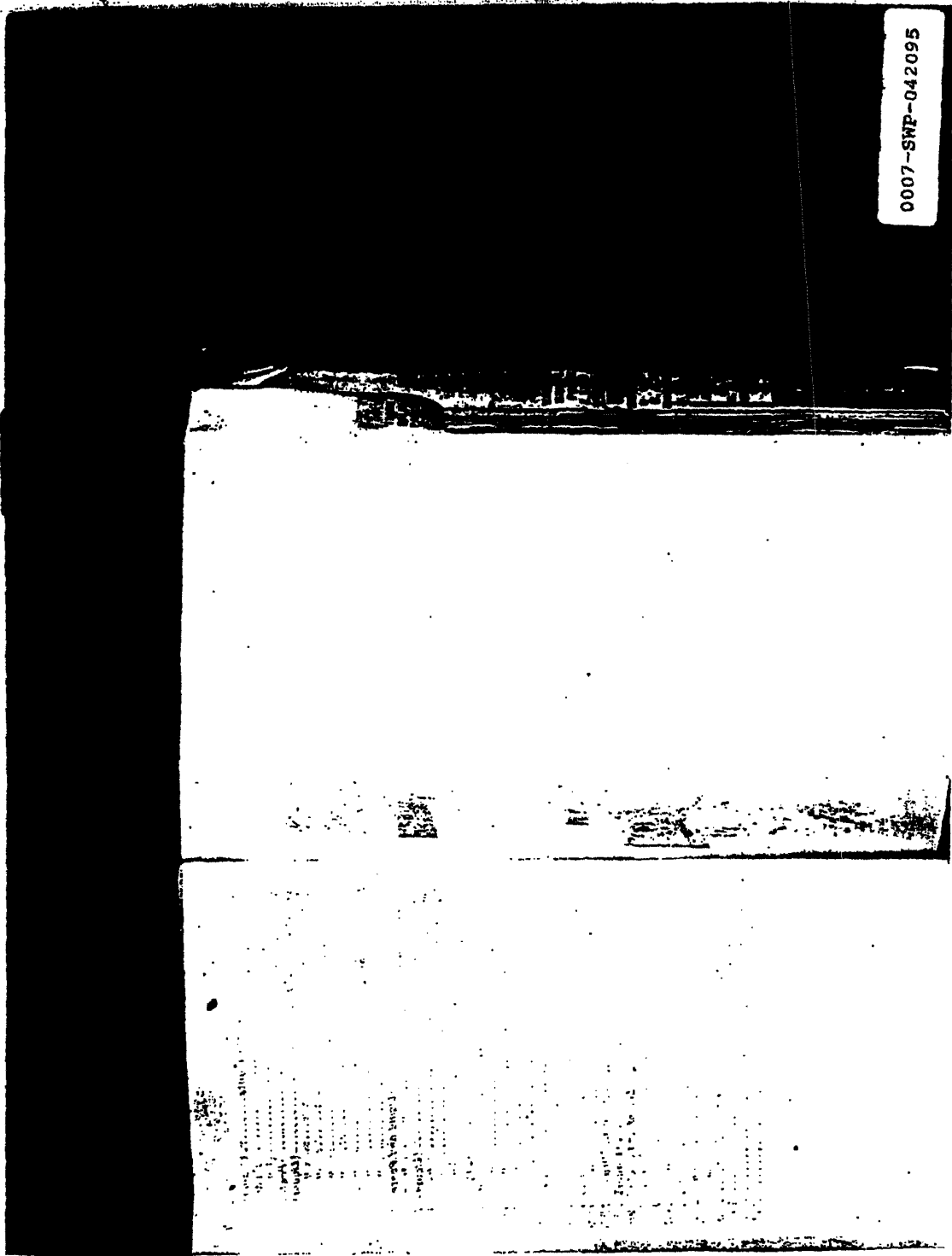
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0007-SWP-042095



The Right Use of Paint

MUCH has been said and written in recent years with regard to the conditions under which paints would or would not produce satisfactory results. But notwithstanding this, there continues to be manifest a great deal of ignorance, incompetence, and often reckless disregard of every rule which should govern the application of paint to any surface.

For this reason, and desiring to assist consumers generally in securing best results in the use of our products, thereby conserving the rapidly growing business of our agents, we wish to forcefully call attention, first, to a few fundamental principles that must be observed; second, to some specific directions for the treatment of some particular character of surfaces, if satisfactory results are to ensue in the use of any paint, be that white lead and oil, upon which no guarantee of result is given, or a prepared paint of reliable manufacture, whose maker is willing to back its quality, when properly used, with his reputation and fullest guarantee.

It is a well-known fact that conditions surrounding painting are yearly becoming more difficult to meet, for several reasons, first, the character of lumber now being used for many so-called first-class structures is in reality the forest culls left standing on the stump or unmilled when the prime timber was taken off only a few years ago. A great deal of such timber is sappy, full of wind-shakes, knots, etc., and as frequently soft and punky, through long waterlogging or partial decay.

Again, on account of the scarcity and high price of properly paintable lumber, many varieties of woods are being utilized for exterior siding which only a few years ago were regarded as wholly unfit for such use, among which we might mention the Yellow and other hard pines, spruce, cypress, cedar, basswood (lign), gum, redwood and other similar woods which are either full of resin and pitch or very soft and spongy by nature.

In addition there is a scarcity of properly seasoned lumber.

Much that is employed is either so full of sap or moisture that it is bound to make any paint peel as soon as the moisture is acted on by the sun. Again, other lumber has been so excessively kiln-dried that it is as absorbent as a sponge, and unless any paint applied on the same has been well thinned with pure linseed oil with the addition in some cases of pure spirits turpentine to assist in penetration, and thoroughly brushed out, in thin even coats (not flowed on with a wide brush in thick heavy coats, as it is so frequently done) the soft, extra dry surface soon soaks up the liquids entirely and leaves the film of pigment with an insufficient amount of oil to enable it to bind to the surface, and here again peeling is very likely to ensue.

Very frequently no thought is given to the proper thinning of paint to be used on yellow pine or

similar woods "fat" with regularly applied to such surface. The action of the sun on the surface soon draws the pitch out of the oil coat of paint lacking penetration, else than let go and peel. These evils have been avoided by the addition of spirits of turpentine in case of linseed oil for thinning the

Another serious menace in painting comes from the use of paint whereby on old work the work that should be done or in the case of new work the work of three.

To accomplish this the wide wall brush in heavy coats is used, the surface is not properly thinned and then well coats with a smaller oval brush. The paint not only fills the pores but to retain a sufficient amount of film to bind thoroughly and action of the elements.

We desire therefore to accept the truth among all painters: *your paint properly and the*

Better by far to have paint thin than to have it thick. Seed oil and spirits turpentine thin to cover well, than heavy paint which temporarily covers but soon are likely to induce peeling forever after prevent the surface from being repainted except all of the old paint is burned off or otherwise removed.

Let it be remembered

First, That to insure good results, old, spongy surfaces, the raw linseed oil used in the

any paint to properly fill the wood and arrest the absorption of the oil and binder from the paint film, and still leave enough oil to bind the pigment thoroughly, and that where any new surfaces are hard and resinous, a liberal percentage of pure spirits turpentine must be added in first and second coats to insure adequate penetration and assist the drying to a proper "face" or surface for recoating.

Second, That on old work that has been previously painted and presents a hard impervious surface, equal parts of pure spirits turpentine and pure raw linseed oil must be used in reducing the first coat to a thin consistency to secure proper penetration and homogenous drying of the new coat of paint.

Third, That "elbow grease" must be used to spread any paint out into thin coats and brush it well into the pores of the wood, and unless so spread, satisfactory results cannot be insured.

Fourth, That a much more satisfactory and durable job of work can be done with a 5-o or 6-o round or oval brush than with a long, wide wall brush.

Fifth, That under no circumstances should a new house be painted before wet basements or the plaster have dried out. *It should be borne in mind that every yard of green plaster contains nearly a gallon of water, and unless thorough ventilation is given and the moisture is allowed to evaporate and escape in that way, it must necessarily escape through the siding (which may have been thoroughly dry when put on) and the result must inevitably be blistering or peeling.*

Sixth, That painting during or following soon after a dew or heavy frost or fog, or in any heavy, damp atmosphere, is likely to produce unsatisfactory results, as dry siding absorbs moisture very rapidly.

Seventh, That to the greatest extent possible, painting in the direct heat of the summer sun should

be avoided. Paint on the siding as much as can be done.

Eighth, Palating around should be avoided on account of the way paint to absorb the moisture in the lime, destroying the life of the paint to flat out and peel.

Ninth, Not to apply on that stand a year or so before applied. It will have weathered time to absorb some of the preceding coat so that the finish is satisfactory.

Tenth, Again, don't apply it stand until it is bone hard work—one coat should follow another in a reasonable time until the work is done. The surface is allowed to get to the proper "tooth" which will give the next coat to get a "grip" or hold.

Eleventh, That leaky broken downspouts are responsible for blistering or peeling which is attributed to the paint.

Twelfth, That it is always best to have a practical and well experienced painter exercising right judgment in the proper painting of any part of a building. If one is interested in turning out a good job of work even at a somewhat higher cost, he should entrust the job, at a low price, to one who cannot be thoroughly

Thirteenth, That yellow such as venetian, rosie and Princes mineral, etc., are primers on any work which is coated with lead and zinc, and that when mixed dry they

with linseed oil, and many of the particles, unless ground, are never thoroughly saturated—the result being that after being applied to the surface, the absorption of the oil by such particles and the surface to be painted, leaves the film of ochre or oxide, without any binder, brittle and lifeless. The result is perishing and peeling.

Again, on account of the character of the pigments named, they are very difficult to spread of uniform consistency over any large amount of surface, and for that reason, as well as to meet a demand for a "good heavy priming coat," are frequently applied in a very heavy strata which, if allowed to become perfectly hard, presents such an impervious surface as to prevent the proper adhesion of later coats of paint.

General directions for the proper use of *S. W. P.* on both new and old work are to be found in our "C" sample folder and on the top label of each package. We however enumerate herewith some of the various woods that need special treatment and what that treatment shall be.

CLASS ONE—Cottonwood, Basswood (Linn.)

These comprise woods which are soft and even-grained without pitch or hard spots, may be safely primed and painted by using *S. W. P. Primers* and *S. W. P.* which have been thinned with pure raw linseed oil only.

Primer, 1 gallon for gallon, second coat $\frac{1}{2}$ gallon to each gallon, and third coat $\frac{1}{4}$ gallon to each gallon of paint.

Spirits turpentine are not required to assist penetration, as these woods take paint very readily, and on account of their absorbent character should be fully satisfied with liberal coats, rich in oil, which however should be well brushed out and given longer time to dry before subsequent ones are applied than is required where some turpentine is used for thinning.

On account of the woods in this class, a satisfactory result can be done by a thoroughly favorable circumstances, however, safer to give three all new work.

CLASS TWO—White Pine, Gum (selected), Redwood, Cedar.

These comprise a class of woods which are soft and spongy, and of a firmer texture, do not readily as class one.

For such woods, on new work, *S. W. P.* should be used in "C" sample folder as follows:

S. W. Primers, light and medium, should be used before use by the addition of linseed oil and one quart of turpentine to each gallon of primer.

If *S. W. Primers* are used, *S. W. P.* selected with oil and a pint of pure spirits turpentine to each gallon of paint and apply it.

For second coat, add turpentine to each gallon of paint.

For third and last coat, add turpentine to each gallon of paint, or if comes from the can, or if one quart pure raw linseed oil to each gallon of paint.

All of class two take paint very readily, and should be treated with medium coats (brush) and then such coats should be brushed into the grain of the wood.

The four latter, White Pine, Gum, when the wood has a color and texture, may be

der favorable circumstances by the use of two coats. Three coats properly applied are however safer and better.

CLASS THREE—Hemlock, Cypress, Washington Cedar, Red Cedar, Hard Pine (Georgia, Norway, Southern).

These comprise a class of woods the character of which makes them difficult and more or less hazardous to paint over and whenever they are encountered, need the intelligent judgment of an experienced and competent painter if satisfactory results are to be reasonably insured.

The first three in the group, i. e., Hemlock, Cypress and Washington Cedar, belong to a class which on account of their structure require the use of paint thinned with a larger percentage of spirits turpentine than is used in class two, to insure proper penetration and satisfying of the surface.

Red Cedar on account of absorbing paint slowly and also by reason of the powerful solvent character of its sap (out of which is distilled oil of cedar) requires the use of a still larger percentage of turpentine to counteract such tendencies.

Hard Pines (Georgia, Southern, Norway, and all allied species) are so "fat" with pitch (from which resin spirits turpentine is distilled, and resin is the residue) that they more than any of the other woods in this class require the use of paints in which an excess of turpentine has been used for thinning in order that the hard impervious surface of the "fat" parts may be penetrated sufficiently to enable the paint to adhere.

For use on all woods in class three (hard pines excepted) the thinner for primer coats should be composed of at least one-third to one-half (equal parts) of pure spirits turpentine with raw linseed oil, the paint should be reduced to as thin a con-

sistency as can be properly handled with not a full brush, and wet surface.

For painting on hard pines spirits turpentine should be used in equal parts for priming coats.

Second and third coats for woods in class three should also contain a liberal quantity of spirits turpentine, although in as compared to the primer coat.

On account of the hazardous and impervious character of woods in this class, no job of work cannot ever be done should never be attempted. In

—use spirits turpentine liberally. Use sparingly, use three coats on surface.

 **THE SHERWIN-WILLIAMS**
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CLEVELAND, CHICAGO, NEWARK, MONTREAL
OFFICES AND WAREHOUSES IN 50

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LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
FACTORYS: CLEVELAND, OHIO; NEW YORK, N.Y.; BOSTON, MASS.; PHILADELPHIA, PA.;
SALES OFFICES AND WAREHOUSES IN 23 FOREIGN CITIES.

NET PRICES PER GALLON TO DEALERS ONLY.

	10 gal. case per gal.	1/2 gal. can per gal.	1/4 gal. can per gal.	1/8 gal. can per gal.
Outside Gloss White, China Gloss White and all Imperial Colors not priced below.....	3.45	2.10	1.55	1.60
Flat White.....	1.70	1.75	2.80	2.85
Fluid Varnish White.....	2.20	2.25	2.30	2.35
New 382-406, Fr. Cr. Green, L.D., A	1.85	1.90	1.95	2.00
No. 494, Moss Green.....	2.20	2.25	2.30	2.35
No. 465, Permanent Cardinal Red	2.20	2.25	2.30	2.35
No. 379, Vermilion.....	2.25	2.30	2.35	2.40
No. 370, Metallic Brown.....	1.35	1.40	1.45	1.50
No. 385, Copper ".....	1.70	1.75	1.80	1.85
No. 389, " Verde.....	1.70	1.75	1.80	1.85
Primer, Light and Dark.....	1.30	1.35	1.40	1.45

The packages packed for shipment to dry barrel holding in 10
gallons, with name, printed as follows:
Outside Gloss White, China Gloss
White, Fluid Varnish White,
Half Gallons, Two " "

S.W.P. is sold direct to dealers who have been se-
lected as agents for its sale to consumers. There is but one
price for the paint, all dealers or agencies being served alike.
It is a finishing coat over two or more coats of Flat White.
To be reduced with 25% gallons per new barrel oil and one quart of
new Sherwin-Williams oil in each gallon of primer, for priming on new or
for its use on old work.

FOR DEALERS &

16. $\frac{1}{2}$ in. $\frac{1}{2}$ in.
 17. $\frac{1}{2}$ in. $\frac{1}{2}$ in.

per

Dealer's Price Trade Sales D

Prices to Dealers Only
in U. S., P. O. B. San
Angeles, San Diego,
and Seattle. Subject to
without notice.

All Packages Full U. S.
Equal to 231 Cubic In

THE SHERWIN-WILLIAMS PAINT AND VARNISH

CLEVELAND, 100 Canal St.
CHICAGO, Pullman Station.
NEWARK, Broad St. & 12th
MONTREAL, 325 Grande Al. O.
SAN FRANCISCO, 125 S. Market
KANSAS CITY, 1400 W. 12th
LOS ANGELES, 512-514 S. Main
LONDON, 200, No. 7 Wall
NEW YORK, 65 Broadway
BOSTON, 100-102 Park St.
MINNEAPOLIS, 110-112 Main
SAN DIEGO, 711 6th Street
CINCINNATI, 400 Plumer St.
BUFFALO, 40 State St.
BALTIMORE, 700 W. 10th St.
PORTLAND, ORE., 700-710 S.
DALLAS, TEX., 107-109 Dallas
TORONTO, 80 York St.
WINDSOR, 247 Exchange St.

U-996 Pac.-v88j

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The Sherwin-Williams Products and Their Uses.—(Continued)

FOR IRON AND GRILLE WORK.
S-W. FLAT BLACK. For an imitation wrought iron finish.
FOR LEATHER GOODS, CARRIAGE AND BUGGY TOPS.
S-W. ENAMEL LEATHER DRESSING. Restores old leather.
FOR MACHINERY, ENGINES, CASTINGS, ETC.,
S-W. MACHINE OILS. For a smooth surface on iron and steel.
S-W. " " PAINT. For painting machinery.
FOR METAL SURFACES—PROTECTIVE AND ANTI-RUST.
S-W. PURE ACHEMOS GRAPHITE PAINT. A 91 per cent. pure graphite.
S-W. METALLIC. Black or Brown. For use where more coloring is desired.
S-W. P. M. S. (Semi-paste). Red, Gray, Green, and Olive Green.
S-W. NON-CORROSIONAL AND RESISTING PAINT. Not affected by acids.
S-W. ROOF AND BRIDGE PAINT. An economical protective paint.
S-W. GALVANIZED IRON PAINT. Prevents peeling of paint coating.
FOR PAINT AND VARNISH REMOVER.
S-W. TART. Hardest and reliable. Don't injure wood or hardware.
FOR PLUMBING, PIPE JOINTS AND STEAM GASKETS.
S-W. GRAPHITE PIPE JOINT AND GASKET COMPOUND. Makes oil, steam and water tight joints that can be unscrewed without heating pipe.
S-W. RED LEAD. In oil.
FOR PORCH AND LAWN FURNITURE.
S-W. PORCH AND LAWN FURNITURE ENAMEL. Seven popular colors.
FOR RADIATORS, PIPING, STOVES, PICTURE FRAMES, ETC.
S-W. ALUMINUM PAINT. For a silver finish.
S-W. IMPERIAL GOLD ENAMEL. Stoves and liquid radiant.
S-W. ENAMELED LIQUID GOLD. Prepared ready for the brush.
S-W. RADIATOR ENAMEL. For colored enamel finish.
FOR SCREENS, DOORS AND WINDOWS.
S-W. SCREEN ENAMEL. Black and Green.
FOR SHINGLES.
S-W. PRESERVATIVE SHINGLE STAIN. Made with creosote in various shades.
FOR STOVE PIPES.
S-W. STOVE PIPE and IRON ENAMEL. Makes old piping look like new.
FOR TINTING PURPOSES.
S-W. FINEST QUALITY OIL COLOR. Finely ground in pure linseed oil.
S-W. SPECIAL COLORS. For decorators' and sign writers' use.
S-W. OIL COLORS. Fine tone and strong.
FOR VARNISHING OF ALL KINDS.
THE SHERWIN-WILLIAMS VARNISHES. A special varnish for each particular purpose.
FOR WOODS AND IMPLEMENTS.
S-W. WOOD AND IMPLEMENT PAINT. Stands the wear.
FOR WINDOW BLINDS.
S-W. PINEST CHERRY GREEN. (Ground in oil). Strong and very permanent.
FOR FINISHING INTERIOR WOODWORK.
S-W. HANDMADE STAIN. A complete line of artistic stains. Exclusive in tone—splendid working qualities.
S-W. GARDEN OR STAIN. Permanent in color—easy working.
S-W. OIL STAIN. For use with oil as economical coat.
S-W. VARNISH STAIN. For staining and varnishing at one operation.
S-W. FLOORING. A very desirable stain in various shades.

THE paints, varnishes and specialties listed on the following pages include everything demanded in modern finishing. They will satisfactorily supply the paint and varnish needs of the decorator, the sign writer, the tractor and builder, the carriage custom and repairer, the property owner, and the

We offer our line of products to the trade with the knowledge that they will fulfill every requirement for them and when used properly will always prove satisfactory.

Controlling absolutely the supply of nearly all the raw materials used in the manufacture of our products and maintaining chemical and testing rooms where our products are carefully examined before shipment, we are able to offer goods of the highest quality, which are more

uniform, than those made by less favorably situated makers. When pushed by a live, wide-awake merchant, Sherwin-Williams Paints and Varnishes will overcome competition, bring good trade and profits and give the dealer a reputation for reliable goods that will be one of his most valuable trade assets.

Wm. Sherwin-Williams

Note

All $\frac{1}{2}$ pint, $\frac{1}{4}$ pint, pint and quart packages listed herein (except as noted below) are penny lever, self-sealing cans.

These are the most convenient and economical packages, because they are easy to open and permit of sealing quickly, so that unused contents may be preserved.

Exceptions—Handcraft Stains, Shellac-coat, Taxite, Enamel Leather Dressing, Carriage Varnishes, Japans and Driers are put up throughout in square varnish cans.

Other varnishes, in quarts and larger only, put up in square varnish cans. Other sizes are penny lever, self-sealing packages.

The Largest Paint Makers in the World

THE SHERWIN - WILLIAMS Paint Company was founded in 1866. We have held strictly to the standard of quality in paint and varnish and have been believed that the best goods are made and our splendid success has proved we were right.

Today we are the largest and growing rapidly. Our products include:

Five Factories, in Montreal, Newark, and London.

Fourteen Warehouses in cities from Atlantic to Pacific.

Representatives covering the paint and varnish field in every country.

Linseed Oil Mills, where we produce and age strictly pure linseed oil.

Lead and Zinc Mines, where we are constantly employing men to mine and convert.

Dry Color Factory, where we produce and age strictly pure colors, made in America, where made.

Varnish Japan and Drier Works, where these products are made exclusively.

Tin Can Factories, that make the tin cans we use.

Box Factory. A separate plant where boxes of all kinds are manufactured.

Printing Plant, with thirteen presses, bindery, etc., where our advertising and printing is economically handled.

Machine Shops, that make mills and machinery of our exclusive design.

Screw Steamship, for carrying lumber and flax seed down the Great Lakes to Cleveland.

These facilities put within our control every important accessory of our business, and besides making us sure our goods are right from the foundation up, save us much in cost of manufacture that can be put into the quality of the goods and the maintenance of a strict standard of service.

Diameter ² x .7854 x height



THE SHERWIN-WILLIAMS
PREPARED (L)

For Buildings, Outsid

THE most durable and economical paint made. There is no other paint prepared or hand mixed, that gives so many uniformly good results. Made from the best materials that possess best paint qualities, in scientific proportions to insure best results. Ground in machinery of our own manufacture, comparative test, will prove to be the best. Cause it spreads easiest under the brush, it dries, covers the greatest number of square feet per gallon and wears the longest period of time. A given surface can be properly painted with less average cost per annum than any other paint including pure white lead and oil. It is of the highest quality only, and that the very best in high grade paint making indicates. S.W.P. has been on the market for many years and enjoys a higher reputation and larger sale than any other paint in the world. It will cover 300 square feet per gallon, two coats to the gallon. Guarantee.

S. W. P. is sold direct to dealers and is selected as our agents for its sale to the public. But one price for the paint, all dealers serve alike.

For full directions for use, see directions on each can.

S. W. P. PRIMERS

S. W. P. PRIMER—Light and Dark.

A scientific undercoating and best foundation on which to apply good paint. It costs no more per job than a primer from cheap ochre, either pale or dry, which soon turns in absolutely worthless as a foundation for subsequent coats. It is furnished heavy in consistency and stands up with the yellow raw linseed oil and our quart jars are *guaranteed to each gallon of primer for priming new or first coat on old work.*

S. W. P. WHITES

S. W. P. OUTSIDE GLOSS WHITE.

The only outside white in the S. W. P. line. The most durable and economical white paint for general use on exposed surfaces. It can also be used on interior work by being a rich oil paint, will not remain permanently white on such surfaces when not exposed to sunlight. Outside Gloss White will be found an economical stock white for the contracting painter's use.

S. W. P. CHINA GLOSS WHITE.

Slower drying and not quite so white as Inside Varnish White, but very satisfactory for ivory white finish on interiors where economy is of first importance.

S. W. P. FLAT WHITE.

For finishing without gloss or as a foundation for S-W Inside Varnish White. The best paint for this purpose ever prepared for the market. Extensively used by contracting painters and decorators for flat coating.

S. W. P. INSIDE VARNISH WHITE.

For producing a white, varnish finish on inside work. It dries better, works freer, and is more economical than the varnish whites under various names generally found on the market. Apply over two or more coats of Flat White.

S. W. P. Reg

Percentage of Sales of
Total Sales

No.	Per cent.
349 (Gloss Wht.)	35.27
350 (Flat White)	1.11
351	1.32
352	.76
353	6.14
354	2.14
355	1.59
357	2.76
358	.95
360	1.78
361	.48
362 (Fr. Cr. Gr.)	3.16
363	3.43
364	.59
367	1.49
369	1.53
371	.99
372	.43
373 (China Gl'ns)	3.42
375	3.39
382	2.04
385	.80
387	1.79
391	.56

Sales of these colors
.4 per cent.

356	378
359	380
365	381
367	384
368	386

8110-2807

SHERWIN-WILLIAMS

U. P. FRENCH CROWN GREEN

A pale green of medium shade, that
 is permanent on account of its permanent
 nature. Serves as a superior substitute
 for the more poisonous quality of
 green. Has more body, covering

U. P. PERMANENT CARDINAL

A splendid non-fading red that has
 and runs or "bleeds", and will not se
 curely applied over it. The only re
 the most satisfactory one on the mar

THE SHERWIN-WILLIAMS

Net Prices per Gallon to

	1 Gal.	1/2 Gal.	1/4 Gal.	1/8 Gal.	1/16 Gal.
Opale Green White, China	3.49	3.73			
Opale White, and all regular					
paten not priced below	1.46	1.46	1.46	1.46	1.46
Pat White	3.50	1.65	1.70		
Isable Varioch White	4.03	2.15	2.20		
No. 46 (Fr. Cr. Green) and					
all (Moss Green)	1.80	1.85			
No. 43 (Permanent Cardi-					
nal Red)	2.15	2.20			
No. 39 (Vermilion)	2.30	2.35			
No. 30 (Mosaic Brown)	1.80	1.85			
Primer-Light and Dark	4.65	4.80	1.25	1.30	
64-65-66-67-68-69-70-71-72-73-74-75-76-77-78-79-80-81-82-83-84-85-86-87-88-89-90-91-92-93-94-95-96-97-98-99-100	1.40	1.45	1.50	1.55	1.60

The packages packed for shipment in

gallons, or in cases, packed as follows:

Gallons	Half dozen
Half gallons	One
Quarts	Two
	27



**THE SHERWIN-WILLIAMS
MODERN METHOD FLOOR PAINT**

A complete line of finishes for any floor, old or new in any style desired.

INSIDE FLOOR PAINT (Liquid).

Made expressly for inside floors. It is ready for use easily applied, dries over night with a good gloss and no hard wear. Every package full measure.

No. 49	Dust Color	No. 120	Orange	Qtz. 1/2 Gal.
" 49	Gray	" 43	Red	" 1/2 Gal.
" 46	Li. Brown	" 44	Slate	" 1/2 Gal.
" 48	Li. Tan	" 314	Yellow	" 1/2 Gal.
No. 47	Most Green			

Quarts, Two dozen in case. Half gallon, One dozen in case. Gallons, Half dozen in case.

PORCH FLOOR PAINT (Liquid).

For porch floors and steps, especially prepared for quick exposure. Gives best possible service under hard foot traffic exposure to rain, snow and cleaning and scrubbing. Spreads easily. Dries with a full gloss. Every package full measure.

No. 45	Colonial Yellow	Qtz. 1/2 Gal.
" 46	Light Olive Drab	" 1/2 Gal.
" 47	Deep Blue	" 1/2 Gal.
" 48	Dark Green	" 1/2 Gal.
" 49	Light Gray	" 1/2 Gal.
" 50	Brown Slate	" 1/2 Gal.
" 51	Dark Slate	" 1/2 Gal.

Quarts, Two dozen in case. Half gallon, One dozen in case. Gallons, Half dozen in case.

FLOORLAC (Liquid).

For staining and varnishing floors and other surfaces of wood and metal.

Combination of stain that is non-fading, and good floor finish which is tough and durable and will not show wear, and best marks readily. It preserves to the greatest extent the beauty of the natural grain of the wood and is not affected by the various fugitive dye stains on the surface that foot traffic will put on but soon lose their brilliancy and color. It is a desirable stain of color as well as wearing qualities. It is durable in point of its kind specially made and adapted for the first and best finish. Can be used with equal success on hard wear and inside woodwork where a stain and varnish or laminate and paint is desired. Ordinary stain and ordinary varnish will not give the same service under foot wear and will not give same service as Floorlac on surfaces where then

57 GRACE AND SEAM FILLER (Paste).

As elastic composition for filling cracks and seams in old or new floors. Does not shrink and dry up like putty, but gives a smooth surface over which to apply paint, stain or varnish. Apply with a putty knife or palm of the hand.

A display rack is furnished with an assortment of samples of Floorlac, Grace and Seam Filler and Floor Wax.

58 FLOOR WAX (Paste).

For a waxed finish on varnished floors and floors finished with Floorlac. Also used on furniture where a wax finish is desired. Suitable for ball rooms, bowling alleys, etc. Needs no tools—put on with a cloth, and polished with a cloth.

DANCING FLOOR WAX (Powdered).

For making ball room floors. Trade discount 33 1/3 per cent.

0007-SWP-042119

CHEESEBOTE PAINT (Liquid).

PERMANENT READY FOR USE. For small structures, farm buildings, fences, bridges, and shops built of rough lumber, where durable paint is a moderate cost is wanted. The emulsion contains helps arrest decay of wood insects.



Color	1/2 Gallon	1 Gallon	1 1/2 Gallon	2 Gallon
Black	95	95	95	95
Dark Green	95	95	95	95
Light Green	95	95	95	95
Yellow	95	95	95	95
White	95	95	95	95
Light Blue	95	95	95	95
Dark Blue	95	95	95	95
Red	95	95	95	95
Orange	95	95	95	95
Brown	95	95	95	95
Grey	95	95	95	95
Dark Grey	95	95	95	95
Black	95	95	95	95

COPPER PAINT (Liquid).

PERMANENT READY FOR USE. Made to protect wooden bottoms of boats, bridges, and other craft from decay and insect damage. Consider more copper per gallon than any other and is the most reliable and economical anti-fouling paint on the market. Freshly painted hulls can be put in the water without detriment to the paint. Anticorrosive furnished upon application.



Color	1/2 Gallon	1 Gallon	1 1/2 Gallon	2 Gallon
Black	95	95	95	95
Dark Green	95	95	95	95
Light Green	95	95	95	95
Yellow	95	95	95	95
White	95	95	95	95
Light Blue	95	95	95	95
Dark Blue	95	95	95	95
Red	95	95	95	95
Orange	95	95	95	95
Brown	95	95	95	95
Grey	95	95	95	95
Dark Grey	95	95	95	95
Black	95	95	95	95

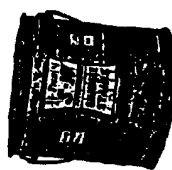
0007-SWP-042121

Please change price on Copper Paint, page 31 of the salesman's price list to the following.

	Gals	1/2s	qts.
Brown	1.65	1.70	1.75
Red	1.75	1.80	1.85

Price on Green will remain the same as heretofore.
Change price on Atlantic Copper Paint in ls to \$1.50.

0007-SWP-042122



PRESERVATIVE OIL STAINS (Liquid)
Made with Creosote
 For exteriors of buildings, roofs, etc.

The idea of combining creosote with knowledge in the production and use of oil which has aided us in making a beautiful shingle stain strong in staining power, neat and effective. S.W. Shingle Stains will on an average surface, about 110 square feet the gallon if brushed, or 2 1/2 gallons will stain ordinary shingles as a dipping coat for usual lay

Size	Gal.	5 Gal.
1/2	1.00	5.00
1	2.00	10.00
2	4.00	20.00
3	6.00	30.00
4	8.00	40.00
5	10.00	50.00
6	12.00	60.00
7	14.00	70.00
8	16.00	80.00
9	18.00	90.00
10	20.00	100.00
11	22.00	110.00
12	24.00	120.00
13	26.00	130.00
14	28.00	140.00
15	30.00	150.00
16	32.00	160.00
17	34.00	170.00
18	36.00	180.00
19	38.00	190.00
20	40.00	200.00
21	42.00	210.00
22	44.00	220.00
23	46.00	230.00
24	48.00	240.00
25	50.00	250.00
26	52.00	260.00
27	54.00	270.00
28	56.00	280.00
29	58.00	290.00
30	60.00	300.00
31	62.00	310.00
32	64.00	320.00
33	66.00	330.00
34	68.00	340.00
35	70.00	350.00
36	72.00	360.00
37	74.00	370.00
38	76.00	380.00
39	78.00	390.00
40	80.00	400.00
41	82.00	410.00
42	84.00	420.00
43	86.00	430.00
44	88.00	440.00
45	90.00	450.00
46	92.00	460.00
47	94.00	470.00
48	96.00	480.00
49	98.00	490.00
50	100.00	500.00

Price per gallon
 Trade discount 10% per cent
 No charge for packages
 Gallons, Half dozen is case.
V. Reynolds owned in Shingles on Pine Creek



...of the Inter
the great durability
...and the m
...it has max
hard in the packag
in cold weather,
qualities. Offered o

1/2

Quarts, Two dozen for

IRON-CORRODIB

An anti-rust paint for
pigment base.

Quarts, Two dozen for

1500 GALVANIZ

For first coats on gal
...for subsequen
liability of peeling
paints are applied d
special value for u
fronts, Sials, roofs,

Gray.....

Quarts, Two dozen for

391 5993
 Black and Red..... 90 1/2 Galb. 120 1/2 Galb. 115
 Quarts Two down in case. Net prices 120
 Gallons, Half down in case. One down in case.

5777 5778 5779 Date.
 Dark Green, Dry, Red, and Olive Green.
 Net prices per gallon.
 Galena, Half dozen in case.

10

1

0007-SWP-042125

0007-SWP-000125514



Paint offers greater
 similar point on the
 1620
 Half gallon, One d

NON-CORRODIBLE

A scientific preparation
 subjected to the co
 lumes. It is also a
 and other disintegr
 and chemical work
 some, etc.

6727 6728
 Mack and Brown



Gall
 7
 0

FAMILY PAINT (Liquid)



PREPARED READY FOR USE
A paint for household use
on woodwork, shelves, boxes,
and many other things about the
house in which it can be
washed. Hands are not
soiled. Packages are attractive,
the contents is shown on the label.

Color	SPts.	Pts.	Qu.
White	10	20	40
Light Blue	10	20	40
Light Green	10	20	40
Light Yellow	10	20	40
Light Red	10	20	40
Light Purple	10	20	40
Light Brown	10	20	40
Light Grey	10	20	40
Light Black	10	20	40
Dark Blue	10	20	40
Dark Green	10	20	40
Dark Yellow	10	20	40
Dark Red	10	20	40
Dark Purple	10	20	40
Dark Brown	10	20	40
Dark Grey	10	20	40
Dark Black	10	20	40
Stain Remover	10	20	40

Trade discount, 25% per cent.
Half pint, Four down in case.
Quart, Two down in case.
Pint, Two down in case.



RUGGY PAINT (Liquid)

PREPARED READY FOR USE
A variety of paint of great durability
to stand outside exposure.
Painting and varnishing at one operation.
Suitable for use on wagons, cars,
carts, sleds, farm implements, etc.
Hides can be washed without
injuring the gloss or durability of
the paint. Is far superior to other
cheap mixtures on the market.
Numerous cheap mixtures on the market.
Colors represent the hand-painted standard shades of the
color produced.

Color	SPts.	Pts.	Qu.
White	10	20	40
Light Blue	10	20	40
Light Green	10	20	40
Light Yellow	10	20	40
Light Red	10	20	40
Light Purple	10	20	40
Light Brown	10	20	40
Light Grey	10	20	40
Light Black	10	20	40
Dark Blue	10	20	40
Dark Green	10	20	40
Dark Yellow	10	20	40
Dark Red	10	20	40
Dark Purple	10	20	40
Dark Brown	10	20	40
Dark Grey	10	20	40
Dark Black	10	20	40
Stain Remover	10	20	40

Trade discount, 25% per cent.
Half pint, Four down in case.
Quart, Two down in case.
Pint, Two down in case.

0007-SWP-042127



in any of the woods
a can of The S-V
can be secured
then going over with
the stain, and "wax"
the inside.

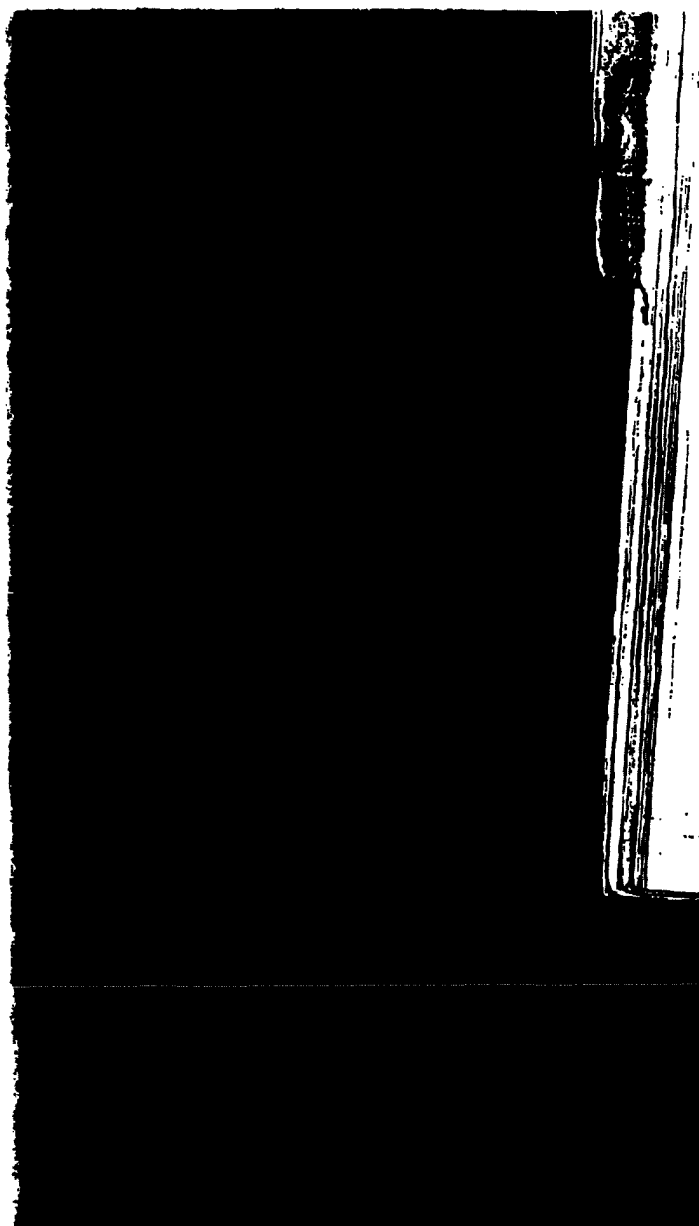
576

Cherry	.....
Green Oak	.....
Walnut	.....
Maple	.....
Oak	.....
Redwood	.....
White	.....
Brick	.....

Quarter pint, Four d.
Half pint.



Tr.
Half Pint, Four d.
Q.



Golf Ball Enamel
Price on spec. order
1.05
190
50%

FLAT-TONE (Pasta).

A Master Painter and Decorator's specialty for the decoration of walls, ceilings and interior woodwork. Gives a durable, velvety, flat effect. Works freely, covers evenly and requires no stippling. May be applied with a hairbrush or brush.

Thinning directions, which will be found on the card, should be carefully observed to secure best results. Put up regularly in 5 lb. cans and 25 lb. pails only, where quantity will justify. 100 and larger will be specially.

840 Bright Sage.....	Net 100
841 Buff Stone.....	Net 100
842 Cream Ivory.....	Net 100
843 Light Green.....	Net 100
844 Ivory.....	Net 100
845 Pale Yellow.....	Net 100
846 Pale Yellow Green.....	Net 100
847 Pale Yellow Green.....	Net 100
848 Pale Yellow Green.....	Net 100
849 Pale Yellow Green.....	Net 100
850 Pale Yellow Green.....	Net 100
851 Golden Brown.....	Net 100
852 Golden Brown.....	Net 100
853 Golden Brown.....	Net 100
854 Golden Brown.....	Net 100
855 Golden Brown.....	Net 100
856 Golden Brown.....	Net 100
857 Golden Brown.....	Net 100
858 Golden Brown.....	Net 100
859 Golden Brown.....	Net 100
860 Golden Brown.....	Net 100

GOLF BALL ENAMEL (Liquid).

Particularly adapted for finishing new or refinishing golf balls.

34 1/2	34 1/2	34 1/2	34 1/2
15	60	1 00	1 00
Trade discount 5% per cent.			
34 1/2 and 100, only regularly carried in stock.			

MEDICINAL LINSEED OIL.

Pure linseed oil, screw pressed from choicest New Western seed and put up particularly for veterinary and human use.

Pint Bottle,	Quart Bottle,
per dozen	per dozen
1 50	4 25
Pints, Four dozen in case	Quarts, Two dozen in case
120	120

SNOW WHITE ENAMEL (Liquid). 5792

PREPARED READY FOR THE BRUSH.

For use where it is desired to produce the
 intensest white. It is somewhat slower
 drying than our regular Enamel and is particularly designed
 for use of the practical painter and fine decorator.

5 Gal. Can.
 per Gal.
 \$4.40

Trade discount, 5% per cent.

Calloway, Half dozen in case.

BATH ENAMEL (Liquid).

PREPARED READY FOR THE BRUSH.



The best bath enamel that can be made.
 Ground in special liquids which pro-
 duce a porcelain-like surface that will
 successfully withstand the effects of hot
 and cold water. It is tough and
 tenacious and will not chip or flake. It
 is also very durable and frequent re-
 painting is unnecessary as in the use of cheaper enamels on
 the market. Bath Enamel is not a cheap, low priced
 article, but the most satisfactory and economical one made.

	1/2 Pts.	Pts.	Qts.	Gals.
White Green	10	100	10	10
Blue	10	100	10	10
Green	10	100	10	10
Orange	10	100	10	10

Trade discount, 5% per cent.

Half pint, Four dozen in case. Pints, Two dozen in case.
 Quarts, Two dozen in case.



PORCH AND LAWN FURNITURE ENAMEL (Liquid).

PREPARED READY FOR THE BRUSH.

Made expressly for porch and furniture and similar work where finish is exposed to the weather. Colors are bright and thoroughly meet the usual demand. Dries with a hard surface that will not soften under or stick to the clothing.

Grass Green.....	114		
Willow ".....	115		
Box ".....	116		
Yale Blue.....	117		
Carmine.....	118		
Vermilion.....	119		
Rattan.....	120		

Trade discount per cent.
Half Pint, Four dozen in case. Pint, Two dozen in case.
Quart, Two dozen in case.



FURNITURE POLISH. (Liquid.)

PREPARED READY FOR USE.

Cleans and polishes at one operation, brings out and intensifies the original finish, gives a handsome gloss and is not in any way harmful to the furniture finish. A soft and rubbing are all that is necessary. Can be used on all kinds of furniture.

Handsomely lithographed. Put up in handsome cartons containing one dozen each. Trade discount per cent.



TAXITE (Semi Liquid.) PAINT AND VARNISH REMOVER.

PREPARED READY FOR THE BRUSH.

Removes old paint or varnish from any surface. Apply with a brush and allow it to stand 10 or 15 minutes—then scrape off with a knife, clean surface with benzine, gasoline, or wood alcohol, and it is ready for re-finishing. Taxite does not injure the skin, discolor most delicate grained woods, soften glue or interfere with the drying or durability of subsequent coats of paint or varnish.

1/2 Pint.....	Pts.	Qts.	1/2 Gal.	Gal.
Half Pint, Four dozen in case.				
Pint, Two " " " "				
Half Pint also put up in fancy cartons containing one dozen.				

122

Bulletin No. 122

Subject: We are just in receipt of the sale of Tarite.

Discounts may be given to consumers on quantities of 12 cases, not to exceed...

To dealers, quantity discount in a store or stock sale to others, even though...

To authorized jobbers, not prices may be given not to exceed...

Terms 60 days, 2% discount, spring dating permissible...

It will be necessary for the Chadeloid Chemical Company \$1.00 per gallon for any grade...

the following

gal per gal. 2.50

in lots of 6 gal. in lots of 12

who regularly use and furnish...

other discount given only the...

within 15 days goods sold after...

there strictly control the price...

You understand there is no...

eration used for the purpose of...

7

190

hereafter to

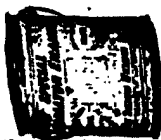
agreement with
penalty of
all paint re-
be character of
sic patents en-
quality
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SPECIAL RADIATOR ENAMEL (Liquid)

PREPARED READY FOR THE BRUSH.

A variety finish particularly designed for use on radiators, hot air registers, piping and similar surfaces subjected to unusual heat. Works easily, covers well, dries with a rich gloss which does not "set out" or grow brittle when subjected to high temperatures.

The fine ceramic color suitable for any scheme of decoration and pipes, radiators, etc., can be finished in harmonious with the interior finishings. The enamel will air dry in about 24 hours.



	Imperial Yellow	Imperial Red	Imperial Blue	Imperial Green	Imperial Black
Per Gallon	75c	75c	75c	75c	75c
Per Quart	18c	18c	18c	18c	18c
Per Pint	9c	9c	9c	9c	9c

Trade discount 50 per cent.

Half Pint, Four dozen in case. Quart, Two dozen in case.
Pail, Two " " " " Gallon, Half " " "



BICYCLE ENAMEL—Air Drying. (Liquid)

PREPARED READY FOR THE BRUSH.

Made for closely and satisfactorily reproducing the original surface. Easy to put on, hard to knock off. A small brush a little enamel and a little time are all that are needed to make a bicycle look as good as new. The surface should be carefully cleaned with benzine and rubbed dry. Apply with soft bristle or fish brush in a flowing coat.

	Imperial Yellow	Imperial Red	Imperial Blue	Imperial Green	Imperial Black
Per Gallon	75c	75c	75c	75c	75c
Per Quart	18c	18c	18c	18c	18c
Per Pint	9c	9c	9c	9c	9c

Trade discount 50 per cent.

Quarter Pint, Four dozen in case.

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[illegible]

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GOLDEN OAK STAIN (Semi-Liquid)

For use in connection with Sherwin-Williams Golden Oak Stain, for ready staining, etc. Golden Oak Stain is used on oak or other woods to the finishing of interior woodwork, furniture, etc., and when reduced to recommended strength, the admirably accepted shade. It brings out in fine contrast, the grain in quarter sawed oak. Needs no rubbing down by sanding with two parts turpentine, two parts water and one part stain; for lighter effect, however, may be reduced more than above directed.

Qu. 50 Cts. 1/2 Gal. 1.00
Trade Discount 25% per cent.
Two Gallons, One 1.75
Check, Two Dollars in cash.
Golden Oak Stain

OIL STAIN (Liquid)

For use on new woods only. Colors imitate finely natural woods of similar name and are suited to the needs of the practical decorator for moderate priced work. Work with brush, dry properly and do not rub the grain of the wood. Preserves strong graining properties.

1/2 Pt. 10 Cts. 1/4 Gal. 20 Cts.
1 Gal. 35 Cts. 1 1/2 Gal. 50 Cts.
Trade Discount 25% per cent.
Two Gallons, One 1.00
Check, Two Dollars in cash.
Oil Stain

Platform 53-1/2

	Golden Oak Stain	Handicraft Stains	Reducor
1/2	1.50	3.00	1.50
1	2.75	5.00	2.50
1.50	4.00	7.50	3.75
2.00	5.25	10.00	5.00
2.50	6.50	12.50	6.25
3.00	7.75	15.00	7.50
3.50	9.00	17.50	8.75
4.00	10.25	20.00	10.00
4.50	11.50	22.50	11.25
5.00	12.75	25.00	12.50
5.50	14.00	27.50	13.75
6.00	15.25	30.00	15.00
6.50	16.50	32.50	16.25
7.00	17.75	35.00	17.50
7.50	19.00	37.50	18.75
8.00	20.25	40.00	20.00
8.50	21.50	42.50	21.25
9.00	22.75	45.00	22.50
9.50	24.00	47.50	23.75
10.00	25.25	50.00	25.00

SHERWIN-WILLIAMS FILLER

(Liquid)

For use on all close grained surfaces. It is a heavy body filler, does not crack, does not discolor the work. For coarse work best results are obtained by the use of a thin coat of Shellac or other suitable material, then varnish. It is heavy for some purposes thin with pure spirits turpentine.



Trade discount 1/3 per cent.
 Full price. One dollar per gallon.
 Net weight, 1.15 lbs.

SHELLAC

(Liquid)

A liquid resin for use on all close grained surfaces. It is a heavy body filler, does not crack, does not discolor the work. For coarse work best results are obtained by the use of a thin coat of Shellac or other suitable material, then varnish. It is heavy for some purposes thin with pure spirits turpentine.



Trade discount 1/3 per cent.
 Full price. One dollar per gallon.
 Net weight, 1.15 lbs.

SHELLAC-ONIT (Liquid)

A "better than Shellac" first coat. Properly applied, it produces a smooth, durable undercoating for varnish and other finishing coats. It is a heavy body filler, does not crack, does not discolor the work. For coarse work best results are obtained by the use of a thin coat of Shellac or other suitable material, then varnish. It is heavy for some purposes thin with pure spirits turpentine.



Trade discount 1/3 per cent.
 Full price. One dollar per gallon.
 Net weight, 1.15 lbs.

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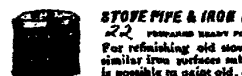


WAGON AND IMPLEMENT PAINT (Liquid)

For painting and refinishing wagons, implements, and similar surfaces. Dries glossy, prevents rust and is the most economical paint for the work. Brushes put easily, covers very permanent in color and durability. Where surfaces are badly worn, the worst places must be painted as a primer, which should dry hard prior to painting the balance of the surface. The label on the package approximates the cost of the paint.

Quart	75	Pints	45
Half gallon	125	Half gallon	125
Gallon	250	Gallon	250

Trade discount, 5% per cent.
From Two dozen in case. Half gallon, 125.
Quart, 75.



STOVE PIPE & IRON PAINT

For refinishing old stove pipes, and saving the cost of new ones. Easy to apply. If applied warm, it will not crack, burn off or become offensive odor common to most paints of this purpose.

1/2 Pint	75	1/2 Pint	75
1 Pint	125	1 Pint	125
1/2 Gallon	250	1/2 Gallon	250
Gallon	500	Gallon	500

Trade discount, 5% per cent.
1/2 pint, Four dozen in case. 1/2 pint, 75.
Pint, Two dozen in case.
(Quarter Pint also put up in heavy canvas container.)

0007-SWP

A black and white photograph of a cylindrical can of 'ALUMINUM FLITE' paint. The label features the brand name in large, bold letters, with 'FLITE' in a stylized font. Below the name, there is a small illustration of a person in a dynamic pose, possibly a pilot or athlete. The can appears to be made of metal and has a textured surface.

For a lasting silver finish, radiators, ranges, water pipes, gas, steam and water pipes, grooves, machinery, engines. Also adapted for outside.

Gives most satisfactory results, because it is perfectly uniform and finely ground. Works freely under the heaviest surface, is fast in color, stands longest on outdoor exposure. Extreme heat and cold does not crack, peel or discolor it. One coat covers a clean black metal that has no disagreeable banana-like odor usually found in other Aluminum paints.

	M P ₁₂	M P ₁₂	Pt.	Q ₁₀	G ₁₀
1	100	100	100	100	100
2	98	98	98	98	98
3	96	96	96	96	96
4	94	94	94	94	94
5	92	92	92	92	92
6	90	90	90	90	90
7	88	88	88	88	88
8	86	86	86	86	86
9	84	84	84	84	84
10	82	82	82	82	82
11	80	80	80	80	80
12	78	78	78	78	78
13	76	76	76	76	76
14	74	74	74	74	74
15	72	72	72	72	72
16	70	70	70	70	70
17	68	68	68	68	68
18	66	66	66	66	66
19	64	64	64	64	64
20	62	62	62	62	62
21	60	60	60	60	60
22	58	58	58	58	58
23	56	56	56	56	56
24	54	54	54	54	54
25	52	52	52	52	52
26	50	50	50	50	50
27	48	48	48	48	48
28	46	46	46	46	46
29	44	44	44	44	44
30	42	42	42	42	42
31	40	40	40	40	40
32	38	38	38	38	38
33	36	36	36	36	36
34	34	34	34	34	34
35	32	32	32	32	32
36	30	30	30	30	30
37	28	28	28	28	28
38	26	26	26	26	26
39	24	24	24	24	24
40	22	22	22	22	22
41	20	20	20	20	20
42	18	18	18	18	18
43	16	16	16	16	16
44	14	14	14	14	14
45	12	12	12	12	12
46	10	10	10	10	10
47	8	8	8	8	8
48	6	6	6	6	6
49	4	4	4	4	4
50	2	2	2	2	2
51	0	0	0	0	0
52	-2	-2	-2	-2	-2
53	-4	-4	-4	-4	-4
54	-6	-6	-6	-6	-6
55	-8	-8	-8	-8	-8
56	-10	-10	-10	-10	-10
57	-12	-12	-12	-12	-12
58	-14	-14	-14	-14	-14
59	-16	-16	-16	-16	-16
60	-18	-18	-18	-18	-18
61	-20	-20	-20	-20	-20
62	-22	-22	-22	-22	-22
63	-24	-24	-24	-24	-24
64	-26	-26	-26	-26	-26
65	-28	-28	-28	-28	-28
66	-30	-30	-30	-30	-30
67	-32	-32	-32	-32	-32
68	-34	-34	-34	-34	-34
69	-36	-36	-36	-36	-36
70	-38	-38	-38	-38	-38
71	-40	-40	-40	-40	-40
72	-42	-42	-42	-42	-42
73	-44	-44	-44	-44	-44
74	-46	-46	-46	-46	-46
75	-48	-48	-48	-48	-48
76	-50	-50	-50	-50	-50
77	-52	-52	-52	-52	-52
78	-54	-54	-54	-54	-54
79	-56	-56	-56	-56	-56
80	-58	-58	-58	-58	-58
81	-60	-60	-60	-60	-60
82	-62	-62	-62	-62	-62
83	-64	-64	-64	-64	-64
84	-66	-66	-66	-66	-66
85	-68	-68	-68		

Trade discount..... 50 per cent.

Quarter Plate, Four Seven in case.
Half plate, Four " " " "
Plate, Two dozen in a
Quarter, Two " " " "

Quarter Pints also put up in fancy cartons containing one dozen.

HARMLESS SHEEP MARKING LIQUID.

STAYS IN WITH THE WEATHER
PREPARED READY FOR USE

A marking liquid that remains permanent on the skin, even after being washed off, is a valuable tool for the wool handler. It is used to mark the fleeces of the sheep that are to be shorn, and to mark the fleeces of the sheep that are to be sold. The marking liquid is applied to the fleeces of the sheep that are to be shorn, and the fleeces of the sheep that are to be sold are marked with a different color. The marking liquid is applied to the fleeces of the sheep that are to be shorn, and the fleeces of the sheep that are to be sold are marked with a different color. The marking liquid is applied to the fleeces of the sheep that are to be shorn, and the fleeces of the sheep that are to be sold are marked with a different color.

44	57	Calh.	s Calh.	Barr
Black and Red				

Prices per gallon.

Gallons, Half dozen in case. Trade discount... per cent.

SHERWIN-WILLIAMS COLORS (Pastels).

FIRST QUALITY.

From selected raw materials finely ground in pure oil. They have greatest tinting strength coupled with purity of tone and color true to name. Used largely for tinting and sign writing purposes.

Can and Tube Prices are quoted.

Large Tubes - Prices per gallon.

Long Length. Can. Tube. Price.

BLACKS

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

Black

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Black

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Black

Black

Black

Black

Black

Black

Black

Only these prices regularly carried in stock.

Also put up in 5 lb. Flathead Press Cases at same prices as 1 lb. cans.

Put up in 1/2 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/4 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/8 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/16 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/32 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/64 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/128 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/256 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/512 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/1024 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/2048 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/4096 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/8192 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/16384 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/32768 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/65536 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/131072 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/262144 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/524288 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/1048576 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/2097152 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/4194304 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/8388608 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/16777216 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/33554432 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/67108864 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/134217728 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/268435456 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/536870912 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/1073741824 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/2147483648 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/4294967296 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/8589934592 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/17179869184 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/34359738368 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/68719476736 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/137438953472 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/274877906944 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/549755813888 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/1099511627776 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/2199023255552 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

Put up in 1/4398046511104 lb. cans at 10¢ per lb. advance over flat in 1 lb. cans.

0007-SWP-042142

The above list for one to 5-lb. cans. For 7 lb. cans add to list 3¢ per lb. For 1 lb. cans add to list 6¢ per lb. For 12 lb. pails deduct from list 1¢ per lb. For 25-lb. pails deduct from list 1¢ per lb. For 100-lb. kegs deduct from list 2¢ per lb.

FRENCH CROWN GREEN



Ground in pure linseed oil. For window blinds, wagons, machinery, fences, boats, ornaments, etc. It is as effective as any other paint and requires no priming. It serves admirably as a sealer for Paris Green, without any poisonous properties of that green. Its covering power is more than times as great.

1 gal. 1.25
5 gal. 6.25
10 gal. 12.50
15 gal. 18.75
20 gal. 25.00
25 gal. 31.25
30 gal. 37.50
35 gal. 43.75
40 gal. 50.00
45 gal. 56.25
50 gal. 62.50
55 gal. 68.75
60 gal. 75.00
65 gal. 81.25
70 gal. 87.50
75 gal. 93.75
80 gal. 100.00
85 gal. 106.25
90 gal. 112.50
95 gal. 118.75
100 gal. 125.00

PREPARED GRADING CO.



(Paste)
Ground in pure linseed oil. For finishing soft wood in imitation of hard woods.

Light Oak 5¢
Mahogany 7¢
Walnut 9¢
Ash 11¢
Cherry 13¢
Chestnut 15¢
Dark Oak 17¢

PREPARED GRADING COLORS (Paste)

Ground in water without stir. In paste sealed glass. For use on finished soft woods on timbers in imitation of hard woods.

Light Oak 2¢
Mahogany 3¢
Walnut 4¢
Ash 5¢
Cherry 6¢
Chestnut 7¢
Dark Oak 8¢

THE SHERWIN-WILLIAMS FILLER (Paste)



For filling open grained hard wood.

1.25 lb. 12¢
2.5 lb. 24¢
5 lb. 48¢
10 lb. 96¢
20 lb. 1.92

4 Antique Oak
4 Mahogany
4 Walnut
4 Red Oak
4 Yellow Pine
4 Teakwood
4 White Pine

0007-SWP-042143

0007-SWP-000125532

SPECIAL PAINTS & COLORS (PASTE).

Ground in oil.



These colors are made especially to supply the needs of the practical painter, decorator and sign writer for a line of light colors that are largely used, uniform and thoroughly reliable.

	1 lb.	5 lb.	10 lb.	25 lb.	50 lb.
White	60	300	600	1500	3000
Yellow	60	300	600	1500	3000
Orange	60	300	600	1500	3000
Red	60	300	600	1500	3000
Green	60	300	600	1500	3000
Blue	60	300	600	1500	3000
Purple	60	300	600	1500	3000
Brown	60	300	600	1500	3000
Black	60	300	600	1500	3000
Universal Color	60	300	600	1500	3000
Universal White	60	300	600	1500	3000
Universal Yellow	60	300	600	1500	3000
Universal Orange	60	300	600	1500	3000
Universal Red	60	300	600	1500	3000
Universal Green	60	300	600	1500	3000
Universal Blue	60	300	600	1500	3000
Universal Purple	60	300	600	1500	3000
Universal Brown	60	300	600	1500	3000
Universal Black	60	300	600	1500	3000

One pound in two pints of oil.

MACHINE PAINT AND FILLER (PASTE).

For filling and finishing engines, machinery, new castings, etc.

E. H. Machine Paint is more thoroughly mixed and more fully ground than any other and has greatest covering capacity. It is made on exact formulae and is always uniform. Owing to the high grade liquids in which it is ground it has splendid drying qualities. Made in semi color (see shades), and Red.

E. H. Machine Filler for filling in iron and steel where a smooth surface is desired. Uniform in working and drying qualities. Does not dry out porous, mud dusty, chip off in handling or blister when subjected to high temperature.

Machine Paint, Shades A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z, AA, AB, AC, AD, AE, AF, AG, AH, AI, AJ, AK, AL, AM, AN, AO, AP, AQ, AR, AS, AT, AU, AV, AW, AX, AY, AZ, BA, BB, BC, BD, BE, BF, BG, BH, BI, BJ, BK, BL, BM, BN, BO, BP, BQ, BR, BS, BT, BU, BV, BW, BX, BY, BZ, CA, CB, CC, CD, CE, CF, CG, CH, CI, CJ, CK, CL, CM, CN, CO, CP, CQ, CR, CS, CT, CU, CV, CW, CX, CY, CZ, DA, DB, DC, DD, DE, DF, DG, DH, DI, DJ, DK, DL, DM, DN, DO, DP, DQ, DR, DS, DT, DU, DV, DW, DX, DY, DZ, EA, EB, EC, ED, EE, EF, EG, EH, EI, EJ, EK, EL, EM, EN, EO, EP, EQ, ER, ES, ET, EU, EV, EW, EX, EY, EZ, FA, FB, FC, FD, FE, FF, FG, FH, FI, FJ, FK, FL, FM, FN, FO, FP, FQ, FR, FS, FT, FU, FV, FW, FX, FY, FZ, GA, GB, GC, GD, GE, GF, GG, GH, GI, GJ, GK, GL, GM, GN, GO, GP, GQ, GR, GS, GT, GU, GV, GW, GX, GY, GZ, HA, HB, HC, HD, HE, HF, HG, HH, HI, HJ, HK, HL, HM, HN, HO, HP, HQ, HR, HS, HT, HU, HV, HW, HX, HY, HZ, IA, IB, IC, ID, IE, IF, IG, IH, II, IJ, IK, IL, IM, IN, IO, IP, IQ, IR, IS, IT, IU, IV, IW, IX, IY, IZ, JA, JB, JC, JD, JE, JF, JG, JH, JI, JJ, JK, JL, JM, JN, JO, JP, JQ, JR, JS, JT, JU, JV, JW, JX, JY, JZ, KA, KB, KC, KD, KE, KF, KG, KH, KI, KJ, KK, KL, KM, KN, KO, KP, KQ, KR, KS, KT, KU, KV, KW, KX, KY, KZ, LA, LB, LC, LD, LE, LF, LG, LH, LI, LJ, LK, LL, LM, LN, LO, LP, LQ, LR, LS, LT, LU, LV, LW, LX, LY, LZ, MA, MB, MC, MD, ME, MF, MG, MH, MI, MJ, MK, ML, MM, MN, MO, MP, MQ, MR, MS, MT, MU, MV, MW, MX, MY, MZ, NA, NB, NC, ND, NE, NF, NG, NH, NI, NJ, NK, NL, NM, NN, NO, NP, NQ, NR, NS, NT, NU, NV, NW, NX, NY, NZ, OA, OB, OC, OD, OE, OF, OG, OH, OI, OJ, OK, OL, OM, ON, OO, OP, OQ, OR, OS, OT, OU, OV, OW, OX, OY, OZ, PA, PB, PC, PD, PE, PF, PG, PH, PI, PJ, PK, PL, PM, PN, PO, PP, PQ, PR, PS, PT, PU, PV, PW, PX, PY, PZ, QA, QB, QC, QD, QE, QF, QG, QH, QI, QJ, QK, QL, QM, QN, QO, QP, QQ, QR, QS, QT, QU, QV, QW, QX, QY, QZ, RA, RB, RC, RD, RE, RF, RG, RH, RI, RJ, RK, RL, RM, RN, RO, RP, RQ, RR, RS, RT, RU, RV, RW, RX, RY, RZ, SA, SB, SC, SD, SE, SF, SG, SH, SI, SJ, SK, SL, SM, SN, SO, SP, SQ, SR, SS, ST, SU, SV, SW, SX, SY, SZ, TA, TB, TC, TD, TE, TF, TG, TH, TI, TJ, TK, TL, TM, TN, TO, TP, TQ, TR, TS, TT, TU, TV, TW, TX, TY, TZ, UA, UB, UC, UD, UE, UF, UG, UH, UI, UJ, UK, UL, UM, UN, UO, UP, UQ, UR, US, UT, UY, UZ, VA, VB, VC, VD, VE, VF, VG, VH, VI, VJ, VK, VL, VM, VN, VO, VP, VQ, VR, VS, VT, VU, VV, VW, VX, VY, VZ, WA, WB, WC, WD, WE, WF, WG, WH, WI, WJ, WK, WL, WM, WN, WO, WP, WQ, WR, WS, WT, WU, WV, WW, WX, WY, WZ, XA, XB, XC, XD, XE, XF, XG, XH, XI, XJ, XK, XL, XM, XN, XO, XP, XQ, XR, XS, XT, XU, XV, XW, XX, XY, XZ, YA, YB, YC, YD, YE, YF, YG, YH, YI, YJ, YK, YL, YM, YN, YO, YP, YQ, YR, YS, YT, YU, YV, YW, YX, YY, YZ, ZA, ZB, ZC, ZD, ZE, ZF, ZG, ZH, ZI, ZJ, ZK, ZL, ZM, ZN, ZO, ZP, ZQ, ZR, ZS, ZT, ZU, ZV, ZW, ZX, ZY, ZZ.

Machine Paint, Shades A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z, AA, AB, AC, AD, AE, AF, AG, AH, AI, AJ, AK, AL, AM, AN, AO, AP, AQ, AR, AS, AT, AU, AV, AW, AX, AY, AZ, BA, BB, BC, BD, BE, BF, BG, BH, BI, BJ, BK, BL, BM, BN, BO, BP, BQ, BR, BS, BT, BU, BV, BW, BX, BY, BZ, CA, CB, CC, CD, CE, CF, CG, CH, CI, CJ, CK, CL, CM, CN, CO, CP, CQ, CR, CS, CT, CU, CV, CW, CX, CY, CZ, DA, DB, DC, DD, DE, DF, DG, DH, DI, DJ, DK, DL, DM, DN, DO, DP, DQ, DR, DS, DT, DU, DV, DW, DX, DY, DZ, EA, EB, EC, ED, EE, EF, EG, EH, EI, EJ, EK, EL, EM, EN, EO, EP, EQ, ER, ES, ET, EU, EV, EW, EX, EY, EZ, FA, FB, FC, FD, FE, FF, FG, FH, FI, FJ, FK, FL, FM, FN, FO, FP, FQ, FR, FS, FT, FU, FV, FW, FX, FY, FZ, GA, GB, GC, GD, GE, GF, GG, GH, GI, GJ, GK, GL, GM, GN, GO, GP, GQ, GR, GS, GT, GU, GV, GW, GX, GY, GZ, HA, HB, HC, HD, HE, HF, HG, HH, HI, HJ, HK, HL, HM, HN, HO, HP, HQ, HR, HS, HT, HU, HV, HW, HX, HY, HZ, IA, IB, IC, ID, IE, IF, IG, IH, II, IJ, IK, IL, IM, IN, IO, IP, IQ, IR, IS, IT, IU, IV, IW, IX, IY, IZ, JA, JB, JC, JD, JE, JF, JG, JH, JI, JJ, JK, JL, JM, JN, JO, JP, JQ, JR, JS, JT, JU, JV, JW, JX, JY, JZ, KA, KB, KC, KD, KE, KF, KG, KH, KI, KJ, KK, KL, KM, KN, KO, KP, KQ, KR, KS, KT, KU, KV, KW, KX, KY, KZ, LA, LB, LC, LD, LE, LF, LG, LH, LI, LJ, LK, LL, LM, LN, LO, LP, LQ, LR, LS, LT, LU, LV, LW, LX, LY, LZ, MA, MB, MC, MD, ME, MF, MG, MH, MI, MJ, MK, ML, MM, MN, MO, MP, MQ, MR, MS, MT, MU, MV, MW, MX, MY, MZ, NA, NB, NC, ND, NE, NF, NG, NH, NI, NJ, NK, NL, NM, NN, NO, NP, NQ, NR, NS, NT, NU, NV, NW, NX, NY, NZ, OA, OB, OC, OD, OE, OF, OG, OH, OI, OJ, OK, OL, OM, ON, OO, OP, OQ, OR, OS, OT, OU, OV, OW, OX, OY, OZ, PA, PB, PC, PD, PE, PF, PG, PH, PI, PJ, PK, PL, PM, PN, PO, PP, PQ, PR, PS, PT, PU, PV, PW, PX, PY, PZ, QA, QB, QC, QD, QE, QF, QG, QH, QI, QJ, QK, QL, QM, QN, QO, QP, QQ, QR, QS, QT, QU, QV, QW, QX, QY, QZ, RA, RB, RC, RD, RE, RF, RG, RH, RI, RJ, RK, RL, RM, RN, RO, RP, RQ, RR, RS, RT, RU, RV, RW, RX, RY, RZ, SA, SB, SC, SD, SE, SF, SG, SH, SI, SJ, SK, SL, SM, SN, SO, SP, SQ, SR, SS, ST, SU, SV, SW, SX, SY, SZ, TA, TB, TC, TD, TE, TF, TG, TH, TI, TJ, TK, TL, TM, TN, TO, TP, TQ, TR, TS, TT, TU, TV, TW, TX, TY, TZ, UA, UB, UC, UD, UE, UF, UG, UH, UI, UJ, UK, UL, UM, UN, UO, UP, UQ, UR, US, UT, UY, UZ, VA, VB, VC, VD, VE, VF, VG, VH, VI, VJ, VK, VL, VM, VN, VO, VP, VQ, VR, VS, VT, VU, VV, VW, VX, VY, VZ, WA, WB, WC, WD, WE, WF, WG, WH, WI, WJ, WK, WL, WM, WN, WO, WP, WQ, WR, WS, WT, WU, WV, WW, WX, WY, WZ, XA, XB, XC, XD, XE, XF, XG, XH, XI, XJ, XK, XL, XM, XN, XO, XP, XQ, XR, XS, XT, XU, XV, XW, XX, XY, XZ, YA, YB, YC, YD, YE, YF, YG, YH, YI, YJ, YK, YL, YM, YN, YO, YP, YQ, YR, YS, YT, YU, YV, YW, YX, YZ, ZA, ZB, ZC, ZD, ZE, ZF, ZG, ZH, ZI, ZJ, ZK, ZL, ZM, ZN, ZO, ZP, ZQ, ZR, ZS, ZT, ZU, ZV, ZW, ZX, ZY, ZZ.

Trade discount 5% per cent.

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0007-SWP-042145

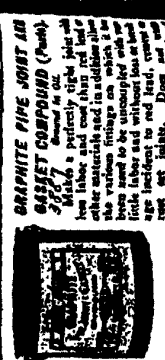
METALLIC BROWN (PASTE).
Ground in oil.
For use on metal or wood in
fact.



32-P3 GRAPHITE (Black Lead) (PASTE).
Ground in oil.
1 lb. Can
1045 lb. Pails
105
Net price per pound, *1045*
105

170 ENGLISH PATENT DRIER (Paste).
For drying whites.
1 and 2 pound cans.
Net price per pound, *1045*
105

0.29 RED LEAD (Paste).
Ground in oil.
For plumbing and painting uses.
1 pound can.
Net price per pound, *1045*
105



GRAPHITE PIPE JOINT AND GASKET COMPOUND (Paste).
Ground in oil.
Makes a perfectly tight joint on
iron, brass and cast iron red lead
other materials and in addition the
the various fittings on which the
little lead is used. It is not
apt to be displaced and is not
incidental to red lead, comes
out set joints. Does not
through growing hard in the
other materials.

Trade discount, 2% per cent.

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OCHRE (Paste).

Ground in Oil		236 116 193	
10 lb. pails.....	2 45	4 15	1 75
25 lb. kegs.....	7 00	6 00	4 50
100 lb. kegs.....	7 15	5 15	4 15

Net prices per hundred pounds
Pails packed in two lb. cases.



**ENGLISH VENETIAN RED
(Paste).**

Ground in Oil		236 116 193	
10 lb. pails.....	2 45	4 15	1 75
25 lb. kegs.....	7 00	6 00	4 50
100 lb. kegs.....	7 15	5 15	4 15

Net prices per hundred pounds.
Pails packed in two lb. cases.



PURE COLORED PAINT (Paste).

For the outside of buildings. A line of thirty-two colors, and white, ground in strictly pure linseed oil. When mixed with turpentine and pure raw linseed oil and the necessary driers, will cover more surface than outwear a paint made from lead alone. The use of Pure Colored Paint is specially indicated where surfaces are subjected to noxious vapors.



10 lb. pails.....	2 45	4 15	1 75
25 lb. kegs.....	7 00	6 00	4 50
100 lb. kegs.....	7 15	5 15	4 15

Net prices per hundred pounds.
Pails packed in two lb. cases.

Glass Jar.
For walls, ceilings and corners.
Very finely ground and choice in
hence more desirable for use on
work than colors mixed from dry
materials. Glass jar and crocks save

Irory Drop Black	24 1/2
Lamp "	27
Corbin Blue	27
Green "	27
Provincs "	27
Ulmanshire "	27
Row and Barn Turkey Under 167 1/2	27
Vanclits Brown	27
Black Walnut Shipping	27
French Crown Green, 8	27
Blackbird	27
Chippew	27
Ulmanshire "	27
French Cornish "	27
English Fennish h.p.	27
Row Pitt "	27
Duck "	27
India Red	27
Turkey "	27
Quincy "	27
Green "	27
Red York "	27
Chippew "	27
Golden Oaken "	27
Yellow "	27
Grassie White	27
Corbin's Lark	27
Chippew "	27
Green "	27
Red "	27
Scaplet "	27
Indians "	27
Provincs "	27
Yellow "	27

4 Bias 13%

4 bias 15%

0007-SWP-042147

0007-SWP-000125536



THE SHERWIN-WILLIAMS COLORS **DISTEMPER FRESCO (Paste).**

Ground in water without slake. In patent sealed glass jars.

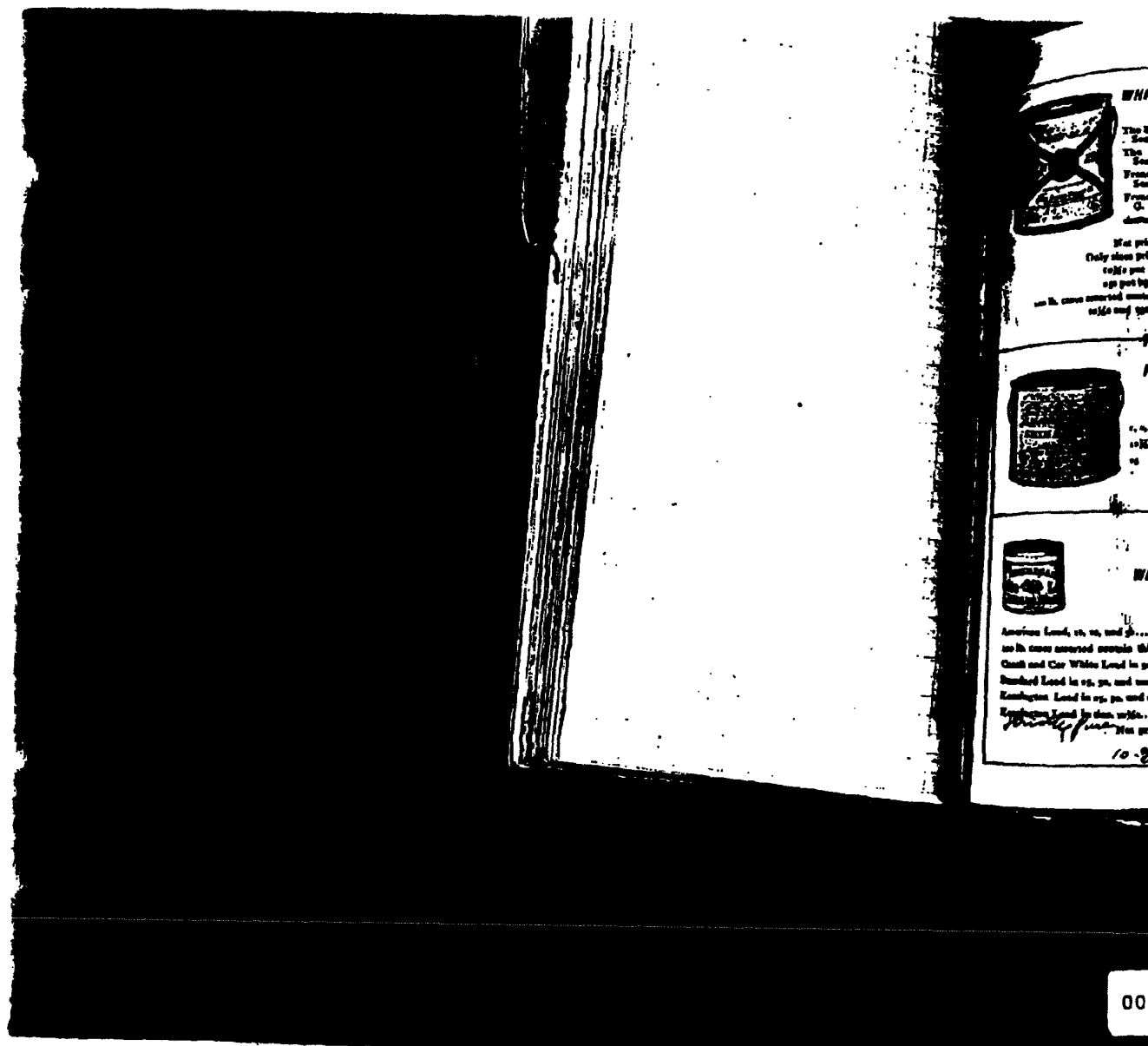
For walls, ceilings and scenic work. Very finely ground and choice in tone, hence more desirable for use on fine work than colors mixed from dry materials. Glass jars and crocks save waste.

	net price per jar
Ivory Drop Black.....	262
Lamp ".....	14
Brunswick Blue.....	227
Cobalt ".....	227
Prussian Blue.....	262
Ultramarine ".....	262
Raw and Burnt Turkey Umber.....	262
" " Italian Sienna.....	262
Vandyke Brown.....	262
Black Walnut Slipping.....	262
French Crown Green, H.....	262
Emerald ".....	262
Chrome " L. H. & D.....	262
Ultramarine.....	262
French Carmine.....	262
English Vermilion, L. & D.....	262
Red Pink.....	262
Dutch ".....	262
Indian Red.....	262
Vandyke ".....	262
Turkey ".....	262
Orange Mineral.....	262
Red Lead.....	262
Naples Yellow.....	262
Chrome " L. H. & D.....	262
Golden Ochre.....	262
Yellow ".....	262
Crimson White.....	262
Cerulean Lake.....	262
Crimson ".....	262
Maroon ".....	262
Rose ".....	262
Red ".....	262
Scarlet ".....	262
Salveria ".....	262
Yellow ".....	262
Fluorine ".....	262

Jars are all uniform in size, but vary in weight according to the quantity of the color.

Also put up in large crocks, net weight at special price per pound.

Net 1.5



THE SHERWIN-WILLIAMS COLORS.---(Cont'd.)
QUICK DRYING (Paste).

GREENS

	per lb
Automobile, L. & B.	35.00
Brewster, L. & B.	35.00
Brenner, L. & B.	35.00
Calla, L. & B.	35.00
Cavendish Park, L. & B.	35.00
Ceres, L. & B.	35.00
Columbian, L. & B.	35.00
English Sinner, L. & B.	35.00
Extra Coach, L. & B.	35.00
Fern Leaf, L. & B.	35.00
Marshall Field, L. & B.	35.00
Milner, L. & B.	35.00
New, L. & B.	35.00
New Mermaid, L. & B.	35.00
Newport, L. & B.	35.00
Nonpareil, L. & B.	35.00
Olive, L. & B.	35.00
Palmetto, L. & B.	35.00
Panels, L. & B.	35.00
Pearl, L. & B.	35.00
Quaker, L. & B.	35.00
Royal, L. & B.	35.00
Very Black, L. & B.	35.00

BLUES

	per lb
Automobile, L. & B.	35.00
Auto, L. & B.	35.00
B. & B. Equum, L. & B.	35.00
Brilliant, L. & B.	35.00
Coach, L. & B.	35.00
Cobalt, L. & B.	35.00
English, L. & B.	35.00
Ground, L. & B.	35.00
Imperial, L. & B.	35.00
Infants, L. & B.	35.00
Permanent, L. & B.	35.00
Prussian, L. & B.	35.00
Royal, L. & B.	35.00
Ultramarine, L. & B.	35.00
Vale, L. & B.	35.00

BROWNS

	per lb
Automobile, L. & B.	35.00
Antique, L. & B.	35.00
Bay, L. & B.	35.00
Chocolate, L. & B.	35.00
Cleveland, L. & B.	35.00
Golden Tan, L. & B.	35.00
Hoffman, L. & B.	35.00
Portland, L. & B.	35.00
Pullman, L. & B.	35.00
Quaker, L. & B.	35.00
Raw and Burnt Umber, L. & B.	35.00
Seal, L. & B.	35.00
Vandyke, L. & B.	35.00

VARIOUS
SAMPLE
PAINTS
LIST
SOURCE
OF
C. & M.
BUSINESS

0007-SWP-042154

THE SHERWIN-WILLIAMS COLORS. (Cont'd.)
QUICK DRYING (Paste).

WHITES		per lb.
White Zinc	.....	10.0 35 PC
White Lead	.....	10.0 35 PC
White Pigment	.....	10.0 35 PC
White Titanium	.....	10.0 35 PC
YELLOWS		
Yellow Lead	.....	10.0 35 PC
Yellow Pigment	.....	10.0 35 PC
Yellow Titanium	.....	10.0 35 PC
Yellow Zinc	.....	10.0 35 PC
Yellow Iron Oxide	.....	10.0 35 PC
Yellow Manganese Oxide	.....	10.0 35 PC
Yellow Nickel Oxide	.....	10.0 35 PC
Yellow Cobalt Oxide	.....	10.0 35 PC
Yellow Chromium Oxide	.....	10.0 35 PC
Yellow Vanadium Oxide	.....	10.0 35 PC
Yellow Molybdenum Oxide	.....	10.0 35 PC
Yellow Barium Oxide	.....	10.0 35 PC
Yellow Strontium Oxide	.....	10.0 35 PC
Yellow Calcium Oxide	.....	10.0 35 PC
Yellow Magnesium Oxide	.....	10.0 35 PC
Yellow Sodium Oxide	.....	10.0 35 PC
Yellow Potassium Oxide	.....	10.0 35 PC
Yellow Ammonium Oxide	.....	10.0 35 PC
Yellow Nitrogen Oxide	.....	10.0 35 PC
Yellow Carbon Oxide	.....	10.0 35 PC
Yellow Hydrogen Oxide	.....	10.0 35 PC
Yellow Chlorine Oxide	.....	10.0 35 PC
Yellow Fluorine Oxide	.....	10.0 35 PC
Yellow Bromine Oxide	.....	10.0 35 PC
Yellow Iodine Oxide	.....	10.0 35 PC
Yellow Sulfur Oxide	.....	10.0 35 PC
Yellow Phosphorus Oxide	.....	10.0 35 PC
Yellow Silicon Oxide	.....	10.0 35 PC
Yellow Boron Oxide	.....	10.0 35 PC
Yellow Beryllium Oxide	.....	10.0 35 PC
Yellow Magnesium Oxide	.....	10.0 35 PC
Yellow Calcium Oxide	.....	10.0 35 PC
Yellow Strontium Oxide	.....	10.0 35 PC
Yellow Barium Oxide	.....	10.0 35 PC
Yellow Sodium Oxide	.....	10.0 35 PC
Yellow Potassium Oxide	.....	10.0 35 PC
Yellow Ammonium Oxide	.....	10.0 35 PC
Yellow Nitrogen Oxide	.....	10.0 35 PC
Yellow Carbon Oxide	.....	10.0 35 PC
Yellow Hydrogen Oxide	.....	10.0 35 PC
Yellow Chlorine Oxide	.....	10.0 35 PC
Yellow Fluorine Oxide	.....	10.0 35 PC
Yellow Bromine Oxide	.....	10.0 35 PC
Yellow Iodine Oxide	.....	10.0 35 PC
Yellow Sulfur Oxide	.....	10.0 35 PC
Yellow Phosphorus Oxide	.....	10.0 35 PC
Yellow Silicon Oxide	.....	10.0 35 PC
Yellow Boron Oxide	.....	10.0 35 PC
Yellow Beryllium Oxide	.....	10.0 35 PC

STANDARD EXPRESS, LINE AND MAIL COLORS
TRUE TO STANDARD.

Express Standard Blue	.....	10.0 35 PC
Express Standard Red	.....	10.0 35 PC
Express Standard Green	.....	10.0 35 PC
Express Standard Yellow	.....	10.0 35 PC
Express Standard Black	.....	10.0 35 PC
Express Standard White	.....	10.0 35 PC
Express Standard Purple	.....	10.0 35 PC
Express Standard Brown	.....	10.0 35 PC
Express Standard Orange	.....	10.0 35 PC
Express Standard Pink	.....	10.0 35 PC
Express Standard Grey	.....	10.0 35 PC
Express Standard Tan	.....	10.0 35 PC
Express Standard Olive	.....	10.0 35 PC
Express Standard Indigo	.....	10.0 35 PC
Express Standard Vermilion	.....	10.0 35 PC
Express Standard Ultramarine	.....	10.0 35 PC
Express Standard Cobalt Blue	.....	10.0 35 PC
Express Standard Cerulean Blue	.....	10.0 35 PC
Express Standard Prussian Blue	.....	10.0 35 PC
Express Standard Navy Blue	.....	10.0 35 PC
Express Standard Steel Blue	.....	10.0 35 PC
Express Standard Sky Blue	.....	10.0 35 PC
Express Standard Cornflower Blue	.....	10.0 35 PC
Express Standard Periwinkle Blue	.....	10.0 35 PC
Express Standard Lavender Blue	.....	10.0 35 PC
Express Standard Lilac Blue	.....	10.0 35 PC
Express Standard Orchid Blue	.....	10.0 35 PC
Express Standard Violet Blue	.....	10.0 35 PC
Express Standard Mauve Blue	.....	10.0 35 PC
Express Standard Pansy Blue	.....	10.0 35 PC
Express Standard Blueberry Blue	.....	10.0 35 PC
Express Standard Raspberry Blue	.....	10.0 35 PC
Express Standard Strawberry Blue	.....	10.0 35 PC
Express Standard Elderberry Blue	.....	10.0 35 PC
Express Standard Blackberry Blue	.....	10.0 35 PC
Express Standard Mulberry Blue	.....	10.0 35 PC
Express Standard Elderflower Blue	.....	10.0 35 PC
Express Standard Blackberry Blue	.....	10.0 35 PC
Express Standard Mulberry Blue	.....	10.0 35 PC
Express Standard Elderflower Blue	.....	10.0 35 PC

SAVES EXPENSE ON APPLICATION.
Trans. Discount... {Black, 7% per cent
{Color, 2% per cent.
(Not except Black)

5

The image shows a document page with a table at the top. The table has several columns and rows of text, which is mostly illegible due to the high contrast and noise. The text appears to be organized in a structured format, possibly a list or a table of contents. The page is framed by a dark, textured border, likely the binding or cover of the document.

LIST
PAGE 2
PAGE 3
PAGE 4

[illegible]

Trade discount, 10% percent

Tube colors are put up in large tubes of uniform size, size New, to and 146 French Camper and French Camper, L. also are put up in quarter pound tubes and weight.

Only colors mentioned in list of tubes are carried in this package.

0007-SWP-042156

For manufacturing and repair uses.
PREPARED READY FOR USE.

[illegible]

Trade discount 1%

2



PERFECT METHOD SYSTEM For Carriage Painting.

(Elastic Drying)

A scientific system of under coatings and finishing colors that dries uniformly in the shortest possible time, and that cuts down the number of days and operations required under the old system to paint a vehicle durably, safely, economically and well. It is made for both new and old work. Prepared ready for use and requires no manipulation in the shop. Increases shop output without increasing operating expenses. Catalogue giving complete information sent upon request.

Quart packages noted for these goods have penny lever self-sealing tops.

OILS AND PRIMERS, (Gallons)		per gal
Black	4902	1/2 and 1/4
Red	4907	1/2 and 1/4
Yellow	4904	1/2 and 1/4
OILS AND PRIMERS, (Gallons)		per gal
Black	4914	1/2 and 1/4
Red	4915	1/2 and 1/4
OILS AND PRIMERS, (Gallons)		per gal
Black	4903	1/2 and 1/4
Red	4908	1/2 and 1/4
Ebony Black	4916	1/2 and 1/4
Nonparel Green, L. & N.	4910/11	1/2 and 1/4
BODY PRIMERS, (Gallons)		per gal
Black	4901	1/2 and 1/4
Yellow	4903	1/2 and 1/4
BODY FILLERS (ROUGH STUFF), (Gallons)		per gal
Fast Coat	4926	1/2 and 1/4
Black	4927	1/2 and 1/4
Yellow	4928	1/2 and 1/4
Trade discount		per cent
OILS AND PRIMERS, (Gallons)		per gal
Crescent, L. & N.	4902	1/2 and 1/4
Hurquady	4904	1/2 and 1/4
Parhats	4906	1/2 and 1/4
Carriage Painters', L. & N.	4907	1/2 and 1/4

VARNISH
SAMPLE
PAGE
LIST

BOUNCES
OF
C. & N.
HURQUADY

A. L.
M.
P.

C. & N.
HURQUADY

C. & N.
HURQUADY

For Carriage Painting.

PREPARED ONLY FOR THE BUREAU.

Strong covering, colored rubbing varnishes for use in carriage finishing. For new carriage or repair work where it is desirable to bring the work from the lead to the finishing coat at one operation and with the elimination of the flat color coat.

Gloss Black	657	14
Green, L. & P.	658	14
" Carmine	659	14
" " "	660	14
Said Rubbing Orange Yucca	661	14
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THE UNIVERSITY OF CHICAGO

Querry packages noted in these groups, have penny cover and sealing tape.

LIST
PAGE
NAME
SAMP
VAND

0007-SWP-042160

The dry colors priced herein are, with few exceptions, the same as we use in our own high class manufactures, and as such will be found vastly superior to the jobbing grades so frequently offered on the market.

The dry colors priced herein are, with few exceptions, the same as we use in our own high class manufactures, and as such will be found vastly superior to the jobbing grades so frequently offered on the market.

[illegible]

1

0007-SWP-000125550

DRY COLORS—Continued.

9 COMMENTS
(1 lb. papers, 7.14 and 48 lb. wood boxes, sec. net per lb.)

YELLOW	Net	Net	Net
Chem. Pure Chlorine L. & P. Co.	2 1/2	1 1/2	1 1/2
Chem. Chlorine L. & P. Co.	1 1/2	1 1/2	1 1/2
Golden Ochre	1 1/2	1 1/2	1 1/2
Imperial French Ochre	1 1/2	1 1/2	1 1/2
French Ochre	1 1/2	1 1/2	1 1/2
WHITES	Small	Small	Small
Strictly Pure Lead	1 1/2	1 1/2	1 1/2
Greenish Green Seal Fr. Zinc	1 1/2	1 1/2	1 1/2
Extra Sifted Zinc	1 1/2	1 1/2	1 1/2
English Chiff Paris White	1 1/2	1 1/2	1 1/2
Extra Sifted German White	1 1/2	1 1/2	1 1/2
Commercial White	1 1/2	1 1/2	1 1/2
Plaster Paris	1 1/2	1 1/2	1 1/2
FILLERS	Net	Net	Net
Memo's Umber	1 1/2	1 1/2	1 1/2
Keystone	1 1/2	1 1/2	1 1/2
English	1 1/2	1 1/2	1 1/2
METALLIC PAINTS	Net	Net	Net
English Verdian Red	1 1/2	1 1/2	1 1/2
Iron Ore Red (Hewitt)	1 1/2	1 1/2	1 1/2
Prince Metalle	1 1/2	1 1/2	1 1/2

0007-SWP-042162

0007-SWP-000125551

Medicated Lining Oil
28 Cans - 1/2 day

Raw in Bbls
Boiled in bbls
Raw in 5s
Boiled in 5s

0007-SWP-042163

0007-SWP-00012555

THE SHERWIN-WILLIAMS CARRIAGE VARNISHES.

Best Carriage Varnish.

This is the highest grade of pale finishing varnish made. It is very free from dirt and under favorable conditions dries dust free in 8 to 10 hours, and hard in 4 days.

Price per gallon, in one gallon cans... \$4.00

Best Carriage Varnish.

Is the most durable finishing varnish in the market. Not quite as pale as the above but more elastic and water proof. While a trifle quicker in drying, the difference is not noticeable in actual working quality. It dries dust free in 8 hours, and under favorable conditions becomes hard in 3 to 4 days.

Price per gallon, in one gallon cans... \$4.00

Best Carriage Varnish.

The highest grade of pale elastic varnish suitable for running parts. Will stand the vibration and wear to which a varnish for such a purpose is subjected and can also be successfully used on bodies. It is an excellent all round varnish for the shops doing the highest grade repair work. It dries dust free in from 6 to 8 hours and becomes hard in 3 days.

Price per gallon, in one gallon cans... \$4.00

0007-SWP-042164

0007-SWP-00012555

ELASTIC GEAR.

A high grade gear finishing varnish which is free working, lustrous, and durable. While very elastic it dries sufficiently hard to withstand the severe usage to which it will be subjected. It dries dust free in from 6 to 8 hours and hard in 48 hours. It is less sensitive to local conditions than any similar varnish on the market.

Price per gallon, in one gallon cans... \$4.75

ONE COAT CARRIAGE.

This is a very easy working and moderately quick drying finishing varnish. It is excellent for general repair work and will dry dust free in 6 hours and hard in 48 hours.

Price per gallon, in one gallon cans... \$4.25

EXTRA PALE BODY RUBBING.

This is a fancy grade of body rubbing, particularly adapted for use over lightest colors where highest grade of work is done. It is extra pale in color, dries free from dust in 8 hours and hard to rub in 4 days without danger of sweating out.

Price per gallon, in one gallon cans... \$5.25

PALE MEDIUM RUBBING.

A very pale rubbing varnish suitable for use on light colored work and natural wood finish. It will prove satisfactory where a slow and hard drying rubbing varnish is desired. Dries dust free in 6 to 8 hours and is hard to rub in 4 days.

Price per gallon, in one gallon cans... \$4.75

White Gum Finishing 5.00
" Body 5.50
" " 6.00

VARNISH
SAMPLE
PAINTS
LIST

REVISED
BY
C. A. M.
1925

A. L.
K. E.

C. A. M.
1925

Medium Rubbing.

A high grade rubbing varnish although not so pale as the preceding it dries dust free in 6 to 8 hours and can be safely rubbed in three days.

Price per gallon, in one gallon cans... \$4.11.

Quick Rubbing.

Is as quick as a rubbing varnish should be and still retain its full measure of durability. It will dry dust free in 5 to 6 hours, may be rubbed in 2 days, and under favorable conditions in less time.

Price per gallon, in one gallon cans... \$2.75.

Fast Rubbing.

Somewhat darker than Quick Rubbing, but will be found a good rubbing varnish for moderate priced work. It dries out of dust in 6 to 8 hours and under favorable conditions can be rubbed in 24 hours.

Price per gallon, in one gallon cans... \$2.45.

Black Body Rubbing.

An intense jet black body rubbing varnish. It is extremely free working and can be laid off on the largest pencil before setting. Dries dust free in 6 hours with a sharp luster and can be rubbed in 3 to 4 days. Jet Black Body Rubbing settles but slightly and does not become brittle.

Price per gallon, in one gallon cans... \$4.25.

JET BLACK QUICK RUBBING.

Has all of the general characteristics of Jet Black Body Rubbing, but can be rubbed in 24 to 36 hours without danger of sweating.

Price per gallon, in one gallon cans.. \$3.85

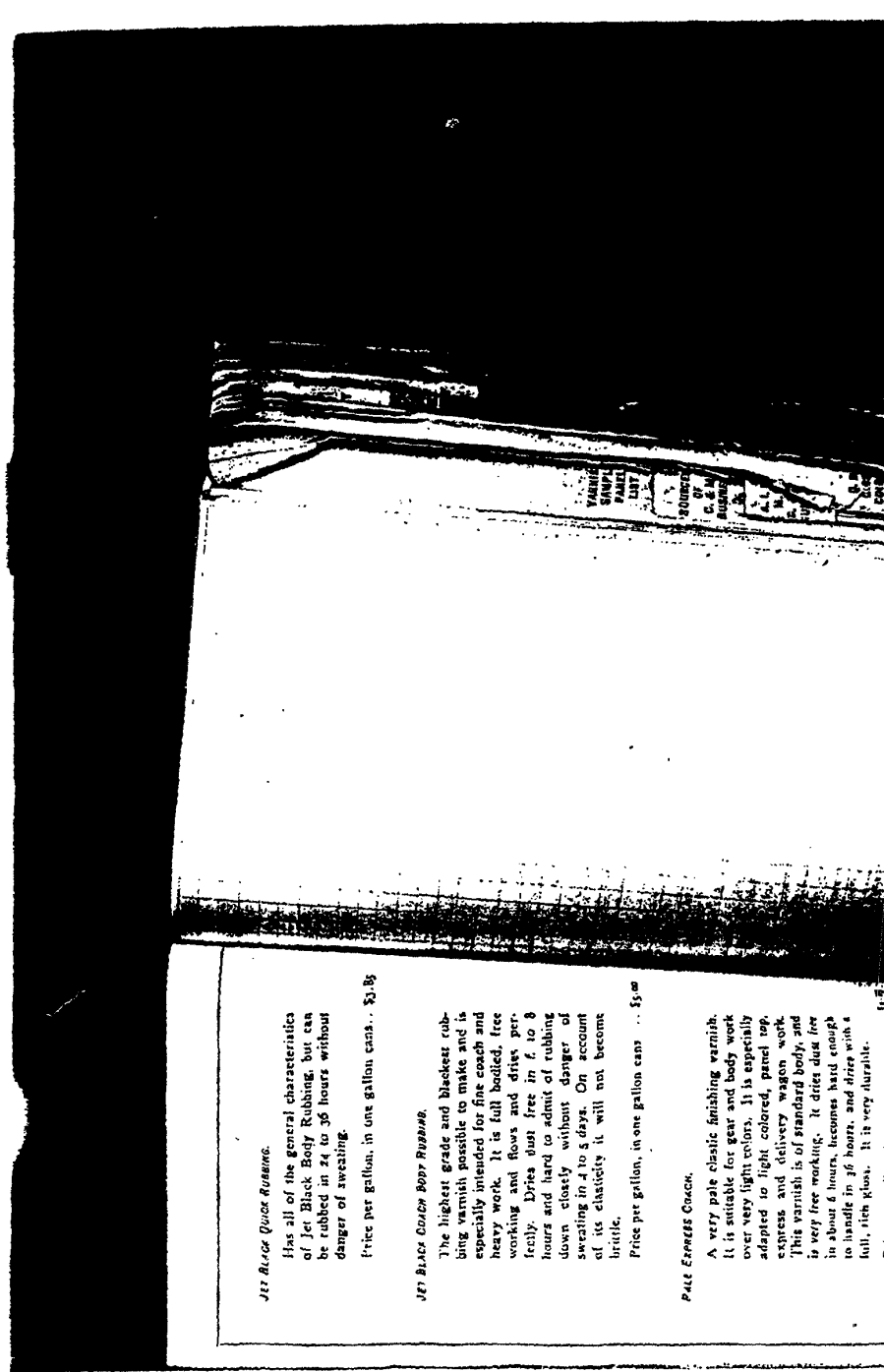
JET BLACK COACH BODY RUBBING.

The highest grade and blackest rubbing varnish possible to make and is especially intended for fine coach and heavy work. It is full bodied, free working and flows and dries perfectly. Dries dust free in 6 to 8 hours and hard to admit of rubbing down closely without danger of sweating in 4 to 5 days. On account of its elasticity it will not become brittle.

Price per gallon, in one gallon cans .. \$5.00

PALE EXPRESS COACH.

A very pale classic finishing varnish. It is suitable for gear and body work over very light colors. It is especially adapted to light colored, panel top, express and delivery wagon work. This varnish is of standard body, and is very free working. It dries dust free in about 6 hours, becomes hard enough to handle in 36 hours, and dries with a full, rich gloss. It is very durable.



WAGON COACH.

A good finishing varnish for wagon and other cheap repair work. It dries dust free in about 8 hours and hard in 24 hours. Is rather pale in color, free-working, and dries with a fine lustre.

Price per gallon, in one gallon cans, \$2.00

Two Size JAPAN.

This is a superior article, very economical owing to its strength, and perfectly safe to use with any mixture. It is a binder which can be used with delicate colors without injury to them. It will properly harden rough stuff and facilitate the drying of all undercoats. It is safe and certain.

Price per gallon, in one gallon cans, \$3.75

WAGON COACH.

A superior binding japan for use in repair work. It does not become brittle and is an absolutely satisfactory article for use in the carriage or car shop. In the manufacture of rough stuff it shows a remarkable tendency to hold the filler in position indefinitely and it is so easily elastic that it is useful in any cracking.

VARNISH
SAMPLE
FINISH
CITY
SOURCE
C. & M.
BOSTON

COACH PAINTERS' JAPAN.

This is especially prepared for coach painters' use. It is a thoroughly reliable article for the preparation of all under coatings. It will be found economical and always uniform.

Price per gallon, in one gallon cans.... \$2.45

DRYING JAPAN.

A reliable article at a moderate price designed to meet the needs of the coach and carriage painter. Well adapted for use in repair shops.

Price per gallon, in one gallon cans.... \$2.10

ENAMEL LEATHER DRESSING.

For brightening up and refinishing carriage tops, curtains, etc., that have become worn. It dries with a rich black finish and a soft, durable lustre, and will be found very satisfactory in every way. It dries free from dust over night.

Price per gallon, in one gallon cans . \$2.95

VARNISH
SAMPLE
PANEL
LIST

SOURCE
OF
U. S. A.
BUSINESS

A. L.
K. O.
E. J.

E. J.
COACH
P.

COACH
A.
E. J.

THE SHERWIN-WILLIAMS VARNISHES.

Master House Painters' Specialties.

Intended for use on small boats, steamships, yachts, row boats, canoes, outside doors, store fronts, bath-rooms, kitchen, etc. It will stand severe exposure to salt spray or other moisture longer than any varnish made. Dries free from dust in from 8 to 10 hours and hard in from 36 to 48 hours.

Plier per gallon, in one gallon cans... \$1.75



A good old-fashioned varnish. It is an all-round painter's varnish, without exception the best one sold. There is no varnish anywhere near its price which equals it. It is durable and elastic, working freely and easily under the brush. It is free from "dewitts" and can always be de-banded upon to give entire satisfaction. It can be used inside as well as outside. For outside work, doors, boats, carriages, etc., and for inside work, bath-rooms, kitchens, on window sills or inside blinds it will give unusual satisfaction. Kopal works freely, will wear well under the most severe exposure. It dries dust free in from 8 to 10 hours and becomes thoroughly hard in two days. It has an immense popularity strictly upon

its merits. It is by far the best value in varnish offered by any one.

Price per gallon, in one gallon cans.... \$3.00



This is a varnish leader for interior use only. It is far superior to any hard oil finish and is excellent for all high-grade finishing and general varnishing around the house. It is sufficiently pale in color to admit of use on the finest and most delicate woods. Excello produces a high and lasting gloss which does not easily mar or scratch. It works freely under the brush and flows out smoothly, drying dust free in about 6 hours and hard in 18 hours. It can be rubbed after 48 hours. Excello is another leader which has won immediate popularity upon its merits.

Price per gallon, in one gallon cans.... \$2.75



A perfect floor finish. It is tough, elastic and under foot wear will not scratch or mar. It is also suitable for linoleum, oil cloth, etc. It works well, flows out evenly under the brush, and dries dust free in about 8 hours with a tough, wear-resisting gloss. It can be walked on the next day, and becomes thoroughly hard by the second day.

Mar-not should be applied directly to the wood. Shellac or liquid filler

VARNISH
SAMPLE
PANEL
LIST

SOURCE
OF
C. & M.
NUMBER

A. L.
N.

C. & M.
COLOR
P.

CO.
AT
FIN.

should never be used under it. Mar-
not is another specialty which has
won deserved recognition, and is un-
questionably the best floor varnish
made.

Price per gallon, in one gallon cans.... \$1.00

FLOOR DRYING SEAL.

A hard drying varnish at a moderate
price, suitable for church and school
furniture and similar work. It dries
with a full lustre, and will not soften
under heat. It dries dust free in 4
hours, hard in 36 hours, and can be
rubbed.

Price per gallon, in one gallon cans.... \$2.90
2 90
\$2-45

GLASSING CABINET.

A medium pale, easy working var-
nish, which flows out freely and dries
dust free in from 3 to 4 hours. It be-
comes hard in 24 hours and can be
rubbed in 48 hours. It is especially
suitable for interior finishing on me-
dium priced house work and is very
popular with the Master Painter, for
whom we use it is especially recommend-
ed.

Price per gallon, in one gallon cans.... \$1.00

VARISH
SAMPLE
FURNITURE
LUST
C. H. HUNTER

SHELLAC "A better than shellac"
first coat.

A specialty which if properly applied produces an undercoating for varnish which on interior finishing (floors excepted), will be found a splendid substitute for a coat of shellac, works freely, dries promptly and does not settle.

Price per gallon, in one gallon cans., \$1.90

SHELLACINE A specialty made for first coating on interior wood-work (floors, kitchens and bath-rooms excepted). Shellacine is light in body and consequently easily applied. It does not depend upon its filling qualities but absolutely seals the surface so as to prevent absorption. It should be only lightly sanded. Shellacine will not settle hard nor become gummy in bottom of package.

Price per gallon, in one gallon cans., \$1.90



The Master Painters' Drier. A strong, reliable, economical and uniform drier. It mixes readily with oil, and will not curdle or separate. Will not burn the paint or cause surface drying.

Price per gallon, in one gallon cans., \$1.90

TRANSPARENT FLOOR.

A varnish exceptionally tough and elastic which will not scratch or mar from wear. It works easily, flows out nicely, dries dust free in one hour, hard to walk on day after application, thoroughly hard the second day.

HARD DRYING FLOOR.

A varnish very pale in color, works easily, dries hard over night and is very durable.

MARINE SPAN.

A first class all around M. P. varnish. It is durable, elastic, heavy in body but works easily. Without doubt the best varnish on the market for store fronts, outside doors, window sash and sills, bath-rooms, kitchens and all kinds of boat or marine work. Dries dust free in eight hours, hard in two days.

PALE INTERIOR POLISHING.

An extra pale varnish of medium body that works easily, flows out perfectly, rubs nicely to a perfect surface and takes and retains a high polish. Dries dust free in one hour, hard to rub in three days, to polish on the fourth. This varnish produces a very beautiful, durable finish on good grades of interior or furniture work.

PALE DURABLE INTERIOR.

An extra pale interior rubbing varnish that works easily, flows perfectly and dries promptly. Dries dust free in one hour, hard to rub in 48 hours, will also take and retain a splendid polish. Intended for medium grades of interior or furniture work.

VARNISH
SAMPLE
PANEL
LIST

SOURCE
OF
C. & M.
BUSINESS

A. L.
M.

C. & M.
CO.
P.

C. & M.
CO.
P.

No. 5 INTERIOR.

A very pale varnish for interior work. This varnish is a great favorite with the Master Painter because of its extremely pale color, fine working, flowing and drying qualities. It dries dust free in 30 minutes, dries hard over night and produces a rich, durable and elastic finish. Can be rubbed if desired.

No. 5 FLOOR.

A good varnish for the cheaper grades of floor work. Medium in body and color, dries dust free promptly, dries so floors can be used the day following application, is elastic and durable for the price.

No. 6 EXTERIOR.

A varnish medium in color and body, works easily, is elastic and durable. Intended for the cheaper grades of exterior work. Dries dust free in one hour, hard over night.

M. P. LUSTRAL COACH.

A good wearing varnish for medium grade interior work which is to be left in the gloss finish. This varnish is light in color, works easily, flows out nicely and dries promptly. A winner at the price. Leaves a rich, elastic finish.

HOW GLOSS INTERIOR.

A light colored varnish for cheap contract work that works easily, flows out nicely, dries promptly and gives a good high gloss finish.

M. P. DAIK.

VARNISH
SAMPLE
PANEL
LIST
SOURCE
OF
G. & W.
BUSINESS

THE SHERWIN-WILLIAMS VARNISHES. Miscellaneous.

FINEST WHITE ENAMEL.

Suitable for the very finest white enamel work. It is the palest enamel that can be made from hard gum. It mixes perfectly with zinc, and as enamel made with it can be hard polished in 4 days.

Price per gallon, in one gallon cans.. \$5.35

OUTRAGE WOOD FINISH (FAIRBORN).

Will stand the severest outside exposure and is not affected by weather or sun. Will not turn white nor lose its gloss and is extremely durable. It is the very best varnish for more front door, signs, etc. It dries dust free in 10 hours and hard in 48 hours.

Price per gallon, in one gallon cans.. \$5.35

STAIN WOOD FINISH (INTERIOR).

The most durable and lasting interior finish that can be produced. It is not affected by steam or water and will wear with perfect satisfaction in bath-rooms, kitchens or laundries. It is very transparent and gives a desirable depth and richness of finish to the stained woods. It is exceedingly easy and smooth working. It dries dust free in about 6 hours, hard and with a rich gloss in 24 hours, and can be rubbed to a high gloss. To get the best results the varnish itself should be used at

the way through from foundation coat to finishing coat. For first coat thin slightly with turpentine; succeeding coats use as it comes from the can.

Price per dozen

MARINE.

An excellent varnish for all-around use on canoes, yachts, vessels and other craft. Exposure to water will not turn it white. It is free working, elastic and durable. Dries dust free in 10 hours and hard in 36 hours.

Price per gallon, in one gallon cans.. \$3.25

EXTRA BOAT.

A thoroughly durable varnish for use on boats, outside doors, etc. It is also most satisfactory for window-sashes, bath rooms and all gloss work around the house. Water will not turn it white. It is easy working and very elastic, dries dust free in 8 to 10 hours and becomes hard in about 36 hours.

Price per gallon, in one gallon cans.. \$3.25

BAR TOP FINISH.

This varnish is made especially for bar tops and other surfaces subjected to severe usage. It will not turn white, spot or crack from alcohol or water nor grow brittle and chip. It is medium pale in color, will dry dust free in 2 hours, and becomes hard enough to rub in 48 hours.

Price per gallon, in one gallon cans.. \$4.75

General Paria.

An extra fine quality of colorless varnish, prepared expressly for use on wall paper, bath-room walls, and for producing finest grade of white finish on interior wood work.

Price per gallon, in one gallon cans..... \$4.40

Best White Damar.

Made from pure Batavia Damar Gum. It is water white and when properly used will not discolor the most delicate shades of paint.

Price per gallon, in one gallon cans..... \$3.30

Light Damar.

Similar to the above but not quite so light in color.

Price per gallon, in one gallon cans..... \$3.80

Fast Drying Oak.

A hard drying varnish for inside use. Especially suited for church and school furniture and similar work. It has a good lustre, dries without tack, and will not soften under heat. It dries dust free in 6 hours, hard in 36 hours, and can be rubbed.

Price per gallon, in one gallon cans..... \$2.90

Imperial Finish (Flat).

A varnish specially intended as a last or finishing coat on medium grade interiors in imitation of a rubbed finish. It is free working and dries in 36 hours, and can be rubbed.

VARNISH
SAMPLE
PAGE
LIST
SOURCE
C. A. W.
BUREAU

HARD OIL FINISH (PALE).

A very easy-working varnish for inside use and not at all to be compared with the usual listed grades. It is pale enough in color to use over the very lightest woods. Dries dust free in 6 to 8 hours and hard in 24 hours. Rubs well and produces a fine finish. Price per gallon, in one gallon cans...

HARD OIL FINISH.

Same as the above but slightly darker in color, although still lighter than many so-called pale hard oils on the market. It is suitable for all ordinary woods. Dries dust free in from 6 to 8 hours, hard in 24 hours, and can be rubbed to a fine finish.

Price per gallon, in one gallon cans...

PREMO HARD OIL.

Is easy working and dries with a brilliant lustre in from 4 to 5 hours. It dries hard enough to rub in 24 hours.

Price per gallon, in one gallon cans...

NO. 1 COACH.

A good-drying, elastic and brilliant varnish for exterior and interior use. Will dry dust free in 6 hours and hard in 36 hours.

Price per gallon, in one gallon cans...

PREMO COACH.

A quick-drying and easy-working coach varnish for interior use. Dries dust free in 4 to 5 hours and hard in 24 hours.

Price per gallon, in one gallon cans...

LENA FURNITURE.

A reliable varnish for furniture and inside use. It dries dust free in 6 hours, hard in 24 hours and can be rubbed.

Price per gallon, in one gallon cans... \$2.00

LENA FURNITURE.

A safe varnish for furniture and general inside use. Is medium in color, easy-working and quick-drying. It dries dust free in 4 hours, hard in 24 hours and can be rubbed.

Price per gallon, in one gallon cans... \$1.70

LENA FURNITURE.

A good, easy working varnish.

Price per gallon, in one gallon cans... \$1.45

LENA FURNITURE.

A splendid seller, cleans and polishes at one operation. It will remove all grease, dirt and finger marks from parlor, household or office furniture, and renew the original varnish luster. Put up in finely lithographed cans—a very handsome package.

Price per dozen, full 1/2-pint cans... \$3.25

LENA.

A superior quality for first coating on interior woodwork (floors, kitchens and bath-rooms excepted). Largely used as a substitute for shellac. It gives to a perfect finish for subsequent varnish coats.

Price per gallon, in one gallon cans... \$1.75

FIRST QUALITY BRONZING LIQUID.

A bronzing liquid of the highest grade, possessing no offensive banana-like odor. It is intended for use with the finest bronzes.

Price per gallon, in one gallon cans. . \$2.45

NO. 2 BRONZING LIQUID.

A very satisfactory article and, like the foregoing, is free from any objectionable odor.

Price per gallon, in one gallon cans. . \$1.70

NO. 3 BRONZING LIQUID.

A good light colored bronzing liquid for quick work.

Price per gallon, in one gallon cans. . \$1.20

<i>Amberlac</i>	}	<i>6.00</i>
<i>Handlac</i>		<i>1.40</i>
<i>Special Quick Tan</i>		<i>1.25</i>
<i>Hand Drying Coater</i>		<i>1.20</i>

VARNISH
SAMPLE
PAGE
LIST

SOURCES
OF
C. & M.
BUSINESS

A. I. P.
M. P.
C. & M.
LONDON

C. & M.
CLO
CLO
P.

CLO
A
IF

THE SHERWIN-WILLIAMS DRIERS, JAPANS AND ASPHALTUMS.

COLO SIZE JAPAN.
(See Carriage Varnishes, p. 71).
INTERNAL COLORED JAPAN.
(See Carriage Varnishes, p. 71).
COLORED PAINTERS' JAPAN.
(See Carriage Varnishes, p. 71).

COLORED DRIER.
Is the product of thirty years' experience. It possesses exceptional drying qualities. One gallon will dry twenty gallons of raw linseed oil perfectly. It mixes readily with oil without curdling or separating. It will not cause cracking, but improves the working qualities and durability of paint in which it is used.
Price per gallon, in one gallon cans.... \$2.15

Dry-o-lene
A very pale drier of great strength, when considered. It will dry raw linseed oil in the proportion of one part of Dry-o-lene to ten gallons of oil in 5 to 6 hours, and in these proportions will not discolor the pigments or liquids.

VARIOUS
SAMPLE
PANEL
LIST

BOUNDS
G. A. W.
BUSINESS

JAPAN DRIER.

A strong, economical drier.
Price per gallon, in one gallon cans...

FINEST TURPENTINE ASPHALTUM.

A strictly pure turpentine asphaltum.
Made from finest black asphaltum and
pure spirits of turpentine. The best
asphaltum varnish that can be produced.
Price per gallon, in one gallon cans...

No. 1 ASPHALTUM.

A very good and easy working black
varnish.
Price per gallon, in one gallon cans...

PRIMO ASPHALTUM.

A reliable, heavy bodied black varnish
at a popular price, which, except for
cheapest work where quality is no consid-
eration, will be found much more satis-
factory and economical than black var-
nishes sold at a lower price.
Price per gallon, in one gallon cans...



CARRIAGE VARNISHES

Gal. per Gal.	Quart. per Gal.	Pint. Cost each
6.00	4.50	.....
5.00	3.50	.....
5.00	3.50	.....
4.75	3.19	.....
4.51	2.50	50
2.75	2.45	3.50
3.19	3.10	1.50
4.75	4.05	3.10
4.00	4.25	.....
2.00	3.75	50
4.51	3.80	.....
4.45	4.00	.....
3.85	4.05	.....
5.00	5.15	.....
2.75	2.45	3.50
3.00	3.50	.....
2.75	3.95	4.10
4.00	4.05	.....
3.60	3.50	4.05
4.00	4.10	3.55
4.50	3.10	3.50

Trade discounts 10 per cent.
We make no charge for packages.

3

13

1

10

34

2
2
6

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MASTER HOUSE PAINTERS' VARNISH SPECIALTIES

	Gals.	1/2 Gals. per gal.	Quarts per gal.	Pint cans each	Min 100
DURABLE SPAR	1.95	1.95	3.10	60	7
For severe exposure					
OPAL	3.00	3.00	3.35	44	7
"The Popular" varnish for general use.					
EXCELLO	1.90	1.90	3.05	41	7
For interior work.					
MAR-NOT	3.00	3.00	3.35	44	7
A durable floor varnish.					
HARD DRYING SEAT.	1.90	1.90	3.05	41	7
For church and school work.					
PALE FLOWING CABINET.	1.90	1.90	3.05	41	7
For interior finishing					
INTERIOR COACH.	1.90	1.90	3.05	41	7
A transparent gloss varnish.					
SHELLAC	1.00	1.00	1.95	30	7
"A Better-than-Shellac" Res. coat.					
SHELLACINE	1.15	1.15	1.45	30	7
A liquid wood filler.					
DRY-NITE	1.35	1.35	1.90	30	7
The Master Painters' Drier.					

Trade discount.....per cent.

*Opal and Excelllo are packed in assortments, containing:

Gals.	1/2 Gals.	Quarts	Pints	Min
4-4	4	12	16	10
11-2	11	10	16	10

†Mar-not is packed in assortment (1), containing:

Gals.	1/2 Gals.	Quarts
4	4	10

Special net prices to dealers in shortnesses A, B and D application

We make no charge for packages.

40

Revised List of Master Painters' Varnish Specialties for Large Trade.

Net prices per Gallon.

	Jobbers Dealers	Painters Direct	Paint- ers Wholesale
Durable Spar.....	2.70	3.17	3.40
Marine Spar.....	2.15	2.25	2.40
Opal.....	1.80	2.00	2.35
Durable Wood Finish Interior.....	1.58	2.31	2.35
For Interior Polishing.....	1.90	2.00	2.15
Hard Drying Seat.....	1.64	1.91	2.15
Excelllo.....	1.64	1.80	2.10
For Flowing Cabinet.....	1.25	1.47	1.75
For Durable Interior.....	1.40	1.50	1.65
For Interior.....	1.25	1.35	1.40
Interior Coach.....	1.25	1.35	1.40
Mar-not.....	1.70	2.00	2.15
Transparent Floor.....	1.80	1.90	2.00
Hard Drying Floor.....	1.55	1.65	1.75
For Finish.....	1.15	1.25	1.35
For coat.....	1.08	1.27	1.40
Marine.....	1.15	1.25	1.35
For coat.....	1.15	1.25	1.35

SPECIAL VARNISHES

Exterior.....	1.65	1.75	1.90	2.10
For Lustral Coach.....	1.10	1.20	1.35	1.40
Gloss Interior.....	1.05	1.15	1.25	1.35
For Floor.....	1.30	1.40	1.50	1.65
Drier.....	1.15	1.25	1.35	1.45

40¢ to 50¢ in barrels.

VARNISH
SAMPLE
LIST

SOURCE
OF
C. & M.
GUMS

A. L.
M.

C. & M.
GUMS

C. & M.
GUMS

C. & M.
GUMS

C. & M.
GUMS

C. & M.
GUMS

C. & M.
GUMS

C. & M.
GUMS

0007-SWP-042185

MISCELLANEOUS VARNISHES

[illegible]

Furniture Polish
Measure half pint cans, per dozen,.....\$3.25

Trade discount.....per cent.

0007-SWP-042188

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Varnish Sample Panels

Size, 6 x 3 x 1/8 in.

Sample	Panel No.	Rubbed	Polished	Gloss
Durable Spar...				
Kopal				
Excella				
Merrow				
W. Pale Flaming Cabinet				
Interior Coach				
Durable Wood Finish, Ext.				
" " " Int.				
Marine Varnish				
Hard Drying Oak				
" Oil Finish (Pale)				
" " "				
Enamel, Snow White				
" Pure. "				
" Light Ivory				
" Dull Finish				

Shown in rubbed or gloss only. Shown in soft

207-11100

SOURCE
OF
C. & M.
BUSINESS
A. L. P.
M. P.
C. & M.
SUNDRIES

S. B.
GLO
COLO
P.

CO
A
FIN
FUR

Panel Numbers. -- (Continued)

perpetrated violence

Georgia Pine.....	Handcraft Old English Oak, varnished
" " " "	" " " "
" " " "	" " Golden
" " " "	" " Handcraft Brown
Birch	" " Natural,
" " " "	" " Handcraft Light Mahogany,
" " " "	" " " Dark "
" " " "	" " Walnut,
Chestnut	" " Natural,
" " " "	" " Antique,
" " " "	" " Natural,
" " " "	" " Handcraft Dark Mahogany,
" " " "	" " Rosewood,
Swamp	" " Natural,
" " " "	" " Handcraft Mahogany,
Gum	" " Natural,
" " " "	" " Handcraft Mahogany,
Cypress	" " Golden Oak,
" " " "	" " Handcraft Old English Oak,
" " " "	" " " Amberg Oak,
" " " "	" " Bog Oak
" " " "	" " Mahogany,
" " " "	" " Cherry,
" " " "	" " Natural,

0007-SWP-042191

SOURCE
OF
C. & M.
BUSINESS

A.P.
M.P.
C.M.
SOURCES

COLE
W.

LOW
M.

W.

0007-SWP-000125580

Salesmen's Bound Price List 1906.

SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

San Francisco	Chicago	Montreal
Los Angeles	Kansas City	Toronto
New York	Minneapolis	Winnipeg
Boston	Portland, Ore.	Calcutta, Ind.
Philadelphia	Dallas, Texas	

0007-SWP-042192

0007-SWP-000125581

**SOURCES FROM WHICH C. & M.
BUSINESS COMES.**

Industrial Iron Work and Bridge Builders.
Putt-Acheson Graphite, Metallic, P. M. S. Roof
and Bridge Paint, Structural and Roofing Paint,
Black Paint for iron work, Carbon Paint, Metallic
Brown, and any colors of S. W. Paint that may be
desired.

California, Public Buildings, Summer Resorts, Hotels.
E. W. Putt, S. I. C., I. P. P., P. P. P., C. P.
Alkali Stain, E. P., A. P., V. S., Manganese, Foot-
ing, Talc, Varnishes, Hand Craft Stains, Varnish
and Glazes.

Auto Carriage and Wheel Manufacturers.
Special Air Drying and Baking Enamel for rep-
arating, Red primer, and Red Varnishes, Black
and White Enamel.

Auto Manufacturers and Enamellers.
Perfect Baking Enamel and Varnishes; also Bicycle
Painting Primer for 1st and anti-rust coats. Striping
Paint.

Paint Manufacturers.
Putt-Acheson Graphite, Red and Brown; also
Black and White Enamel, Metallic for use on their
Dull Finishes for use on same surfaces where a
gloss is desired; Red Lead Color, Salmoner Suck
and Black Asphaltum.

Paint Manufacturers.
D. Coleman, Ft. Camille, Non-Fading Red, Ex-
tra Fast, Putt-Acheson Graphite, Metallic; Spec-
ial Colors for interiors and exteriors, Alkides and
Alkides, Aluminum Paint for machinery, Coalbit
and Automobiles, and other varnishes.
Putt-Acheson Graphite, Metallic.

A. L. P.
A. P. P.
E. A. M.
J. M. R.

Coffin Manufacturers.

Primers, Coffin Enamels, Graining Colors and Grounds, 1st Q. Colors, Q. D. Black and Colors, Shellacine, Pale Flowing Surfacers, Varnishes and Stains.

Decorative and Novelty Iron Work.

Aluminum Paint, Gold Enamel, Pure Acheson Graphite, Metalastic, for first coat to prevent rusting; Special Flat Black Baking Enamel; Special Dull Finish Jet Black, to imitate Bauer-Barff and wrought iron finish; Lacquers, Vernis Martin Finish.

Distilleries.

Pure Acheson Graphite, Metalastic, Creosote Paint, Roof and Bridge Paint, Carbon Paint, S. W. Paint. Required to prevent decay on account excessive dampness—Aridos and Petrolid.

Electrical Equipment Manufacturers.

Ajax Insulating Varnish, Clear and Black, Special Disc Insulating Varnishes, Special Cloth Insulating Varnishes; Machine Paints and Fillers, Lustral Enamels, Finishing Enamels, Aluminum Paint, Q. D. Colors, &c.

Fence Manufacturers, both Wood and Iron.

Pure Acheson Graphite, Metalastic, Roof and Bridge Paint, Metallic Brown, Black Paint for iron work or any colors of S. W. Paint.

Foundries.

Machine Paints and Fillers, Core Oils.

Furniture Manufacturers.

White Enamel, Paste Filler, Pale Flowing Surfacers for first coating, Varnish 1st Coater, and Rubbing and Polishing Varnishes; Golden and Hand Craft Stains, Furniture Wax, Taxite.

Gas Companies.

Pure Acheson Graphite, P. M. 1, Metalastic, Roof and Bridge Paint, and Special Gas Holder Paint for gas holders; Aluminum Paint, P. M. 5, Gray, Machine Paints and Special Aluminum Primer for long posts; Conduit Pipe Paint.

Implement, Wagon and Sled Manufacturers.

Premier Non-Fading Red, Farm Wagon Vermillions and Greens (paste and Dry).

Primers and Gear Colors for brushing and dipping, in which we are showing an assortment of about twenty-five colors; Skein Lead; Varnish Colors for brush and dipping work; coating and finishing with one operation; Lustral Enamels for like uses; Q. D. and Special Striping Colors; Lacquers, Varnishes and Driers, Core Oils, Reducers.

Water Finish Manufacturers.

W. F. P., Hand Craft Stains, Varnish Stain, Paste and Liquid Filler and Pale Flowing Surfacers, Varnishes, and Polishing Liquid. A great deal of this kind of work is also primed on the back for the purpose of keeping out water or dampness.

Roof and Corrugated Roofing Manufacturers, Stamped Sheet Metal Makers.

Pure Acheson Graphite, Metalastic, Carbon Paint, Special Dipping Paints, White and Metallic Reducers.

Baked Makers.

Primers, Enamels, Reducers, Flat Black for baking; Vernis Martin Finish.

Factories and Warehouses.

W. F. Paint, Roof and Bridge Paint, Pure Acheson Graphite, Metalastic, Special Interior Colors for inside.

Machinery Manufacturers, Steam, Gas and Gasoline Engines and Steam Pump Manufacturers.

Machine Paints and Fillers, in Steel Color, Jet White, and Red; Gas Engine Finishes, Oil Machine Paints, Q. D. Colors, and Black for Lustral Enamels, Varnish Colors, Machine Paints for gloss finish; Core Oils and special paints for like uses.

Manufacturers of Decorated Pottery.

Primers and Special Colors in Oil and Japan.

Water Companies.

Pure Acheson Graphite, Metalastic, Roof and Bridge Paint, and S. W. Paint for stand-pipes; Conduit Pipe Paint, Aluminum Paint, and Machine Enamels.

Municipal and other Governments.

Pure Acheson Graphite, S. W. Paint, Metalastic, Roof and Bridge Paint, Carbon Paint, Spartan Red for police and fire alarm boxes; Aluminum Paint, and Special Goods.

Naval and Toy Manufacturers.

Q. D., Lustral Enamels, Aluminum Paint, Empress Liquid Gold and Imperial Gold Enamel, Spartan Red, Varnish Colors, Special Paints in paste and liquid form for dipping and brushing, S. W. Filler, and Varnishes, Lacquers, 1st Coaters.

Nurseries.

Special Pruning Paint, to arrest bleeding, prevent decay and worm boring.

Oyster Shippers.

Oyster Bucket Paints.

Painted Tinware Manufacturers.

Q. D. Colors, Lustral Enamels, Spartan Red, Varnish Colors and Special Paints and Vermilions, Metalware Varnishes, Black Backing and Air Drying Japans, Lacquers.

Parquet Manufacturers.

S. W. Filler, Mar-net, Floorwax.

Piano and Organ Manufacturers.

Q. D. Blacks and Colors, S. W. Filler, Rubbing and Polishing Varnishes, Golden Oak and Hand Craft Stains, Polishing Liquid.

Pictorial and Advertising Sign Cos.

S. W. Paint, Standard Lead, P. C. P., 1st Q. Colors, Premier Non-Fading Red, Primers, Special Bulletin Colors.

Picture Frame Manufacturers.

Q. D. and Distemper Colors, Hand Craft Stains, Flat Black, Special Flemish Oak and Moss Gray Colors, S. W. Filler, Shellacine, Enamels, and Flowing Surfacers and Varnishes.

Porch and Lawn Furniture Manufacturers.

Special Colors, Vermilions, Premier Non-Fading Red, Primers, Enamels, Spartan Red, Varnish Colors, Q. D. Colors for stripping and ornamenting; Flowing Surfacers; and Varnishes.

Rolling Mills, Blast Furnaces and other Manufacturing Companies who have large surfaces which require painting.

Pure Acheson Graphite, Metalastic, Carbon Paint, Roof and Bridge Paint, Structural and Roofing Paint, S. W. Paint, Billet Marking Paints, Salsmunder Smoke Stack Black.

Roof and Door Manufacturers.

S. W. Paint, P. C. P., Standard and Kensington Lead for priming, and Special Paints. A great deal of this work is primed before it is sent out from the mills, especially that made from and grade lumber.

Smelters.

Non-Corrosible Acid Resisting Paints, Pure Acheson Graphite, Metalastic, Salsmunder Smoke Stack Black, Aluminum Paints for machinery.

Steam Heating Contractors.

Empress Liquid Gold and Imperial Gold Enamel, Aluminum Paints, Radiator Enamel, for use on radiators and pipes, Machine Paints, and Special Aluminum Primer for undercoats, Conduit Paint, Salsmunder Stack Black, Japan, Red Lead in Oil, Pipe Joint and Gasket Compound.

Stove and Furnace Manufacturers.

Furnace Black, both gloss and dull finish, Black Enamel, Black Baking Enamel, Dull Jet Black, for fine work, Aluminum Paint, Core Oils, Black Japans.

Telephone and Telegraph Construction Cos.

S. W. Paint, Pure Acheson Graphite, Metalastic, and Special Pole Paint, Special Conduit Black; Insulating Varnishes; Non-corrosible Resisting Paint for storage battery rooms.

Refineries.

Hot Kettle and Wagon Paints.

Saddlery and Upholstery Manufacturers.

Special Tanning Colors, 1st Q. and Q. D. Colors, Drying Blue, Prepared Varnish Oil.

Street and Electric Light Companies.

Special Pole Paints, Pure Acheson Graphite, Metalastic for metal poles; Insulating Varnishes, Paints, Clear Varnishes for exchanges; Spe-

Transfer, Trucking, Laundry, Baking, Meat, Ice and Milk Companies; also Fire Departments.

For the Specification and use of Standard Colors in Q. D. and P. M., Solid Rubbings, Clear Rubbing and Finishing Varnishes; S. W. Paint, and other paints for ice houses; Aridos for cooling rooms.

Wagon, Carriage Repair and Blacksmith Shops.

Q. D. Colors, Gloss Colors, Solid Rubbings, Free Flowing, Jet Black Body and Quick Rubbings, Perfect Method; Glazing Putty, Fine Lining Gold, Top Dressing, Buggy Paints, Wagon Paints, Express and Delivery Wagon Colors, Vermillions and Greens, Varnish and Driers, Taxite, Skein Lead.

Window and Door Screen Manufacturers.

Primers, Paste and Dry Greens, Lustral Enamels, S. W. Filler, Pale Flowing Surfacers, Varnishes.

Lithographers and Large Printers.

Lithographer's Varnishes, Printing Ink Colors.

A. L. P.
E. & M.
SUNDRIES

C. D.
C. D.
C. D.

C. D.
C. D.
C. D.

Confidential Price List
(For Use of Salesmen Only).

**Agricultural
Implement
Paints,
Machine Paints,
& M. Sundries.**

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
New York, Chicago, Cincinnati, St. Louis,
San Francisco, Portland, Ore., London, Eng.
Agents: The Sherwin-Williams Co.,
New York, Chicago, Cincinnati, St. Louis,
San Francisco, Portland, Ore., London, Eng.

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Confidential Price List

Special prices to consumers of "manufacturers' goods". These prices are not intended for dealers and will not be recognized for that trade.

"A" prices are bottom to largest buyers for size package indicated.

"B" prices are for medium to large buyers.

Smaller buyers should always be sold at an advance of 10 to 25 per cent over "B" prices, depending on their consumption.

"A" and "B" prices are net and not subject to discount.

Prices named are f. o. b. factory. Tax and Terminal charges necessary to sell goods delivered, must be added from factory to delivery.

Necessary to make any concessions, write your manager for instructions.

Prices are 15¢ to 25¢ per gallon or 1¢ per lb. when price given hereunder.

2H Van Veen - Lumber
 W.F. Van Veen No. 64-100-20
 W.F. Van Veen No. 704-100-18
 W.F. Van Veen No. 12-100-12
 Pink River No. 303-100-07 1/2

Agricultural Implement Paints.

PAINTS, (PASTE).

No.	Color	100	1000
300	White	3000	3000
301	White	3000	3000
302	White	3000	3000
303	Pink	3000	3000
304	"	3000	3000
305	Tan, Light	3000	3000
306	Brown	3000	3000
307	Gray	3000	3000
308	Green, Light	3000	3000
309	"	3000	3000
310	Farm Wagon Gear, Pinkish	3000	3000
311	"	3000	3000
312	"	3000	3000
313	Rosie Red	3000	3000
314	Bright Pink	3000	3000
315	"	3000	3000
316	"	3000	3000
317	"	3000	3000

PAINTS, (PASTE).

No.	Color	100	1000
320	Yellow	3000	3000
321	"	3000	3000
322	"	3000	3000
323	"	3000	3000
324	Farm Wagon Gear, Yellow	3000	3000
325	Yellow	3000	3000
326	Yellow	3000	3000
327	Yellow	3000	3000
328	Yellow	3000	3000
329	Yellow	3000	3000
330	Yellow	3000	3000
331	Yellow	3000	3000
332	Yellow	3000	3000
333	Yellow	3000	3000
334	Yellow	3000	3000
335	Yellow	3000	3000
336	Yellow	3000	3000
337	Yellow	3000	3000
338	Yellow	3000	3000
339	Yellow	3000	3000
340	Yellow	3000	3000
341	Yellow	3000	3000
342	Yellow	3000	3000
343	Yellow	3000	3000
344	Yellow	3000	3000
345	Yellow	3000	3000
346	Yellow	3000	3000
347	Yellow	3000	3000

OLIVE BRASS, OLIVES AND GREENS. (PASTE). 3/4 lbs.

OLIVE DRAB, OLIVES AND GREENS. (PASTE). ½ bbls.

and bull.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
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GRAYN. ETC., (PASTE)

GRAYS, ETC., (PASTE)	9	1900	M. Bldg.	Bldg.
Gray	3734	7	6	6
Gray	3735	7	6	6
Gray	3736	7	6	6
Gray	3737	7	6	6
Gray	3738	7	6	6
Gray	3739	7	6	6
Gray	3740	7	6	6
Gray	3741	7	6	6
Gray	3742	7	6	6
Gray	3743	7	6	6
Gray	3744	7	6	6
Gray	3745	7	6	6
Gray	3746	7	6	6
Gray	3747	7	6	6
Gray	3748	7	6	6
Gray	3749	7	6	6
Gray	3750	7	6	6
Gray	3751	7	6	6
Gray	3752	7	6	6
Gray	3753	7	6	6
Gray	3754	7	6	6
Gray	3755	7	6	6
Gray	3756	7	6	6
Gray	3757	7	6	6
Gray	3758	7	6	6
Gray	3759	7	6	6
Gray	3760	7	6	6
Gray	3761	7	6	6
Gray	3762	7	6	6
Gray	3763	7	6	6
Gray	3764	7	6	6
Gray	3765	7	6	6
Gray	3766	7	6	6
Gray	3767	7	6	6
Gray	3768	7	6	6
Gray	3769	7	6	6
Gray	3770	7	6	6
Gray	3771	7	6	6
Gray	3772	7	6	6
Gray	3773	7	6	6
Gray	3774	7	6	6
Gray	3775	7	6	6
Gray	3776	7	6	6
Gray	3777	7	6	6
Gray	3778	7	6	6
Gray	3779	7	6	6
Gray	3780	7	6	6
Gray	3781	7	6	6
Gray	3782	7	6	6
Gray	3783	7	6	6
Gray	3784	7	6	6
Gray	3785	7	6	6
Gray	3786	7	6	6
Gray	3787	7	6	6
Gray	3788	7	6	6
Gray	3789	7	6	6
Gray	3790	7	6	6
Gray	3791	7	6	6
Gray	3792	7	6	6
Gray	3793	7	6	6
Gray	3794	7	6	6
Gray	3795	7	6	6
Gray	3796	7	6	6
Gray	3797	7	6	6
Gray	3798	7	6	6
Gray	3799	7	6	6
Gray	3800	7	6	6

Agricultural Implement Paints (Cont.)

TERRA COTTA, MAROONS, ETC., (PASTE).

No.		195	1005	1005	1005
410	Terra Cotta.....	942	84	74	1005
401	Bright Indian Red.....	771	7	74	1005
402	Light Tuscan ".....	3481	14	74	1005
403	Tuscan Red.....	466	14	74	1005
404	Bright Tuscan Red.....	318	104	74	1005
405	Deep ".....	468	12	74	1005
406	Rich ".....	351	14	74	1005
407	Bright Maroon.....	3803	14	74	1005
408	Rich ".....	3736	14	74	1005
409	" Wine.....	3722	16	74	1005
410	Rose Pink.....	18	18	74	1005

VERMILIONS, (PASTE).

No.		195	1005	1005	1005
450	Special Vermilion.....	3817	14	74	1005
451	Egyptian ".....	3646	14	74	1005
452	Special ".....	3681	14	74	1005
453	Wagon Makers Carmine.....	37	14	74	1005
454	Orinoco Vermilion.....	3715	14	74	1005
455	Carmelian ".....	3821	14	74	1005
456	Special ".....	369	14	74	1005
457	".....	3710	14	74	1005
458	Combination ".....	383	14	74	1005
459	".....	3750	14	74	1005
460	Special ".....	3701	14	74	1005
461	".....	3701	14	74	1005
462	".....	3701	14	74	1005
463	".....	3857	14	74	1005
464	".....	3778	14	74	1005
465	".....	369	14	74	1005
466	".....	373	14	74	1005

PREMIER NON-FADING RED, (PASTE).

500	Deep.....	3647	14	74	1005
501	Medium-Deep.....	3647	14	74	1005
502	Extra.....	3647	14	74	1005
503	Extra.....	3647	14	74	1005

4-T. LUCIFER NON-FADING RED, (PASTE).

510	Lt.....	3818	14	74	1005
511	Light.....	3649	14	74	1005
512	Medium.....	3743	14	74	1005
513	Deep.....	3650	14	74	1005
514	Deep.....	3851	14	74	1005
515	Ex. Deep.....	384	14	74	1005

119

[illegible]

1001

.....

1001

7. Of 140

GREENS, (DRY).

750	Ft. Crown Green,	L 11009	.....
751	" " "	M 11891	.....
752	" " "	D 11893	.....
753	" Permanent Green,	L 11013	.....
754	" " "	M 11814	.....
755	" " "	L 11015	.....
756	" " "		.....
757	" " "		.....
758	" " "		.....
759	" " "		.....
760	" " "		.....
761	" " "		.....
762	" " "		.....
763	" " "		.....
764	" " "		.....
765	" " "		.....
766	" " "		.....
767	" " "		.....
768	" " "		.....
769	" " "		.....
770	" " "		.....
771	" " "		.....
772	" " "		.....
773	" " "		.....
774	" " "		.....
775	" " "		.....
776	" " "		.....
777	" " "		.....
778	" " "		.....
779	" " "		.....
780	" " "		.....
781	" " "		.....
782	" " "		.....
783	" " "		.....
784	" " "		.....
785	" " "		.....
786	" " "		.....
787	" " "		.....
788	" " "		.....
789	" " "		.....
790	" " "		.....
791	" " "		.....
792	" " "		.....
793	" " "		.....
794	" " "		.....
795	" " "		.....
796	" " "		.....
797	" " "		.....
798	" " "		.....
799	" " "		.....
800	" " "		.....

YELLOWS, (DRY).

No.	Chem. Pure Chro. Vcl.	Lenon.	76
780	"	"	"
781	"	"	"
782	"	"	"
783	"	"	"
784	Extra Chrome	"	"
785	"	"	"
786	"	"	"
787	"	"	"

VARNISH COLORS, (LIQUID), FOR DIPPING.
Can also be brushed.

	ss	bbis.
Green	6209	105
"	1	105
"	2	105
"	3	110
"	4	110
"	5	110
"	6	105
"	7	105
"	8	105
"	9	105
"	10	105
"	11	110
"	12	110
"	13	110
"	14	105
"	15	105
"	16	105
"	17	105
"	18	105
"	19	105
"	20	105
"	21	105
"	22	105
"	23	105
"	24	105
"	25	105
"	26	105
"	27	105
"	28	105
"	29	105
"	30	105
"	31	105
"	32	105
"	33	105
"	34	105
"	35	105
"	36	105
"	37	105
"	38	105
"	39	105
"	40	105
"	41	105
"	42	105
"	43	105
"	44	105
"	45	105
"	46	105
"	47	105
"	48	105
"	49	105
"	50	105
"	51	105
"	52	105
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"	86	105
"	87	105
"	88	105
"	89	105
"	90	105
"	91	105
"	92	105
"	93	105
"	94	105
"	95	105
"	96	105
"	97	105
"	98	105
"	99	105
"	100	105

Q. R.
C. R.
C. R.
P. R.

SPECIAL LUSTRAL ENAMELS.
Have splendid brushing qualities.

		A	SA	A	SA
600 Green	6600	130	130	122	122
601 "	1	130	130	122	122
602 "	2	130	130	122	122
603 "	3	130	130	122	122
604 "	4	130	130	122	122
605 "	5	130	130	122	122
606 "	6	130	130	122	122
607 "	7	130	130	122	122
608 "	8	130	130	122	122
609 "	9	130	130	122	122
610 "	6610	130	130	122	122
615 Olive Green, L.	15	130	130	122	122
616 " M.	16	130	130	122	122
617 Bronze	17	130	130	122	122
620 Blue	6620	130	130	122	122
621 "	1	130	130	122	122
622 "	2	130	130	122	122
623 "	3	130	130	122	122
624 "	4	130	130	122	122
625 "	5	130	130	122	122
626 "	6	130	130	122	122
627 "	7	130	130	122	122
628 "	8	130	130	122	122
629 "	9	130	130	122	122
630 Maroon	6630	130	130	122	122
641 "	1	130	130	122	122
642 "	2	130	130	122	122
643 "	3	130	130	122	122
644 "	4	130	130	122	122
645 "	5	130	130	122	122
646 "	6	130	130	122	122
647 "	7	130	130	122	122
648 "	8	130	130	122	122
649 "	9	130	130	122	122
650 "	50	130	130	122	122
663 Sparrow Red, L.	6663	130	130	122	122
664 " M.	6	130	130	122	122
665 " D.	5	130	130	122	122
670 Yellow, L.	6670	130	130	122	122
671 " M.	1	130	130	122	122
672 " O.	2	130	130	122	122

Thin little
China var. #176
Tamps
Naptha

Spindle dipping
into a light
water tamps
prevent skinning

S. & S.
COLD
P.

CO
AT
FINE
TUB

Thin
75% less than
20 2 1/2 mil
dryweight

AGRICULTURAL IMPLEMENT STRIPING COLORS, (PASTE).
QUICK DRYING.
Put up in 54 P. C.

Striping Vermillion.....	1050	33	35
"		33	35
Red.....		33	35
"		33	35
Blue.....	1040	31	30
"		31	30
"		31	30
Yellow.....	1070	31	30
Chrome Yellow, L.....		31	30
" " M.....		31	30
Yellow.....		31	30
Green.....	1080	31	30
"		31	30
"		31	30
"		31	30
White.....	1070	31	30
Black.....		31	30

Prices subject to discount. Other prices are set.

PAINTS AND DELIVERY WAGON COLORS, (PASTE).
Ground in Oil and Japan.

	54 P. C.	100 P. C.	150 P. C.	200 P. C.
Red Color.....	1200	12	16	18
Yellow.....		12	16	18
Orange.....		12	16	18
Green.....		12	16	18
Blue.....		12	16	18
White.....		12	16	18
Black.....		12	16	18

Q. B.
CLOS
COLD
P.
CLOS
AT
FIRM
PUB.

EXPRESS AND DELIVERY WAGON COLORS, (PASTE.) (Continued.)

No.	Color	100	250	500	1000
1021	Body Green, 1221	1.00	2.00	4.00	8.00
1022	Fr. Perm. Green, 1222	1.00	2.00	4.00	8.00
1030	Egyptian Vermilion, 1030	1.00	2.00	4.00	8.00
1031	Firelight " 1231	1.00	2.00	4.00	8.00
1032	Carmelian " 1232	1.00	2.00	4.00	8.00
1033	Orinoco " 1233	1.00	2.00	4.00	8.00
1034	Special " 1234	1.00	2.00	4.00	8.00
1035	" " 1235	1.00	2.00	4.00	8.00
1036	" " 1236	1.00	2.00	4.00	8.00
1037	" " Ex. 1237	1.00	2.00	4.00	8.00
1045	Light Blue, 1245	1.00	2.00	4.00	8.00
1046	Bright " 1246	1.00	2.00	4.00	8.00
1047	Brilliant Blue, 1247	1.00	2.00	4.00	8.00
1048	" " 1248	1.00	2.00	4.00	8.00
1055	Bright Tuscan Red, 1255	1.00	2.00	4.00	8.00
1056	Light Wine, 1256	1.00	2.00	4.00	8.00
1057	Deep " 1257	1.00	2.00	4.00	8.00
1058	Rich " 1258	1.00	2.00	4.00	8.00
1102	Premier Non-Fad. Red, 1102	1.00	2.00	4.00	8.00
1103	" " 1103	1.00	2.00	4.00	8.00
1104	Lucifer " 1104	1.00	2.00	4.00	8.00
1075	Gear Primer Pink, 1075	1.00	2.00	4.00	8.00
1076	" " Gray, 1076	1.00	2.00	4.00	8.00
1077	" " Yellow, 1077	1.00	2.00	4.00	8.00

List prices subject to... discount. Other prices are not

WAGON MAKERS SHEIN LEAD (PASTE).

For setting Thimble and Steel Sheels on Axles.
1/2 lbs.
and
blks.

White	1001	1.00	2.00	4.00	8.00
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SPECIAL COFFIN ENAMEL, (PASTE).

White	1002	1.00	2.00	4.00	8.00
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SPECIAL GLOSS INSIDE WAGON PAINTS, (LIQUID).

For insides of Express and Delivery Wagons.

Light Olive	1003	1.00	2.00	4.00	8.00
Dark	1004	1.00	2.00	4.00	8.00
Drab	1005	1.00	2.00	4.00	8.00
Light Tan	1006	1.00	2.00	4.00	8.00
Brown	1007	1.00	2.00	4.00	8.00
Red	1008	1.00	2.00	4.00	8.00
Maroon	1009	1.00	2.00	4.00	8.00
Blue	1010	1.00	2.00	4.00	8.00
Chrome Green, L	1011	1.00	2.00	4.00	8.00

ARIDOS, (LIQUID). "KEEPS OUT THE MOISTURE."

A sanitary paint for assemblies, cooling rooms, etc.

	15	30	45	60
Pure White.....	710	165	120	105
Cream.....	711	165	120	105
Light Rose.....	712	165	120	105
Canary.....	713	165	120	105
Silk Green.....	714	165	120	105
Pea ".....	715	165	120	105
Ash Gray.....	716	165	120	105

PETRILOID, (LIQUID). "ANTI-DAMP."

For wall and foundation work.

	15	30	45	60
Black.....	62-28	115	105	105
Dark Brown.....	62-29	115	105	105

NEED PRIMER, (LIQUID).

For road and utility work.

	15	30	45	60
White.....	750A	115	105	105

LACQUERS, (LIQUID).

For tin and other metal work.

	15	30	45	60
BAKING				
Blue Light.....	720	140	125	115
" Medium.....	721	140	125	115
" Dark.....	722	140	125	115
Bronze.....	723	140	125	115
Gold.....	724	140	125	115
Green.....	725	140	125	115
Red.....	726	140	125	115
Wrought Iron (clear).....	727	140	125	115
AIR DRYING				
Blue Light.....	730	115	115	115
" Medium.....	731	115	115	115
" Dark.....	732	115	115	115
Bronze.....	733	115	115	115
Gold.....	734	115	115	115
Green.....	735	115	115	115
Red.....	736	115	115	115
Black.....	737	115	115	115
Wrought Iron (clear).....	738	115	115	115
Transparent.....	739	115	115	115

GAS ENGINE FINISHES, (PASTE AND LIQUID.)
For superheated surfaces.

	1000	1000	1000
Gas Engine Primer (paste) 6201	1.00	1.00	1.00
" " " 6202	1.00	1.00	1.00
Gas Engine Primer 6201 (Liquid)	1.00	1.00	1.00
" " " Senles, Dark 7100	1.00	1.00	1.00
" " " Maroon 7100	1.00	1.00	1.00
" " " Red 7100	1.00	1.00	1.00
" " " Green 7100	1.00	1.00	1.00

FURNACE BLACKS, (LIQUID.)
For furnace fronts, stove backs, etc.

Gloss Finish 7111	1.00	1.00	1.00
" " " 7112	1.00	1.00	1.00
" " " 7113	1.00	1.00	1.00
" " " 7114	1.00	1.00	1.00
" " " 7115	1.00	1.00	1.00

CORE OIL LIQUID.
For foundry use.

Premier 0100	1.00	1.00	1.00
Captain	1.00	1.00	1.00
" " "	1.00	1.00	1.00
" " "	1.00	1.00	1.00
" " "	1.00	1.00	1.00

SMOKE STACK PAINTS, (LIQUID.)
For superheated surfaces.

Salamander Black 7115	1.00	1.00	1.00
" " " Red 7115	1.00	1.00	1.00
" " " Yellow 7115	1.00	1.00	1.00

GALVANIZED IRON PRIMER, (LIQUID.)
To prevent scaling of finishing coats.

Gray 6500	1.00	1.00	1.00
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ALUMINUM PAINT PRIMER, (LIQUID.)
For use under Aluminum Paint to get most brilliant and durable finish.

Gray 6500	1.00	1.00	1.00
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ALUMINUM PAINT THINNER (LIQUID.)
For use in mixing bronzes and for thinning Aluminum Paint.

29	1.00	1.00	1.00
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ALUMINUM BRONZE, (DRY).
SCREW TOP CASE.

No. 3000	1.00	1.00	1.00
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29 Aluminum Bronze 1.00
4.15

BLACK JAPAN, BAKING. (LIQUID).
For finishing iron castings, etc.

	1A	B	5A	Bbls.
Premier.....	16.5	16.5	13.5	13.5
Radiator.....	80	80	80	80
Climax.....	80	80	80	80
Flat Black.....	1.85	1.75	1.75	1.75

Premier Black Baking.—Highest grade for typewriters, sewing machine heads, and any work requiring highest finish and most durability. Works freely under the brush and finishes with a brilliant lustre. Sets in 15 to 20 minutes and bakes hard enough in 5 hours at 200° Fahr. to admit of rubbing and polishing. It can also be baked at a higher temperature for a shorter time as follows: three hours at 350° Fahr., for hours at 300° Fahr., and eight hours at 250° Fahr. Lowest temperature baking produces most elastic and durable results. This japan is supplied in brushing consistency. No additional thinner is advised.

Radiator Black Baking.—For work requiring a good grade of japan that will stand a high temperature without becoming brittle. Is supplied in brushing consistency and bakes with a good gloss in two hours at 400° Fahr. It can also be baked for 8 hours at 300° Fahr. and six hours at 350° Fahr. Recommended for sewing machine stands, coal and oil stoves, and carriage and saddlery hardware. May be thinned for dipping with equal parts of naphtha. Best gloss and texture are obtained by using one part of naphtha to two of japan.

Climax Black Baking.—This japan is used largely for dipping. It has good body and can be reduced equal parts with naphtha. Can be baked at 275 to 350° Fahr. where coal or coke fire is started at 5 o'clock and reaches maximum temperature in 6 to 7 hours and work is left in oven to cool until morning. Recommended for shelf hardware, coffee mills, registers, ventilators, etc.

BLACK JAPAN, AIR DRYING. (LIQUID).
For finishing iron castings, etc.

	1A	B	5A	Bbls.
Premier.....	11.5	11.5	11.5	11.5
No. 5.....	6.5	6.5	6.5	6.5

Premier Black Air Drying.—Used for brush work. Is recommended for use on iron railings, etc., where a good lustre is required. Dries dust free in 15 to 20 minutes and hard in 4 to 5 hours. Furnished ready for application.

No. 5 Black Air Drying.—Suitable for rough castings, sheet iron work, etc. For brush work one part of naphtha to two parts of japan, and for dipping one part of naphtha to two parts of japan is recommended. Dries dust free in 15 to 20 minutes and hard in 4 to 5 hours.

BLACK JAPAN, BAKING. (LIQUID).

	1A	B	5A	Bbls.
Premier.....	0.705	0.705	0.705	0.705
Radiator.....	0.705	0.705	0.705	0.705
Climax.....	0.705	0.705	0.705	0.705
Flat Black.....	0.705	0.705	0.705	0.705

Premier Black Baking.—Highest grade for typewriters, sewing machine heads, and any work requiring highest finish and most durability. Works freely under the brush and finishes with a brilliant lustre. Sets in 15 to 20 minutes and bakes hard enough in 5 hours at 200° Fahr. to admit of rubbing and polishing. It can also be baked at a higher temperature for a shorter time as follows: 3 hours at 350° Fahr., 4 hours at 300° Fahr., and eight hours at 250° Fahr. Lowest temperature produces most elastic and durable results. This japan is supplied in brushing consistency. No additional thinner is advised.

Radiator Black Baking.—A dense elastic black which covers in one coat—made to set up quickly to avoid runs and sagging. It is high gloss durable finish. May be reduced with one part of naphtha to two parts japan. Bakes in 3 hours at 350° Fahr. or in 8 hours at 300° Fahr.

Climax Black Baking.—For work requiring a good grade of japan that will stand a high temperature without becoming brittle. Is supplied in brushing consistency and bakes with a good gloss in two hours at 400° Fahr. It can also be baked for 8 hours at 300° Fahr. and six hours at 350° Fahr. Recommended for sewing machine stands, coal and oil stoves, and carriage and saddlery hardware. May be thinned for dipping with equal parts of naphtha. Better gloss and texture are obtained by using one part of naphtha to two of japan.

Premier Black Baking.—This japan is used largely for dipping. It has good body and can be reduced equal parts with naphtha. Can be baked at 275 to 350° Fahr. where coal or coke fire is started at 5 o'clock and reaches maximum temperature in 6 to 7 hours and work is left in oven to cool until morning. Recommended for shelf hardware, coffee mills, registers, ventilators, etc.

No. 5 Black Baking.—Intended particularly for use on springs and wire goods. Reduced one part naphtha to one part japan produces a dense, elastic, high gloss finish. May be reduced less than the above depending on results required. Bakes in 1 hour at 350° Fahr.

BLACK JAPANE, AIR DRYING.

	15	35	Bbl.
Premier... 0702	115	105	11
Trunk... 0703	118	72	11
Implement... 0704	70	60	11
No. 5... 0700	85	55	11

Premier Black, Air Drying—Used for brush work. Is recommended for use on iron railings, etc., where a good lustre is required. Dries dust free in 15 to 20 minutes and hard in 4 to 5 hours. Finished ready for application.

Trunk Black, Air Drying—Has good working and flowing properties. Dries dust free in 30 minutes and hard in 6 hours. Has good gloss. May be thinned with one part naphtha to two parts japan or two parts naphtha to three of japan, depending on results required.

Implement Black, Air Drying—For use on implements, rough castings and iron work requiring a dense black. Has exceptional good covering properties. Dries dust free in 20 to 30 minutes and hard in 5 to 6 hours. For brush work no thinner is advised. For dipping reduce with one part naphtha to two parts japan.

No. 5 Black Air Drying—Suitable for rough castings, boiler sheet iron work, etc. For brush work one part of naphtha to two parts japan, and for dipping one part of naphtha to two parts japan recommended. Dries dust free in 15 to 20 minutes and hard in 4 to 5 hours.

NOTE.—Salesmen's report should state

1. Baking temperature.
2. Baking time.
3. Number of coats.
4. Price now paying.
5. Amount of thinner used.
6. Annual consumption.

TRUNK PAINTS, (LIQUID).

	Bbl.	B	B
Terr. Coll.	7319		
Crown	7237		
Steel Gray, L.	7247		
" " D.	7243		
Blue Brown, L.	7275		
" " D.	7235		
Galena "	7238		
Galena Olive	7237		
Pruss.	7442		
" "	7443		
" "	7444		
" "	7445		
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" "	7498		
" "	7499		
" "	7500		

FOR INK MAKERS AND LITHOGRAPHERS, (DRY).

	Bbl.	B	B
Granum Lake	10128		
Rose	10129		
Penias	10130		
Yellow	10131		
" "	10132		
" "	10133		
" "	10134		
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" "	10200		

10128 10129 10130 10131 10132 10133 10134 10135 10136 10137 10138 10139 10140 10141 10142 10143 10144 10145 10146 10147 10148 10149 10150 10151 10152 10153 10154 10155 10156 10157 10158 10159 10160 10161 10162 10163 10164 10165 10166 10167 10168 10169 10170 10171 10172 10173 10174 10175 10176 10177 10178 10179 10180 10181 10182 10183 10184 10185 10186 10187 10188 10189 10190 10191 10192 10193 10194 10195 10196 10197 10198 10199 10200

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LITHOGRAPHERS' VARNISH (LIQUID).

Prices represent minimum advance, which may be quoted on market price on raw linseed oil. Where local conditions favor higher prices than the minimum limit should always be named.

When quoting delivered prices, add freight where rate exceeds 1¢ per gallon.

LITHOGRAPHERS AND INK MAKERS DRIER (LIQUID).

STANDARD BULLETIN COLORS (LIQUID AND PASTEL).

For signs, paint, and wall work.

Durable Black (Liquid) 9403

" White 9404

" Drab 9405

" Red (Pastel) 9406

" Green 9407

REDUCERS (LIQUID).

For reducing varnishes, enamels, etc., for slipping purposes.

Decalcom Enamel Reducer D301

" Primer " D302

Fluorapatite Stain " D303

Fluorapatite Stain " D304

Fluorapatite Stain " D305

Fluorapatite Stain " D306

Fluorapatite Stain " D307

Fluorapatite Stain " D308

Fluorapatite Stain " D309

Fluorapatite Stain " D310

FLAT-TONE

Artistic decoration of walls, ceilings, and interior woodwork in durable flat effects.

194 semi-Kiss

White 11 10

Cream Gray 12 10

Tory 13 10

Cream 14 10

Buff 15 10

Lichen Gray 16 10

Bright Sage 17 10

Snow Color 18 10

Pale Sulphur 19 10

Pale Terra Cotta 20 10

Red Spots 21 10

Dark Color 22 10

Pale Azure 23 10

Pearl 24 10

Pale Olive 25 10

Golden Brown 26 10

Dark Blue 27 10

Rich Maroon 28 10

Light Green 29 10

LITHOGRAPHERS' VARNISH (LIQUID).

Prices represent minimum advance, which may be quoted on market price on raw linseed oil. Where local conditions favor higher prices than the minimum limit should always be named.

When quoting delivered prices, add freight where rate exceeds 1¢ per gallon.

LITHOGRAPHERS AND INK MAKERS DRIER (LIQUID).

STANDARD BULLETIN COLORS (LIQUID AND PASTEL).

For signs, paint, and wall work.

Durable Black (Liquid) 9403

" White 9404

" Drab 9405

" Red (Pastel) 9406

" Green 9407

REDUCERS (LIQUID).

For reducing varnishes, enamels, etc., for slipping purposes.

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" Primer " D302

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Fluorapatite Stain " D306

Fluorapatite Stain " D307

Fluorapatite Stain " D308

Fluorapatite Stain " D309

Fluorapatite Stain " D310

LITHOGRAPHERS' VARNISH (LIQUID).

Prices represent minimum advance, which may be quoted on market price on raw linseed oil. Where local conditions favor higher prices than the minimum limit should always be named.

When quoting delivered prices, add freight where rate exceeds 1¢ per gallon.

LITHOGRAPHERS AND INK MAKERS DRIER (LIQUID).

STANDARD BULLETIN COLORS (LIQUID AND PASTEL).

For signs, paint, and wall work.

Durable Black (Liquid) 9403

" White 9404

" Drab 9405

" Red (Pastel) 9406

" Green 9407

REDUCERS (LIQUID).

For reducing varnishes, enamels, etc., for slipping purposes.

Decalcom Enamel Reducer D301

" Primer " D302

Fluorapatite Stain " D303

Fluorapatite Stain " D304

Fluorapatite Stain " D305

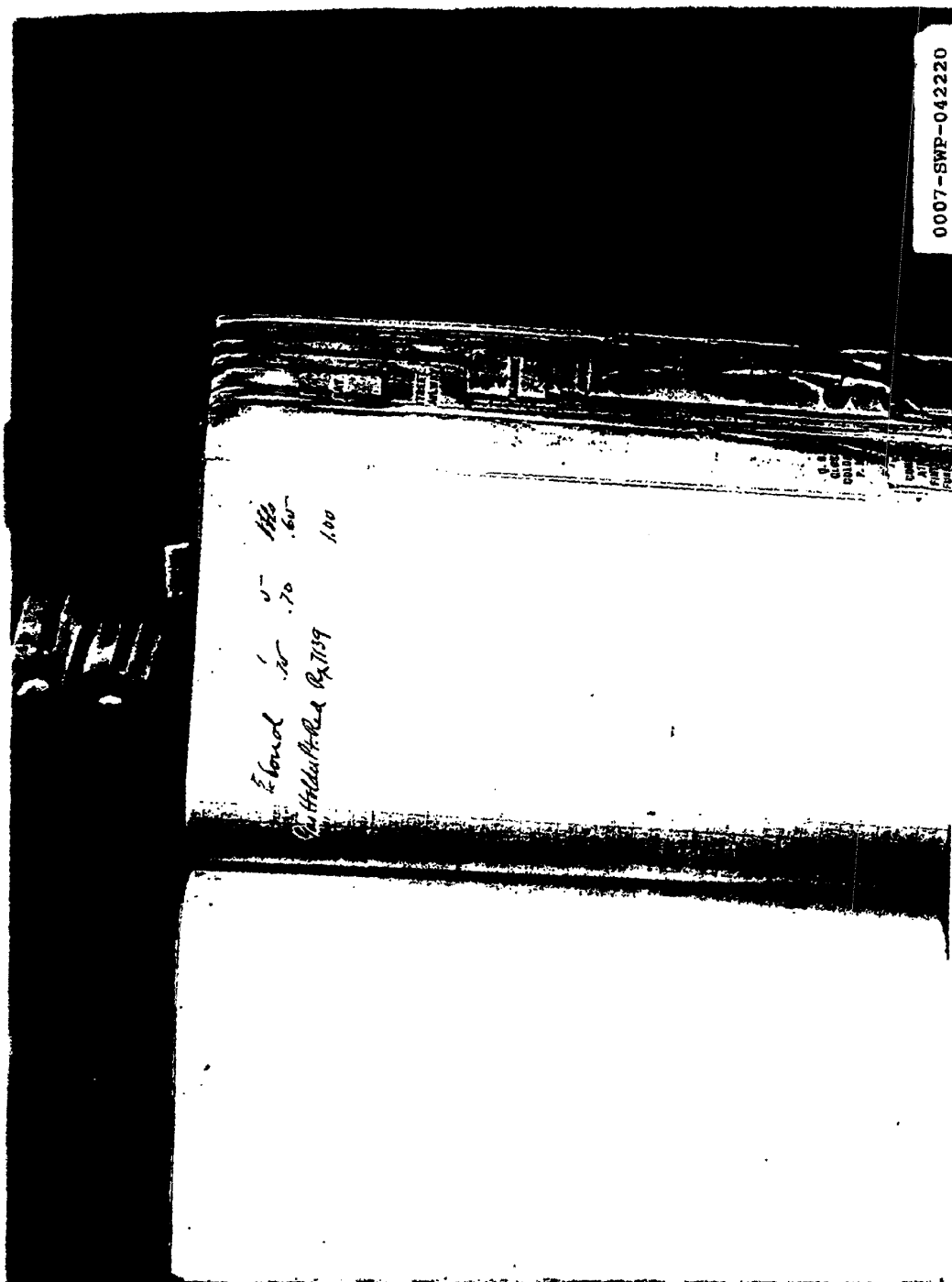
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Fluorapatite Stain " D309

Fluorapatite Stain " D310



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Elond 1 5- 110
20 70 60
Pittman Rd. 197139 100

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BLACK JAPANESE, BAKING. (LIQUID.)

1½	5½	Bbls.
B	B	B
1 30	1 20	1 10
1 00	90	80
75	65	55
65	55	45
55	45	35

Water Black Baking—Highest grade for typewriters, sewing machine heads, and any work requiring highest finish and most durable. Works freely under the brush and finishes with a brilliant lustre. Bakes in 15 to 20 minutes and bakes hard enough in 5 hours at 200° to admit of rubbing and polishing. It can also be baked at a temperature for a shorter time as follows: 3 hours at 350° Fahr., 4 hours at 300° Fahr., and eight hours at 250° Fahr. Temperature produces most elastic and durable results. This is supplied in brushing consistency. No additional thinner is required.

Japan Black Baking—A dense elastic black which covers in one coat—made to set up quickly to avoid runs and prevent lack of covering on uneven surfaces and corners. Gives a high gloss durable finish. May be reduced with one part of two parts Japan or for better grade work use one part of three parts Japan. Bakes in 3 hours at 350° Fahr. or in 6 hours at 300° Fahr.

Black Baking—For work requiring a good grade of finish will stand a high temperature without becoming brittle. Bakes in brushing consistency and bakes with a good gloss in 6 hours at 400° Fahr. It can also be baked for 8 hours at 300° Fahr. and 6 hours at 350° Fahr. Recommended for sewing machines, coal and oil stoves, and carriage and saddlery hardware. Blended for dipping with equal parts of naphtha. Better gloss results are obtained by using one part of naphtha to two of Japan.

Black Baking—This Japan is used largely for dipping. The body can be reduced equal parts with naphtha. Can be baked at 350° Fahr. where coal or coke fire is started at 5 hours and reaches maximum temperature in 6 to 7 hours and work is then cooled until morning. Recommended for shelf hardware, mills, registers, ventilators, etc.

Black Baking—Intended particularly for use on springs and coil line of wire goods. Reduced one part naphtha to one part Black Baking produces a dense, elastic, high gloss finish. May be reduced with one part or less than the above depending on results required. Bakes in 1 hour at 350° Fahr.

BLACK PAPERS, AIR DRYING.

	12	11	10	9	8	7	6	5	4	3	2	1
Premier.....	1 00	.....	90	.....	80	.....	70	.....	60	.....	50	.....
Trunk.....	65	.....	55	.....	45	.....	35	.....	25	.....	15	.....
Implement.....	55	.....	45	.....	35	.....	25	.....	15	.....	5	.....
No. 5.....	50	.....	40	.....	30	.....	20	.....	10	.....	5	.....

Premier Black, Air Drying—Used for brush work. Is recommended for use on iron railings, etc., where a good lustre is required. Dries dust free in 15 to 20 minutes and hard in 4 to 5 hours. Finished ready for application.

Trunk Black, Air Drying—Has good working and flowing properties. Dries dust free in 30 minutes and hard in 6 hours. Has good gloss. May be thinned with one part naphtha to two parts japan or two parts naphtha to three of japan, depending on results required.

Implement Black, Air Drying—For use on implements, castings and iron work requiring a dense black. Has exceptionally good covering properties. Dries dust free in 30 to 40 minutes and hard in 5 to 6 hours. For brush work no thinner is advised. For dipping reduce with one part naphtha to two parts japan.

No. 5 Black Air Drying—Suitable for rough castings, sheet iron work, etc. For brush work one part of naphtha to two parts japan, and for dipping one part of naphtha to two parts japan recommended. Dries dust free in 15 to 20 minutes and hard in 4 to 5 hours.

NOTE.—Salesmen's report should state

1. Baking temperature.
2. Baking time.
3. Number of coats.
4. Price now paying.
5. Amount of thinner used.
6. Annual consumption.

1904

PRICES TO LARGE CONSUMERS ON DICK DRYING COLORS IN TUBES (Paste)

Trade must not be sold from this list. For such see Q. D. tube list in Trade Sales Price List.

	per doz.	net
French Carmine (Glaze) 1/2 lb Tubes, net, \$15 00		
Carmine, L. " " " " " "	12 00	
French Carmine " " " " " "	9 00	
Carmine " " " " " "	7 50	
Vermilion, L. & D. (Glaze)	3 50	
Red No. 4504 (Solid)	4 25	
Red, L. & D. 4728	3 75	
Red, L. & D.	2 25	
Painters' Red	2 25	
Mobile Red, L. & D.	2 25	
Red	2 25	
Red (Glaze)	2 25	
Dark Red, L. M. & D.	1 50	
Scarlet	2 25	
Yellow	2 25	
Yellow, L. & D.	3 00	
Yellow, L. M. & D.	2 50	
Yellow	1 50	
Yellow, L. M. & D.	1 50	
Yellow	1 50	
Orange	1 50	
Black	1 50	
Black	1 50	
Green, L. M. & D. (Glaze)	3 00	
Dark Green, L. M. & D.	2 70	
Dark Green, L. M. & D.	1 50	
Green, L. M. & D.	1 50	
Blue	1 50	
Blue	2 25	
Blue, L. & D. (Glaze)	1 50	
Blue	1 50	
Purple	1 50	
Purple	2 25	
Pink	1 50	
Pink	1 50	
White	1 50	
White	1 50	
White for striping	1 50	

Colors are put up in large size collapsible tubes and according to the bulk of the color.

French Carmine, French Carmine, L., and Carmine are put up in 1/2 lb. tubes net weight.

Colors named above are put up in tubes.

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Q. D. COLOR P. M.

COND. AIR PUMP

COLOR VARNISHES, Elastic Drying, (Liquid).

For use on wholesale factory, custom, and repair work. Fancy colors (except Royal Durbar Red) put up in 1 gal. pails and five gallon varnish cans, also in 1/2 bbls. and bbls. with agitator.

Colors marked * not carried in stock but will be ground to order.

Solid Rubbing and Free Flowing Colors listed under same name are approximately identical in shade.

SOLID RUBBINGS, Elastic Drying (Liquid)

Solid Rubbing Royal Durbar Red	2 50
" " Pachuca Red	3 00
" " Tuxedo " L. & D.	2 25
" " Mohawk " "	2 50
" " Euclid " "	2 50
" " Opaque Carmine	2 50
" " Brilliant " "	2 50
" " Bright " "	2 50
" " Brilliant Red	2 50
" " Derby " "	2 50
" " Viking Red	2 50
" " Bright Maroon	2 50
" " Newt Green, L.M. & D.	1 75
" " Rockaway Green	1 75
" " Olive " "	1 75
" " Peerless " "	1 75
" " Laurel " "	1 75
" " Palmetto " "	2 00
" " Calla " "	2 00
" " Bronze " "	2 00
" " Acacia " "	2 00
" " Eng. Spr. " "	1 75
" " Trojan " "	1 75
" " Black " "	1 75
" " Green, L. " "	1 75
" " " " "	1 75
Spec. Blk. Var. for In. Bod.	1 75
Jet Black Body Rubbing	1 75
" " Quick " "	1 75
*Four Day Ebony	1 75
Black Body Japan	1 75
Cuyahoga Black Rubbing	1 75

FREE FLOWING COLOR VARNISHES, Elastic Drying—(Liquid).

Royal Durbar Red, L.L., L.M.D., EX.D.	R
Pachuca Red	2 50
Tuxedo " L. & D.	3 00
Mohawk " "	2 25
Euclid " "	2 50
Opaque Carmine	2 50
Brilliant " "	2 50
Bright " "	2 50
Brilliant Red	2 50
Derby Red	2 50
Viking Red	2 50
Bright Maroon	2 50
Newt Green, L.M. & D.	2 00
Rockaway " "	1 75
Olive " "	1 75
Peerless " "	1 75
Laurel " "	1 75
Palmetto " "	2 00
Calla " "	2 00
Bronze " "	2 00
Acacia " "	2 00
Eng. Spr. " "	1 75
Trojan " "	1 75
Black " "	1 75
Green, L. " "	1 75
" " " "	1 75
Red, D. " "	1 75
Blue, L. " "	2 50
Yellow " "	2 75

Solid Rubbings dry to gloss in 18 hours. They are set to medium trade. "B" prices are for 10 or 5 gallon varnish cans. Fancy light colors will not be sold, except to larger trade, in packages of more than one gallon pails which have extra dip.

Free Flowing Color Varnishes are lighter in body than Rubbing, work easier, and cover more surface in 18 hours. Cannot be rubbed on stone and water.

TOUCH UP COLORS IN VARNISH.

(Pints.)

Touch up for Black, to suit 57 C.	per lb.
Black.....	50
Body Black.....	50
Green.....	50
Red.....	50
Yellow.....	50
White.....	50

CARRIAGE UNDERCOATINGS.

These prices for large trade only.

LIQUID-UNDERCOATING	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
Black.....	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Body Black.....	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Green.....	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Red.....	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Yellow.....	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
White.....	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1

PASTE.

Coach Gear Primer Yellow	per lb.
Black.....	10
Body Black.....	10
Green.....	10
Red.....	10
Yellow.....	10
White.....	10
Black.....	10
Body Black.....	10
Green.....	10
Red.....	10
Yellow.....	10
White.....	10
Black.....	10
Body Black.....	10
Green.....	10
Red.....	10
Yellow.....	10
White.....	10

LIQUID-DIPPING.

Coach Gear Primer Black	per lb.
Black.....	10
Body Black.....	10
Green.....	10
Red.....	10
Yellow.....	10
White.....	10
Black.....	10
Body Black.....	10
Green.....	10
Red.....	10
Yellow.....	10
White.....	10
Black.....	10
Body Black.....	10
Green.....	10
Red.....	10
Yellow.....	10
White.....	10

17 M. SYSTEM, Elastic Drying—(Liquid).

per lb.

GEAR PRIMERS.	per lb.
Black.....	2 50
Body Black.....	2 50
Green.....	2 50
Red.....	2 50
Yellow.....	2 50
White.....	2 50
Black.....	2 50
Body Black.....	2 50
Green.....	2 50
Red.....	2 50
Yellow.....	2 50
White.....	2 50

GEAR COLORS (Elastic Drying—Paste).

GEAR WHITES AND DRUMS.	per lb.
Black.....	1 00
Body Black.....	1 00
Green.....	1 00
Red.....	1 00
Yellow.....	1 00
White.....	1 00
Black.....	1 00
Body Black.....	1 00
Green.....	1 00
Red.....	1 00
Yellow.....	1 00
White.....	1 00

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GREENS (cont.)			E	Dwt.
Eclipse Green, L. M. & D.	15 & 5s	..	nt	50
Willow " "	" " "	..	nt	50
Drum " "	" " "	..	nt	50
Fawn " "	" " "	..	nt	50
Brier " "	" " "	..	nt	50
Citron " "	" " "	..	nt	50
Riverside, L. & B.	" " "	..	nt	50
BLUES (cont.)				
Delhi, M.	18 & 5s	..	n	90
Perfect " (Clare)	" "	..	ty	75
Opaque " "	" "	..	ty	75
BROWNS (cont.)				
Carriage Painter,	11 & 5s	..	ay	60
Olive " "	" "	..	dy	40
YELLOW (cont.)				
Century " "	18 & 5s	..	ny	45
Jonguille, L. & P.	" "	..	ny	45
Chisner, L. M. & P.	" "	..	ny	45
GLAZING PUTTY (cont.)				
Dut.	11 & 5s	..	hy	if
Red " "	" "	..	hy	if
Yellow " "	" "	..	hy	if

NOTE—All "B." prices are net and not subject to discount.
 "Lia" prices on P. M. Primers, Surfaces, Fillers subject to discount of per cent.
 "Lia" prices on P. M. Gear Colors and Putty subject to discount of per cent.
 Quart packages of liquid goods have self sealing caps.

NOTE.—All "B" prices are net and not subject to discount.

"21a" prices on P. M. Primers, Surfactants and Filters subject to discount of per cent.

"21a" prices on P. M. Gear Colors and Pigments subject to discount of per cent.

Quart packages of liquid goods have self sealing caps.

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Confidential Price List

(For Use of Salesmen Only).

Quick Drying Colors,
Gloss Colors,
Perfect Method.

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SPECIAL PRICES TO CONSUMERS ON Q. D. COLORS

FOR CONFIDENTIAL USE OF SALESMEN ONLY.

"A" prices are rock bottom to the largest buyers for colors in 5 P. C.

"B" prices are for large buyers entitled to less than the regular dealers' discount of 25 per cent off list on colors and 20 per cent off list on blacks.

Smaller buyers should not be sold at lower prices than 25 per cent off list on colors and 20 per cent off list on blacks, and *net prices* should always be made instead of list with discount.

Small trade should not be sold from this list. For each grade use the Q. D. list in Trade Sales Price List.

BLACKS (paste)	B	per lb.
Very Drop, XXX	121	50
" " XX	122	50
" " X	123	50
English Coach, A	124	50
Special	125	50
Ref'd Lamp	126	50
Special Lamp, 4x16 12 1/2	127	50
" " 100%	128	50
" " 454 12 1/2	129	50
" " 100%	130	50
Special	131	50
REDS (paste)		
40 French Carmine	132	50
" " " " " (Glaze)	133	50
French Carmine, L	134	50
Large Makers' Carmine	135	50
French Carmine	136	50
Special	137	50
Vermilion, L & D	138	50
Scarlet	139	50
Verdigris, L & D	140	50
Large Painters	141	50
Alto	142	50
Special	143	50
Verdigris, L & D	144	50

[illegible]

WHITER (parts)		B	per lb
Ivory	4338	HH	82
Flake	4339	HH	82
Fr. Zinc in Varnish	4340	HH	82
Hearse	4341	HH	82
Fr. Zinc	4342	HH	82
Silver	4343	HH	82
White Lead	4344	HH	82
Special Flake	4345	HH	82
Automobile Gray, L & O	4346	HH	82
BLUES (parts)			
Cobalt	4347	ET	100
Prussian	4348	ET	100
Permanent, L. M. & D	4349	ET	100
Sapphire, L. & D	4350	ET	100
Imperial, " 4351	4351	ET	100
Chinese	4352	ET	100
Brilliant	4353	ET	100
Copenhagen	4354	ET	100
Infanta	4355	ET	100
Coach	4356	ET	100
Automobile	4357	ET	100
Victoria	4358	ET	100
Anchor	4359	ET	100
Ultramarine	4360	ET	100
Ensign, L. & D	4361	ET	100
Royal	4362	ET	100
Yale, L. & D	4363	ET	100
B. & O. Express	4364	ET	100
Azure	4365	ET	100
Tonneau	4366	ET	100
Motor	4367	ET	100
BROWNS (parts)			
Automobile	4368	ET	100
Antique, L. M. & D	4369	ET	100
Cleveland	4370	ET	100
Chocolate	4371	ET	100
Portland	4372	ET	100
Hoffman	4373	ET	100
Bay	4374	ET	100
Golden Tan	4375	ET	100
Seal	4376	ET	100
Quaker	4377	ET	100
Pullman, L. & D	4378	ET	100
Raw and Burnt Sienna	4379	ET	100
" " " " " "	4380	ET	100
Vandyke	4381	ET	100
Light Tan	4382	ET	100

CONC
AUTO
FUEL
PUMP

GREENS (over)		H	per in.
			list
Milori, L. M. & D.	135	TY	80
Marshall Field	439	TY	80
New	441	TY	80
Olive, L. M. & D.	447	NH	80
Carriage Part, L. M. & D.	448	NH	80
Nusjarcil, L. M. & D.	449	NH	80
Peetress, L. M. & D.	450	NH	80
Brewster, L. M. & D.	451	NH	80
Automobile, L. M. & D.	452	NH	80
Palmetto, L. M. & D.	453	TY	80
Eag. Surrey, L. M. & D.	454	TY	80
Very Dark	455	TY	80
Fern Leaf, L. M. & D.	456	TY	80
Columbia	457	TY	80
Calla	458	TY	80
Corro, L. M. & D.	459	TY	80
Special Pea, No. 4745	460	TY	80
Newport, L. M. & D.	461	TY	80
Buckeye	462	TY	80
Quaker, L. M. & D.	463	TY	80
Bronze	464	TY	80
Special Bronze, No. 4724	465	TY	80
Escondido	466	TY	80
Extra Coach, L. M. & D.	467	TY	80
Adams Express	468	TY	80
Ohio	469	TY	80
Amelia, No. 4618	470	TY	80
Maple, L. M. & D.	471	TY	80
Mayo, L. M. & D.	472	TY	80
New Merrimac, L. M. & D.	473	TY	80
Floral	474	TY	80
Floral, No. 4694	475	TY	80
" 1362	476	TY	80
" 1384	477	TY	80
" 4451	478	TY	80
" 4421	479	TY	80
Olive	480	TY	80
Shawney	481	TY	80
Floral	482	TY	80
Floral	483	TY	80
Floral	484	TY	80
Floral	485	TY	80
Floral	486	TY	80
Floral	487	TY	80
Floral	488	TY	80
Floral	489	TY	80
Floral	490	TY	80
Floral	491	TY	80
Floral	492	TY	80
Floral	493	TY	80
Floral	494	TY	80
Floral	495	TY	80
Floral	496	TY	80
Floral	497	TY	80
Floral	498	TY	80
Floral	499	TY	80
Floral	500	TY	80

COND
ATP
FIRM
FURN

0007-SWP-000125622

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Small trade must not be sold from this list. For such trade see Q. D. tube list in Trade Sales Price List.

Small trade must not be sold from this list. For such trade see Q. D. tube list in Trade Sales Price List.

These colors are put up in large size collapsible tubes in weight according to the bulk of the color.
 100 French Carmine, French Carmine, L., and
 100 Carmine are put up in 1/2 lb. tubes net weight.
 The colors named above are put up in tubes.

Liquid.

Colors marked * not carried in stock but will be around by order.

Solid Rubbing and Free Flowing Colors listed under same name are approximately identical in shade.

SOLID RUBBERS. Elastic Drying (Liquid)
L.L. L.M. J. P. A.

五

Solid Rubbings dry to moss in 18 hours. These are set to medium trade. "G" prices are set on 10 or 5 gallon varnish cans. Fancy light will not be sold, except to larger trade, in packages larger than one gallon pails which have extra slip.

Climate Drying—(Liquid).

Opague Carmine.....	2.68
“	2.65
Brilliant	2.65

Bright	26.5
Brilliant Red	26.5
Barley Red	26.5

Support Green, L. M. & L.	...	...	19A.
Blackway "	...	...	178.

[illegible]

Solid Rubbings dry to moss in 18 hours. These are set to medium trade. "G" prices are set on 10 or 5 gallon varnish cans. Fancy light will not be sold, except to larger trade, in packages larger than one gallon pails which have extra slip

TOUCH UP COLORS, IN VARNISH.

	per lb.	per gal.
9161 Touch up Tel. Black... 1s and 5s P.C. NF	1.50	1.70
4572 " " " " " " " "	1.50	1.70
4573 " " " " " " " "	1.50	1.70
4745 " " " " " " " "	1.50	1.70
4746 " " " " " " " "	1.50	1.70
4747 " " " " " " " "	1.50	1.70
4748 " " " " " " " "	1.50	1.70
4749 " " " " " " " "	1.50	1.70
4750 " " " " " " " "	1.50	1.70

CARRIAGE UNDERCOATINGS.

These prices for large units only.

	per lb.	per gal.
LIQUID-BRUSHING.		
4571 Coach Gear Primer Dark	1.50	1.70
4572 " " " " " " " "	1.50	1.70
4573 " " " " " " " "	1.50	1.70
4574 " " " " " " " "	1.50	1.70
4575 " " " " " " " "	1.50	1.70
4576 " " " " " " " "	1.50	1.70
4577 " " " " " " " "	1.50	1.70
4578 " " " " " " " "	1.50	1.70
4579 " " " " " " " "	1.50	1.70
4580 " " " " " " " "	1.50	1.70

PASTE.

	per lb.	per gal.
4581 Coach Gear Primer Yellow	1.50	1.70
4582 " " " " " " " "	1.50	1.70
4583 " " " " " " " "	1.50	1.70
4584 " " " " " " " "	1.50	1.70
4585 " " " " " " " "	1.50	1.70
4586 " " " " " " " "	1.50	1.70
4587 " " " " " " " "	1.50	1.70
4588 " " " " " " " "	1.50	1.70
4589 " " " " " " " "	1.50	1.70
4590 " " " " " " " "	1.50	1.70

ROUGH STUFF.

	per lb.	per gal.
4591 Coach Gear Primer Black	1.50	1.70
4592 " " " " " " " "	1.50	1.70
4593 " " " " " " " "	1.50	1.70
4594 " " " " " " " "	1.50	1.70
4595 " " " " " " " "	1.50	1.70
4596 " " " " " " " "	1.50	1.70
4597 " " " " " " " "	1.50	1.70
4598 " " " " " " " "	1.50	1.70
4599 " " " " " " " "	1.50	1.70
4600 " " " " " " " "	1.50	1.70

P. M. SYSTEM, Elastic Drying—(Liquid).

	per lb.	per gal.
GEAR PRIMERS.		
4601 Black	1.50	1.70
4602 " " " " " " " "	1.50	1.70
4603 " " " " " " " "	1.50	1.70
4604 " " " " " " " "	1.50	1.70
4605 " " " " " " " "	1.50	1.70
4606 " " " " " " " "	1.50	1.70
4607 " " " " " " " "	1.50	1.70
4608 " " " " " " " "	1.50	1.70
4609 " " " " " " " "	1.50	1.70
4610 " " " " " " " "	1.50	1.70

GEAR SURFACERS (Liquid).

	per lb.	per gal.
4611 Black	1.50	1.70
4612 " " " " " " " "	1.50	1.70
4613 " " " " " " " "	1.50	1.70
4614 " " " " " " " "	1.50	1.70
4615 " " " " " " " "	1.50	1.70
4616 " " " " " " " "	1.50	1.70
4617 " " " " " " " "	1.50	1.70
4618 " " " " " " " "	1.50	1.70
4619 " " " " " " " "	1.50	1.70
4620 " " " " " " " "	1.50	1.70

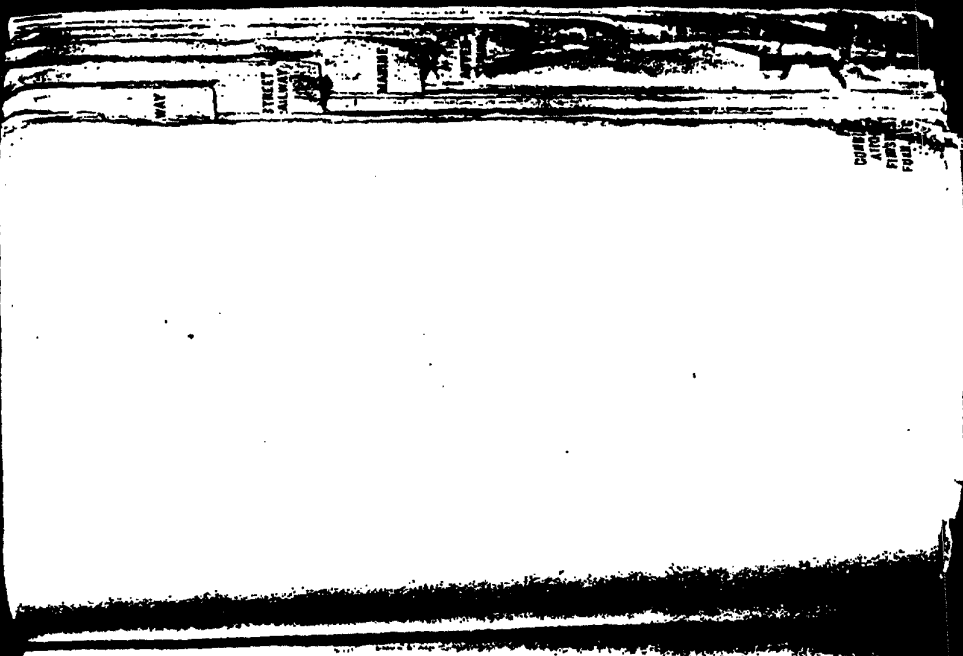
GEAR FILLERS (Liquid).

	per lb.	per gal.
4621 Black	1.50	1.70
4622 " " " " " " " "	1.50	1.70
4623 " " " " " " " "	1.50	1.70
4624 " " " " " " " "	1.50	1.70
4625 " " " " " " " "	1.50	1.70
4626 " " " " " " " "	1.50	1.70
4627 " " " " " " " "	1.50	1.70
4628 " " " " " " " "	1.50	1.70
4629 " " " " " " " "	1.50	1.70
4630 " " " " " " " "	1.50	1.70

GEAR COLORS (ELASTIC DRYING—PASTE).

	per lb.	per gal.
GEAR PRIMERS AND GROUND.		
4631 Red	1.50	1.70
4632 " " " " " " " "	1.50	1.70
4633 " " " " " " " "	1.50	1.70
4634 " " " " " " " "	1.50	1.70
4635 " " " " " " " "	1.50	1.70
4636 " " " " " " " "	1.50	1.70
4637 " " " " " " " "	1.50	1.70
4638 " " " " " " " "	1.50	1.70
4639 " " " " " " " "	1.50	1.70
4640 " " " " " " " "	1.50	1.70

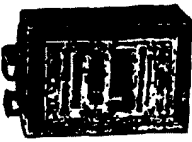
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We make no charge for packages.

We make no charge for packages.



THE
SHERWIN-
WILLIAMS
VARNISHES
CONDENSED
PRICE LIST

CARRIAGE VARNISHES

	Gallons	1/2 Gall. per Gal.	Quarts per Gal.	First case each
Patent Durable Body.....	013	6.00	6.31	....
Medium Drying ".....	072	6.00	6.31	....
Pale Carriage.....	077	3.00	3.15	....
Black Gloss.....	022	3.25	3.40	....
Over Coat Carriage.....	084	4.75	4.95	30
Extra Pale Body Rubbing.....	020	3.00	3.15	....
Pale Medium Rubbing.....	026	4.75	4.95	....
Medium Rubbing.....	036	4.00	4.20	....
Quick ".....	083	3.00	3.15	43
Jet Black Body Rubbing.....	078	4.45	4.65	....
" " Quick ".....	057	3.75	3.95	....
" " Coach Body.....	021	3.00	3.15	....
Pale Rayon Coach.....	021	3.75	3.95	....
Wagon Coach.....	041	3.00	3.15	....
Gold Star Japan.....	046	3.75	3.95	30
Imperial Coach Japan.....	026	3.00	3.15	....
Coach Painters' ".....	069	3.45	3.65	....
Drying Japan.....	084	3.00	3.15	....
Extrem Leather Dressing.....	031	3.00	3.15	

Trade discount... per cent.
We make no charge for packages.

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0007-SWP-042240

**THE
SHERWIN-
WILLIAMS
VARNISHES**

CONDENSED
PRICE LIST



CARRIAGE VARNISHES

	Gallons	1/2 Gal. per Gal.	Quart per Gal.
Faintest Durable Body..... <i>013</i>	6.00	6.00	6.25
Medium Drying "..... <i>077</i>	6.00	6.00	6.25
Pale Carriage..... <i>080</i>	5.00	5.00	5.25
Black Coat..... <i>022</i>	4.75	4.75	5.00
One Coat Carriage..... <i>081</i>	4.75	4.75	5.00
Extra Pale Body Rubbing.....	5.05	5.05	5.25
Pale Medium Rubbing..... <i>026</i>	4.75	4.75	5.00
Medium Rubbing..... <i>026</i>	4.00	4.00	4.25
Quick "..... <i>082</i>	3.90	3.90	4.10
One "..... <i>026</i>	4.05	4.05	4.25
Jet Black Body Rubbing..... <i>081</i>	4.45	4.45	4.65
" " Quick "..... <i>081</i>	3.85	3.85	4.05
" " Coach Body ".....	3.80	3.80	4.00
Pale Repress Coach..... <i>026</i>	3.95	3.95	4.15
Wagon Coach..... <i>081</i>	3.90	3.90	4.10
Gold Six Japan..... <i>082</i>	3.75	3.75	3.95
Imperial Coach Japan..... <i>026</i>	3.60	3.60	3.80
Coach Painters' "..... <i>026</i>	3.45	3.45	3.65
Drying Japan..... <i>081</i>	3.30	3.30	3.50
Esamel Leather Dressing..... <i>021</i>	3.20	3.20	3.40

Trade discount..... per cent
We make no charge for packages

85

**Finishing Specifications of
Furniture Manufacturers**

**SALESMEN'S PRICE LIST
1906**

**THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.**

Chicago
New York, San Francisco, Kansas City, St. Paul,
Boston, Los Angeles, Minneapolis, Portland, Ore.,
San Diego, Seattle, Tacoma, Wash.,
Portland, Me., London, Eng.

U. S. N.
VAN-
NORRIS

RAILWAY

STREET
MILWAUKEE

FINISH FOR CHEAP CHAIRS.

Staining and Filling.
Golden Oak Surfaces, or
" " Stain and
" " Filler.

First Coating.

For Dip Work.
Pale Flowing Surfaces, No. 2, or
Hard Drying 1st Coater.
For Brush Work.
Pale Flowing Surfaces, No. 1, or
Hard Drying 1st Coater, or
" " Coater.

Finishing Coat.

For Dip Work.
Flowing Coach, or
Spec. Hard Drying Coach, or
Hard Drying Coater.
For Brush Work.
Flowing Coach, or
Spec. Quick Drying Coach, or
Free Flowing Coach.

MEDIUM GRADE CHAIRS.
Staining and Filling.

C. & M.
VAN-
NORSEL

RAILWAY

PAINT
FACTORY

1st Coat.

Pale Flowing Surfacers, No. 1, or
Hard Drying First Coater, or
" " Coater.

2nd Coat.

For Glue Work.

Spec. Hard Drying Coach, or
Free Flowing Coach, or
Quick Cabinet Finishing.

For Polished Work.

Quick Cabinet Finishing, or
Pale Cabinet Polishing, or
Fine " " or
Pale Polishing.

Rub and Polish.

FINE GRADE CHAIRS.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Hard Drying Coater, or
Fine Cabinet Polishing, or
Pale Polishing, or
Finest " or
Quick Transparent Polishing.

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2nd Coat.

Fine Cabinet Polishing, or
Pale Polishing, or
Finest " or
Quick Transparent Polishing.

3rd Coat.

Same as 2nd coat.

Rub and Polish.

CHEAP SUITE WORK }
SIDE BOARDS } Polish Finish
" CHIFFONNIERS }

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacers, No. 1, or
Hard Drying First Coater, or
" " Coater.

2nd Coat.

Special Hard Drying Coach, or
Free Flowing Coach, or
Quick Cabinet Finishing.

220

C. & M.
VAN
NORMAN

RAILWAY

TRUCK

MEDIUM GRADE SUITES } Gloss Finish
" SIDE BOARDS }
" CHIFFONNIERS }

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacers, or
Hard Drying Coater, or
Special Light 2nd Coater, or
Extra Furniture Rubbing, or
Quick " "

2nd Coat.

Extra Furniture Rubbing, or
Quick Cabinet Polishing, or
Pale " " or
Fine " " or
Pale Polishing.

3rd Coat.

Quick Cabinet Polishing, or
Pale " " or
Fine " "

FINE GRADE SUITES } Polish Finish
" SIDE BOARDS }
" CHIFFONNIERS }

Staining and Filling.

1st Coat.

Hard Drying Coater, or
Extra Quick Furniture Rubbing.

2nd Coat.

Fine Cabinet Polishing, or
" Pale Polishing, or
Finest Polishing, or
Extra Cabinet Polishing.

3rd Coat.

Same as 2nd coat.
Rub and Polish.

CHEAP GRADE TABLES

Gloss Finish.

Bases.

Same as finish on cheap chairs.

Tops.

Same as finish on cheap { Sides,
Side Boards,
Chiffonniers }

MEDIUM GRADE TABLES

Bases.

Same as finish on medium grade chairs.

Tops.

G. & M.
VAN-
NISES

RAILWAY

STREET

FINE GRADE TABLES.

Same as finish on fine grade { Suites.
Side Boards.
Chiffoniers.

CHEAP GRADE TABLES.

Gloss Finish.

Bases.

Staining and Filling.

Golden Oak Surfacers, or
" " Stain, and
" " Filler.

First Coat.

For Dip Work.
Pale Flowing Surfacers, No. 2, or
Hard Drying 1st Coater.

For Brush Work.
Pale Flowing Surfacers, No. 1, or
Hard Drying 1st Coater, or
" " Coater.

Finishing Coats.

For Dip Work.
Flowing Coach, or
Special Hard Drying Coach, or
Free Flowing Coach, or
Special Quick Drying Coach.

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For Brush Work.
Flowing Coach, or
Free Flowing Coach, or
Special Quick Drying Coach.

Tops.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacers, No. 1, or
Hard Drying 1st Coater, or
" " Coater.

2nd Coat.

Free Flowing Coach, or
Special Quick Drying Coach, or
Quick Cabinet Finishing or
Extra Quick Furniture Rubbing.

MEDIUM GRADE TABLES.

Bases.

Staining and Filling.

Golden Oak Surfacers, or
" " Stain, and
" " Filler.

1st Coat.

For Dip Work or Brush Work.
Pale Flowing Surfacers, No. 2, or
Hard Drying Coater.

224

Finishing Coat.

For Dip or Brush Work:

Flowing Coach, or
Special Hard Drying Coach, or
Free Flowing Coach, or
Special Quick Drying Coach.

Tops.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacers, No. 1, or
Hard Drying Coater, or
Special Pale Second Coater, or
Extra Quick Furniture Rubbing, or
Quick Cabinet Polishing, or
Pale " " or
Fine " " or

2nd Coat.

Extra Quick Furniture Rubbing, or
Pale Cabinet Polishing, or
Quick " " or
Fine " " or
Pale Polishing.

225

FINE GRADE TABLES.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Hard Drying Coater, or
Fine Cabinet Polishing, or
" Pale Polishing, or
Finest Polishing, or
Extra Cabinet Polishing, or
Quick Transparent Polishing.

2nd Coat.

Fine Cabinet Polishing, or
" Pale Polishing, or
Finest Polishing, or
Extra Cabinet Polishing, or
Quick Transparent Polishing.

3rd Coat.

Same as 2nd Coat.

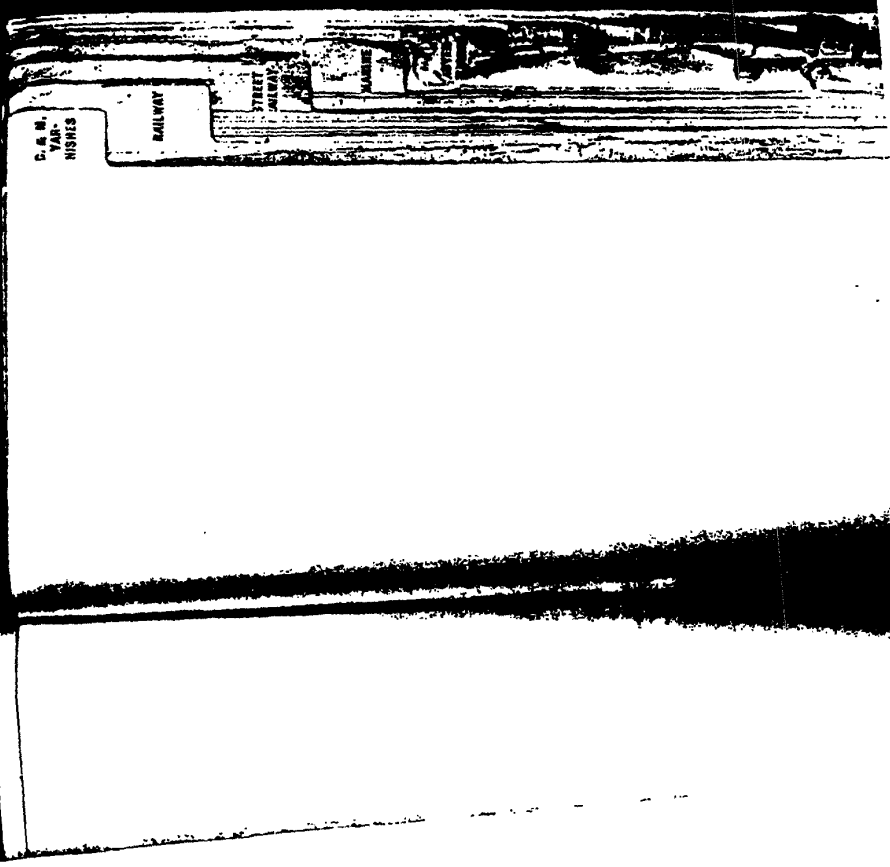
Rub and Polish.

226

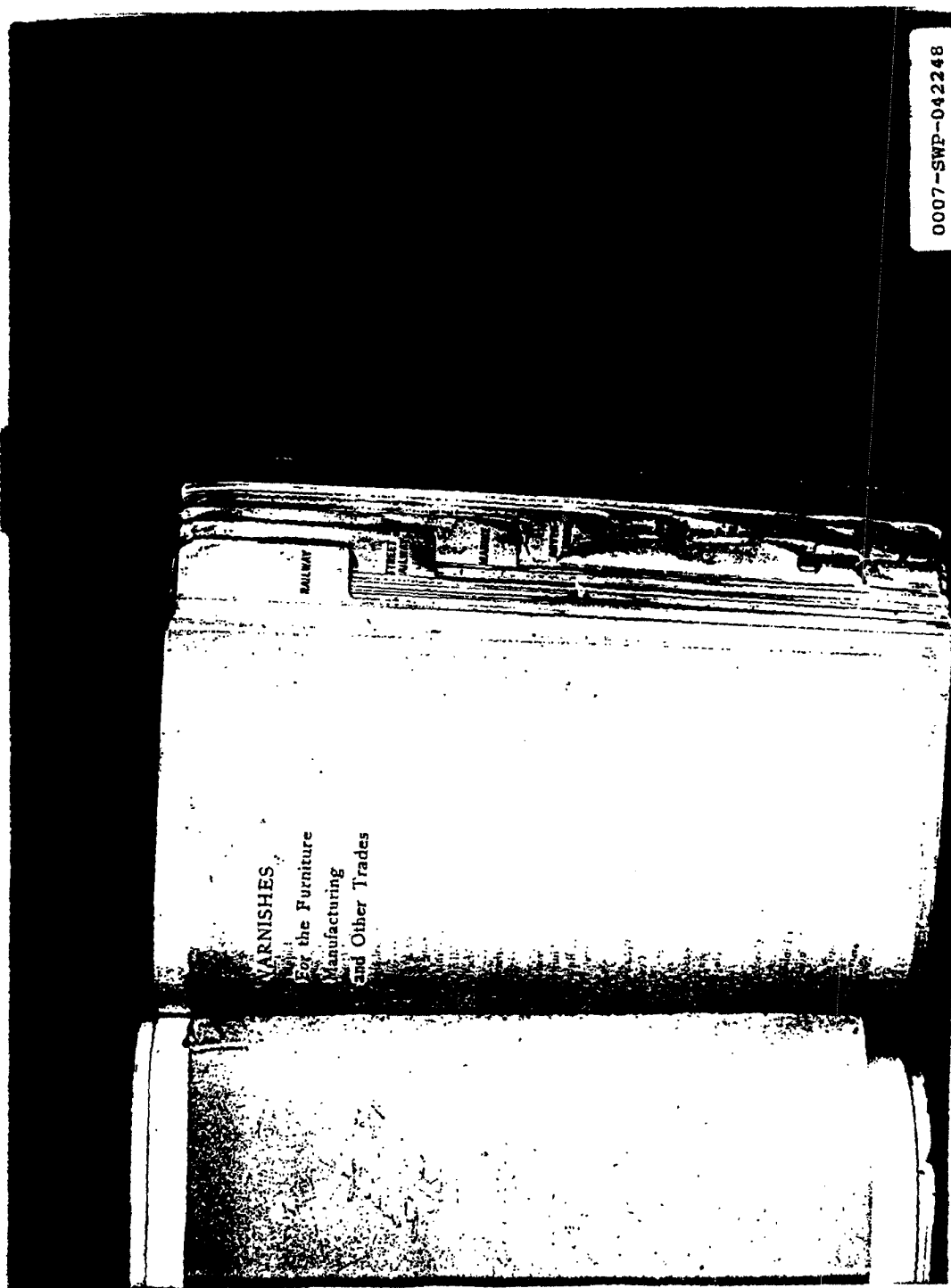
D. & H.
VAN
NISKEN

RAILWAY

0007-SWP-042247



0007-SWP-000125636



0007-SWP-042248

0007-SWP-000125637

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ZAVINAR PIANO POLISHING. 03/9
Finest grade of piano polishing intended for highest grade work. Light in color, working and flowing properties perfect.
Dries dust free in 1 hour.
" " to re-coat in 5 to 7 days.
Flowing coat dries to polish in 10 to 12 days.

Finest Pale Piano Polishing. 03/7
A very pale varnish of standard body intended for highest grade piano work. It works and flows out perfectly.
Dries dust free in 1 hour.
" " to re-coat in 5 to 7 days.
Flowing coat dries to polish in 10 to 12 days.

THE PALE POLISHING. 02/6
A fine piano polishing of same quality, body, working and flowing properties as Fine Pale Piano Polishing, but not quite so pale in color and dries quicker drying.
Dries dust free in 1 hour.
" " to re-coat in 5 to 7 days.
Flowing coat dries to polish in 10 to 12 days.

THE PALE POLISHING. 03/7
A good reliable varnish for piano of highest grades furniture work.
Dries dust free in 2 hours.
" " to re-coat in 4 to 5 days.
Flowing coat can be polished in 6 to 7 days.

THE TRANSPARENT POLISHING. 06/60
A very pale, high grade quick drying varnish intended for piano and the highest grades of furniture work.
Dries dust free in 1 hour.
" " to re-coat every other day.
" " rub in 48 hours and takes and retains the most beautiful polish.

THE PALE POLISHING. 03/7
A transparent varnish that dries perfectly hard when it is able of taking and retaining the best polish. It works and flows out excep-

tionally well. Is intended for high grade piano and furniture work where a transparent varnish is required.

Dries dust free in 1 hour.

" to re-coat on piano work in 6 to 7 days.

Dries to rub on piano work in 8 to 10 days.

Flowing coat on piano work can be polished in 10 to 12 days.

Dries to rub on furniture work in 6 to 7 days and can be polished next day.

FINEST POLISHING. 0344

A thoroughly high grade polishing varnish for medium or commercial grades of piano or fine grades of furniture work.

Dries dust free in 1 hour.

For piano work—

Dries to re-coat in 4 days.

" " rub in 6 to 7 days.

Flowing coat dries to polish in 7 days.

For furniture work—

Dries to re-coat in 4 days.

" " rub in 6 to 7 days.

Should stand over night before polishing.

EXTRA CABINET POLISHING. 0250

Intended for same purposes as Finest Polishing and very similar in color, working and flowings. It is a little heavier in body, therefore requires one day longer for drying.

FINE PALE POLISHING. 0285

An excellent varnish for medium or high grade organ or furniture work. It is similar in color and body and especially where 2 or 3 coats are applied it dries safely in less time than is usually given for good results on above grades of work.

PALE POLISHING. 0287

An extra pale varnish of medium body that works easily and flows out perfectly.

Dries dust free in 1 hour.

" to re-coat in 3 to 4 days.

" " rub in 5 to 6 days.

Should stand over night before being polished to insure best results.

FINE CABINET POLISHING. 0639

A varnish medium in color, standard in body and of exceptional value. Is intended for fine and medium grades of organ and furniture work.

Dries dust free in 1 hour.

" " to re-coat in 2 to 3 days.

" " rub in 3 to 4 days.

" " polish following day.

This is a particularly safe varnish for hurried work.

PALE CABINET POLISHING. 0640

A varnish very pale in color, works well and dries quickly. Intended for medium priced furniture work.

Dries dust free in 1 hour.

" " to re-coat in 2 days.

" " rub in 3 to 4 days.

Best to polish the next day after being rubbed.

This varnish is exceptionally strong for its price owing to its extremely pale color, the time in which it dries and the splendid polish it takes and retains.

QUICK CABINET POLISHING. 0663

A varnish very similar to Pale Cabinet Polishing, made for the same purposes but a trifle darker in color and dries somewhat quicker and harder.

Dries dust free in 1/2 hour.

" " to re-coat in 2 days.

" " rub in 3 to 4 days.

Best results are obtained in polishing next day after being rubbed.

QUICK FURNITURE RUBBING. 0661

A rubbing varnish intended for medium grades of furniture and organ work. Medium in body and color. Works well.

Dries dust free in 1/2 hour.

" " to re-coat in 2 days.

" " rub in 3 to 4 days.

Dries dust free in $\frac{1}{2}$ hour.
" to re-coat in 36 hours.
" rub in 36 to 48 hours.

Is intended for an intermediate coat of rubbing on medium grade work and for finishing coats on the cheapest grades of work where rubbed finish is desired.

EXTRA QUICK FURNITURE RUBBING. 0662

The quickest rubbing varnish in the line. Can be used as an intermediate coater or for all the coats, as a rubbing and polishing varnish for rushed work. While this varnish dries very quick and hard, it does not become brittle. A good safe varnish for its price.

Dries dust free in $\frac{1}{2}$ hour.
" to re-coat on 2nd day.
" rub on 3rd day.

Takes and retains a good polish.

QUICK CABINET FINISHING. 0641

A varnish intended for the highest grades of gloss finishing on furniture and organ work. Standard in body, light in color, works easy and flows out perfectly.

Dries dust free in 1 hour.
" to re-coat in 2 days.

For medium grades of work it can be rubbed and polished in 3 to 4 days.

SPECIAL LIGHT SECOND COATER. 0385

A rubbing varnish intended as an intermediate coat on good grades of furniture work. It is generally used as a second coat over surfaces or a clear first coater on three coat polished work where time and expense are considerations. On work that is rubbed to a dead finish, two coats over a first coater will produce a splendid result. It is very pale in color, works and flows out nicely.

Dries dust free in $\frac{1}{2}$ hour.
" to sand or rub to re-coat the 2nd day.
On medium priced work it can be nicely polished.

FREE FLOWING COACH. 0290

A very pale, easy working gloss varnish intended for medium and cheap grades of furniture work. Flows perfectly on any size panel.

RAILWAY

STREET
RAILWAY

MAIN

AVENUE

and will not powder or mar easily.
Dries dust free in 1 hour.
" " hard in 36 to 48 hours.

QUICK DRYING COACH. 0632

A hard, quick drying gloss varnish, standard in body, intended for general furniture work where finish is left in the gloss (not rubbed or polished). Dries exceptionally hard but is not brittle. Will not soften up or print when packed.

Dries dust free in 1 hour.
" " hard to pack in 36 to 48 hours.

SPECIAL FLOWING COACH. 0684

A very pale, elastic, extra heavy bodied varnish. Can be either dipped or brushed on chairs or small surfaces. Will not powder or mar easily.

Dries dust free in 3/4 hour.
" " hard in 30 to 48 hours.

TRANSPARENT COACH. 0604

A transparent varnish intended for use on work where it is desirable not to discolor the natural color of the work. Adapted for use in dipping chairs, for chaises, toys, washing machines, handles, etc. It is light in body, very elastic, will stand exposure and will not crack or mar easily. Should not be recommended as a brushing varnish on very long surfaces.

TRANSPARENT COACH. 0605

A varnish of similar character to Transparent Coach, although darker in color, about the same in body, dries harder and will successfully withstand longer exposure. Intended for the same purposes except where a varnish of very pale color is wanted.

TRANSPARENT COACH. 0665

A light grade, quick drying varnish for first or subsequent coats on furniture. It is pale in color, works easily and is standard in body. Is exceptionally good for purposes recommended because of its color, working and flowing properties, the time in which it dries and the perfectly hard surface it leaves for succeeding coats.

Dries dust free in 30 minutes.

HARD DRYING COATER. 0361

A perfectly safe, clear first coater for the best grades of work. Is very elastic, therefore will not crack, powder or dust up while sanding, like ordinary first coaters. It sands down smoothly and does not allow subsequent coats to sink away or perish. Can be satisfactorily brushed or reduced and dipped. Will make a good, durable finish that will not mar or print on cheap or medium chairs when used for finishing coat. Medium in color and body.

Dries dust free in $\frac{1}{2}$ hour.

" to sand and re-coat in 24 hours.

HARD DRYING FIRST COATER. 0373

Similar to the above but lighter in color, cheaper in grade, less elastic. Should not be recommended for anything but first coats.

MISSION-LAC. 0679

Light in body and medium in color, works very easy, does not show laps, dries with a shellac-like finish, will withstand washing with water.

Dries dust free in 20 minutes.

" hard in from 2 to 3 hours.

Is intended as a finishing coat on surfaces stained in mission effects. Our coat on top of stain producing a finish similar to that obtained with a coat of shellac and coat of furniture wax. Will not wash up, scour or bleed any well-made stain. Does not become ropey when standing open, and can be successfully dipped as well as brushed. Can be thinned with benzine.

EXTRA ELASTIC COACH. 0347

The best varnish that can be made for high grade refrigerators, coolers, plumbers' wood work, etc. Is very elastic, works splendidly, is not affected by water or dampness and will stand extreme exposure. Dries with a full beautiful luster. Can be rubbed to a dead finish if desired.

Dries dust free in 1 hour.

" hard in 36 to 48 hours.

PALE ELASTIC COACH. 0676

A hard drying, elastic varnish intended for good grades of refrigerators, mantles, and

work of like character where the finish must stand extreme heat or cold without cracking. It is light in color, works and flows out perfectly.

Dries dust free in 1 hour.
" " re-coat the 2nd day.
" " hard to rub the 3rd day.

ELASTIC COACH.

0308

A varnish intended for cheaper grades of refrigerators, coolers, plumbers' wood work, washing machines, chairs, etc. Is elastic, will stand dampness and exposure.

Dries dust free in 1 hour.
" " hard in 24 to 36 hours.

BAR TOP FINISH.

07

This varnish is made especially for bar tops, cafe tables and other surfaces subjected to severe usage, and will not turn white, spot or crack when exposed to alcohol or water. It is light in color, and the body and free working. Dries dust free in 4 hours, dries to re-coat or rub in 48 hours.

WHITE REED FINISHING.

0681

A colorless, hard drying yet elastic reed finishing. Suitable for brushing or dipping on best grades of reed work.

Dries dust free in 1 hour.
" " in pack in 36 hours.

REED FLOWING.

0299

A good, pale, free working and flowing varnish intended for medium grades of reed and willow work.

Dries dust free in 30 minutes.
" " hard to wrap in 24 hours.

POWELLY FINISHING.

086

A pale in color, medium body, free working, and with a high lustre.

Dries dust free in 1 hour.
" " hard in 24 hours.
" " be dipped or brushed, and is intended for a

PALE FLOWING SURFACER, No. 1. 6766

A very pale, free flowing, flat drying pigment first coat. On account of these characteristics it works easier and requires much less sanding than any similar goods on the market, thus showing a greater economy in use.

Dries dust free in 20 minutes.

over night to sand and re-coat.

On account of light pigment used, should not be recommended for mahogany or walnut.

PALE FLOWING SURFACER, No. 2. 6780

Similar to No. 1 except somewhat cheaper in grade, same in color but heavier in body and especially intended for dipping purposes or brushing on small surfaces. Can be thinned with our varnish reducer, pure spirits turpentine or benzine.

EXTRA PALE AGRICULTURAL COACH. 6544

A free working, medium bodied varnish, sufficiently pale not to discolor the most delicate shades used in implement work. Will successfully withstand all necessary outside exposure.

Dries dust free in 1 hour.

to handle in 15 hours.

hard to pack and ship in 36 hours.

PALE AGRICULTURAL COACH. 6545

A light colored, medium bodied, easy working varnish, intended for the better grades of implement work. Will endure the most severe outside exposure.

Dries dust free in 1 hour.

to handle in 15 hours.

hard to pack and ship in 36 hours.

PALE IMPLEMENT COACH. 6534

A light colored, easy working varnish. It stands outside exposure well, is suitable for both dipping and dipping work, dries dust free in a hour, and becomes hard in 36 hours.

DURABLE WAGON FINISHING. 072

A pale, very durable, easy working varnish of medium body, suitable for wagons and similar work. It will withstand extreme exposure even in the most severe climates. When applied to a wagon, it will protect the metal and the wood, and will become hard enough to ship in 36 hours.

MIXING "A". 0678

A free working varnish adapted for general shop mixing use. It is medium in color and body, elastic and will not cause brittleness in mixtures with which it is used. Dries dust free in 8 hours and hard in 36 to 48 hours.

PAL IMPLEMENT MIXING. 0677

A free working varnish which mixes readily with other liquids. It is medium in color and body, dries dust free in 1 hour and hard in 24 hours.

RAIN INSULATING (CLEAN). 0346

Offers greater resistance to high voltage than any other varnish made. Not affected by moisture, lubricating oil, or high temperature. Prevents leakage to the greatest possible extent. Suitable for use on brush holders, windings, and other electrical parts. It is elastic and does not crack or peel. It is very elastic and reduces liability of vibration to a minimum. Can be used for dipping and brush work. For dipping should be used with benzene only. Bakes thoroughly at 150° C. for 1 hour. Air dries in 8 to 10 hours. When used on armatures, first drive off all moisture by heating, then apply the varnish immediately.

RAIN INSULATING BLACK ELASTIC (Baking). 0679

Provides the highest insulating and heat resisting qualities possible to produce. It is elastic and does not crack or peel and under long continued high temperature shows far greater elasticity than any other

black varnish on the market. It has the maximum penetration, and is especially adapted for all high voltage work, such as large armatures, field coils, etc. It successfully withstands very high puncture test and is non-corrosive. Furnished full bodied, and may be thinned with naphtha only as occasion requires for dipped or brush work. Best results can be had by baking at 180° to 212° Fahr. 8 to 12 hours.

AXAL CORE PLATE BLACK (Air Drying). 0371

A thoroughly reliable and satisfactory varnish for the insulation of core plates and other similar parts. Used in motors and transformer construction. It is standard in body and may be thinned with naphtha only, should the nature of the work demand. It does not require baking to effect drying.

AXAL INSULATING BLACK (Air Drying). 0721

The highest type of black insulating varnish possible to produce in an air drying grade. It will be found especially valuable for use on new and repair work where shop or other conditions will not admit the use of a baking varnish, and in all situations will give better satisfaction than other air drying black made. It is elastic, withstands high voltage, is moisture proof, and will not cause cottoning. It will air dry to a hard state in 1/2 to 1 hour and will also bake as usual heat within the same period. If necessary for any work in hand, use naphtha only.

FURNITURE POLISH.

0312

This is without question the best polishing liquid

02264
Drystone

This is without question the strongest pale drier and the palest strong drier on the market—will dry in the proportion of 1 part of Dry-o-nite to 10 parts of raw linseed oil without curdling. Used in this proportion, it will not discolor the palest pigment.

02279
Dry-o-nite

The Masters Painters' Drier. A strong, reliable, economical and uniform drier. It mixes readily with oil and will not curdle or separate. Will not burn the paint or cause surface drying. In order to get the full benefit of its good qualities Dry-o-nite should be used with a small amount of the pigment to be used with a small amount of the thinning liquid, and add Dry-o-nite in the proportion of one part of Dry-o-nite to 20 parts of the liquid to be used. If this is not practical use half as much Dry-o-nite as any other drier. Then thin the paint to the required consistency.

MAKER'S DRIERS.

033

A strong economical drier in no way to be compared with the cheapest qualities offered by others under a similar name.

No. 1 Bronzing Liquid. 02255

A bronzing liquid of the highest quality, which gives no offensive banana-like odor. It can be used with the most bronzes and should command a large output with high grade trade where a superior quality is demanded.

No. 2 Bronzing Liquid. 02251

RAILWAY

STREET

FINEST TURPENTINE ASPHALTUM. 097

A strictly pure turpentine asphaltum. Made from finest black asphaltum and pure spirits of turpentine. The best asphaltum varnish that can be produced.

NO. 1 ASPHALTUM. 073

A very good and easy working black varnish. Has good body, is very black and elastic.

"A" ASPHALTUM. 0715

A heavy bodied black varnish, which can be thinned with benzine for dipping work. Don't grow brittle like cheaper grades.

BLACK JAPANS.

(See page 194).

40- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
41- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
42- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
43- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
44- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
45- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
46- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
47- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
48- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
49- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)
50- San Diego Southern Ry. Co.
City & County, Cal. (Commuter
Diesel and National City via J. and
Coville)

0007-SWP-042262

HARD MACHINERY FINISHING. *CCC*
 • An easy working, hard drying, durable varnish.
 • Will not soften readily under lubricating oils.
 Dries from free in 5 to 8 hours.
 .. hard in 30 to 36 hours.

PALE MACHINERY FINISHING. *CC/C*
 • Intended for use over light colors. Pale in color,
 fine working, and elastic.
 Dries dust free in 2 to 3 hours.
 .. hard in 24 to 36 hours.

ENGINE FINISHING. *CCC*
 • A hard drying yet elastic varnish capable of with-
 standing high temperature without growing brittle.
 Medium in color and body. Especially adapted
 for use over hot surfaces.
 Dries dust free in 3 to 5 hours.
 .. hard in 24 to 36.

HARD DRYING TOLUOL. *CCC*
 • Medium in color and body, works well, dries
 so hard, and stands well under exposure. Will not
 crack nor mar readily.
 Dries dust free in 3 hours.
 .. hard in 24 hours.

EXTRA PALE ENAMEL BAKING (EXTERIOR) 1C-15
 • The highest grade of Extra Pale Baking, intended
 for use over very delicate tints. Very elastic and
 durable. Over white should be baked at 140° to
 150° Fahr. from 2 to 3 hours. Over light colors
 should be baked at 160° to 170° Fahr. from 2 to
 3 hours.

PALE ENAMEL BAKING (EXTERIOR). *CCC*
 • A very high grade of Pale Enamel Baking. Same
 character as Extra Pale Enamel Baking (Exterior),
 but a little less elastic. Very elastic and
 durable. Should be baked at 140° to 150° Fahr.
 from 2 1/2 to 3 hours.

EXTRA PALE ENAMEL BAKING (EXTERIOR) 1C-15
 • Same general character as Pale Enamel Baking
 (Exterior) but a little darker in color. Very elastic
 and durable. Should be baked at 140° to 170°
 Fahr. from 2 1/2 to 3 hours.



0007-SWP-042263

ENAMEL BAKING (EXTERIOR)

An elastic, durable Enamel Baking, intended for use over the darker colors. Should be baked at 160° to 175° Fahr. from 2½ to 3 hours.

EXTRA PALE ENAMEL BAKING (INTERIOR)

An Extra Pale Enamel Baking, which is elastic and durable for interior work such as scales, auditing machines, etc. Should be baked at 150° to 170° Fahr. from 2½ to 3 hours.

WHEATEST ENAMEL BAKING (INTERIOR)

A white, elastic, durable varnish, intended for use over white, and the most delicate tints which are not subjected to exterior wear, especially intended for auto work as bumpers, fenders, etc. Should be baked at 150° to 170° Fahr. from 2½ to 3 hours. Over tints at 150° to 170° Fahr. from 2½ to 3 hours.

EXTRA FINE POLISHING

An exceptionally high grade polishing varnish, intended for piano and the best grades of furniture work. Pale in color, standard in body, works and flows perfectly.

Dries dust free in one hour.

" to recoat in 3 days.

" to rub in 5 days.

Should stand over a day after being rubbed before polishing.

GOLDEN OAK SURFACES

Similar in character, working and drying qualities to Pale Finishing Surface No. 2, except stained with medium dark Golden Oak Stain. Intended for dipping purposes on cheap chairs, tables, novelties, etc. Shade may be varied by thinning with turpentine, spirits of turpentine, suitable varnish, or a concentration of any of them.

PALEST DURABLE BODY

Intended for finishing coats on wood work is very pale, works and flows out perfectly over the largest surfaces, giving the work a very brilliant, durable finish. Under ordinary good shop conditions it dries dust free in 3 to 10 hours and hard enough to handle in 4 days.

MEDIUM DRYING BODY

Intended for same purposes as Palest Durable Body. Not quite so pale in color. Works and flows out perfectly.

Dries dust free in 8 hours.

" hard enough to handle in 3 to 4 days.

CHEAPEST BODY

Intended for finishing coats on medium and good grades of work. An elastic, durable varnish that is medium in color, works easily and flows out perfectly.

Dries dust free in 7 to 10 hours.

" hard enough to handle in 3 to 4 days.

EXTRA GEAR FINISHING

A high grade gear varnish that works easily; is very elastic, brilliant and durable.

Dries dust free in 6 to 8 hours.

" hard in 48 hours.

PALE GEAR FINISHING

A brilliant, easy working, durable gear varnish.

Dries dust free in 6 to 7 hours.

" hard in 36 to 48 hours.

HEAVY GEAR FINISHING

A heavy bodied gear varnish that works well. Runs out nicely and produces a durable, brilliant finish.

Dries dust free in 6 to 8 hours.

" hard in 36 hours.

CATERPILLAR GEAR FINISHING

Made especially for use in a wheel dipping machine. Light in body and quick drying than Heavy Gear Finishing, but in most respects very similar.

Dries dust free in 4 to 6 hours.

" hard in 30 to 35 hours.

EXTRA GEAR FINISHING

Extra pale, standard in body, works and flows out well, and produces a good, durable finish.

Dries dust free in 5 to 6 hours.

" hard in 30 to 36 hours.

QUICK GEAR FINISHING. 0323

Same in color, body, working, and flowing as above, but is quicker drying. Produces a good, durable finish.

Dries dust free in 4 to 6 hours.
" hard in 24 to 36 hours.

EXPRESS GEAR FINISHING 0311

Is extra pale in color and medium in body. Works and flows well, is brilliant and durable.

Dries dust free in 5 to 6 hours.
" hard in 2 to 3 days.

PALE EXPRESS COACH. 0321

A very pale, brilliant varnish, suitable for finishing over very light colors. A good varnish for use on express delivery and laundry work.

Dries dust free in 6 hours.
" hard in 36 to 48 hours.

POLK AND SMART FINISHING. 0603

An elastic, hard drying varnish, medium in color and body, made especially for pole and shaft finishing.

Dries dust free in 3 to 5 hours.
" hard in 24 hours.

EXTRA PALE BOOT RUBBING. 0689

Very high grade, extremely pale in color, works easily and levels perfectly.

Dries dust free in 4 hours.
" hard to set in 4 days, without danger of sweating out.

PALE MEDIUM RUBBING. 0659

A high grade rubbing, pale enough for any use, except over white, works easily and levels perfectly.

Dries dust free in 6 to 8 hours.
" hard to rub in 3 days.

QUICK RUBBING. 037

Is as quick as a rubbing varnish should be to retain its full measure of durability. Works and levels well. A splendid general purpose rubbing.

Dries dust free in 4 to 6 hours.
" hard to rub in 2 days.

CARNAGE GEAR RUBBING. 0324

Intended for rubbing coats on gears of medium and cheaper grades of work, or for mixing color varnishes. Medium in color, works and flows nicely.

Dries dust free in 4 hours.
" hard to rub in 3 days.

LET BLUE BOOT JAPAN. 511

An extremely black rubbing varnish intended for fine coach work. Works, flows, and dries well.

Dries dust free in 6 to 8 hours.
" hard to rub, in 4 days, without danger of sweating out.

VARNISH LIST FOR CONSUMERS' AND MANUFACTURERS' TRADE.

Net prices to large consumers only.

RAILWAY

	1's		1/2 Bbls. and Bbls.	
	B	A	B	A
Antibar Piano Polishing	\$2.75	\$2.75	\$11.00	
Best Pale Piano Polishing	2.45	2.45	2.90	
Best Piano Polishing	2.15	2.15	2.65	
Medal Piano Polishing	2.15	2.15	2.40	
Black Transparent Polishing	2.15	2.15	2.30	
Blue Maple Polishing	2.40	2.40	3.15	
Best Polishing	2.15	2.15	2.40	
Best Cabinet Polishing	2.15	2.15	2.00	
Best Pale Polishing	2.15	2.15	2.00	
Best Polishing	2.15	2.15	1.75	
Best Cabinet Polishing	2.15	2.15	1.65	
Best " "	2.15	2.15	1.50	
Best " "	2.15	2.15	1.50	
Best Furniture Rubbing	1.15	1.15	1.00	
Best Quick Furniture Rubbing	1.15	1.15	1.00	
Best Furniture Rubbing	1.15	1.15	1.00	
Best Cabinet Finishing	1.15	1.15	1.00	
Best Light Brown Coater	1.15	1.15	1.00	
Best Flaming Coater	1.15	1.15	1.00	
Best Quick Drying Coater	1.15	1.15	1.00	
Best Flaming Coater	1.15	1.15	.75	
Best Transparent Coater	1.15	1.15	.80	
Best Hard Drying Coater	1.15	1.15	.80	
Best Polishing	1.15	1.15	1.40	
Best Drying Coater	1.15	1.15	1.15	
Best " First Coater	1.15	1.15	1.00	
Best Lac	1.15	1.15	1.40	

	1's	5's	10 Bbls. and Bbls.		
	B	B	A	B	A
0347 Extra Elastic Coach.....	215	200	190		
0676 Pale Elastic Coach.....	190	180	170		
0308 Elastic Coach.....	180	175	165		
07 Bar Top Finish.....	205	200	190		
0681 White Reed Finishing.....	165	155	145		
0249 Pale Reed Flowing.....					
086 " Novelty Finishing.....	125	115	95		
0766 " Flowing Surfacr, No.1	140	135	115		
0780 " " " No.2	115	105	95		
0344 Extra Pale Agricult. Coach	180	175	160		
068 Pale Agricultural Coach.....	155	150	140		
0334 " Implement Coach.....	140	135	125		
072 Durable Wagon Finishing	165	160	150		
0678 Mixing Varnish "A".....	165	155	145		
0677 Pale Implement Mixing.....	130	115	105		
0346 Ajax Insulating, Clear.....	165	155	145		
0670 " " Black					
0721 Elastic (baking).....	165	155	145		
- Ajax Insulating Black, (air drying).....	165	155	145		
0371 Ajax Core Plate, Black (air drying).....	140	135	125		
0112 Furniture Polish.....	170	165	155		
0360 Dry-o-lene.....	115	110	100		
0245 Dry-o-sine.....	95	90	85		
023 Japan Drier.....	90	85	80		
0210 No. 1 Bronzing Liquid..	165	155	145		
0211 " 2 " " " "	115	110	100		
0324 " 3 " " " "	100	95	85		
097 Finest Turpentine Asphaltum.....	150	140	130		
073 No. 1 Asphaltum.....	115	110	100		
0715 "A" " " " "	80	75	70		
	130	125	115		

94

	1's		5's		10 Bbls.	
	A	B	A	B	A	B
01 Fine Polishing.....	270		265		240	
01 Oak Surfacr.....	130		125		105	
01 Machinery Finishing.....	270		265		240	
" " " " " "	240		235		190	
" " " " " "	190		185		165	
" " " " " "	125		120		95	
" " " " " "	340		335		300	
" " " " " "	290		285		250	
" " " " " "	265		260		225	
" " " " " "	240		235		200	
" " " " " "	240		235		200	
" " " " " "	230		225		190	
" " " " " "	215		210		175	
" " " " " "	190		185		160	
" " " " " "	170		165		140	
" " " " " "	150		145		120	
" " " " " "	140		135		110	
" " " " " "	130		125		100	
" " " " " "	120		115		90	
" " " " " "	110		105		80	
" " " " " "	100		95		70	
" " " " " "	90		85		60	
" " " " " "	80		75		50	
" " " " " "	70		65		40	
" " " " " "	60		55		30	
" " " " " "	50		45		20	
" " " " " "	40		35		10	
" " " " " "	30		25		0	
" " " " " "	20		15		0	
" " " " " "	10		5		0	
" " " " " "	0		0		0	

RAILWAY

STREET RAILWAY

MARINE

Confidential List of Carriage Varnishes for Large C. & M. Trade.

	A	B	A	R	A	R
013 Palest Durable Body.....						
079 Medium Drying ".....						
039 Carriage Body.....	3.00		3.25		3.75	
099 Elastic Gear Finishing.....	2.90		2.50		2.60	
067 Pale " ".....	2.15		2.00		1.90	
067 Heavy " ".....			1.90		1.80	
043 Centrifugal " ".....			1.15		1.00	
067 Carriage " ".....	1.70		1.15		1.00	
032 Quick " ".....	1.90		1.15		1.00	
035 Express " ".....	1.70		1.15		1.00	
031 Pale Express Coach.....	2.15		2.00		1.90	
067 Pale Express Coach.....	1.15		1.00		1.00	
067 Pole and Shaft Finishing.....	3.00		3.00			
067 Extra Pale Body Rubbing.....	3.00		3.00			
067 Pale Medium Rubbing.....	2.00		2.00			
067 " Quick " ".....	2.00		2.00			
067 Quick " ".....	2.25		2.00		1.90	
067 Carriage Gear.....	1.70		1.60		1.50	
067 Jet Black Body Japan L.....	3.00		3.00			
067 Hard Drying.....			2.50		1.90	

Bygones 1875

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Ajax Insulating Varnishes Impregnating Compounds and Conduit Compound.

RAILWAY

	1's	5's	Bbls.
INSULATING VARNISHES			
0346 (Baking).....	1.65	HNT 150	HNT 140
0644 (Air Drying).....	1.65	HNT 150	HNT 140
0670 Elastic (Baking).....	1.65	HNT 150	HNT 140
0876 Quick Baking.....	1.65	HNT 150	HNT 140
0721 (Quick Air Drying).....	1.60	HNT 145	HNT 135
0371 Black (Air Drying).....	1.15	RT 95	FY 80
0872 Core Plate (Baking).....	1.30	4 110	RT 85
0872 Black (Air Drying).....	1.20	HNT 185	HNT 175

IMPREGNATING COMPOUNDS

	Bbls.
0874.....	16 Per B.
0875.....	09 " "

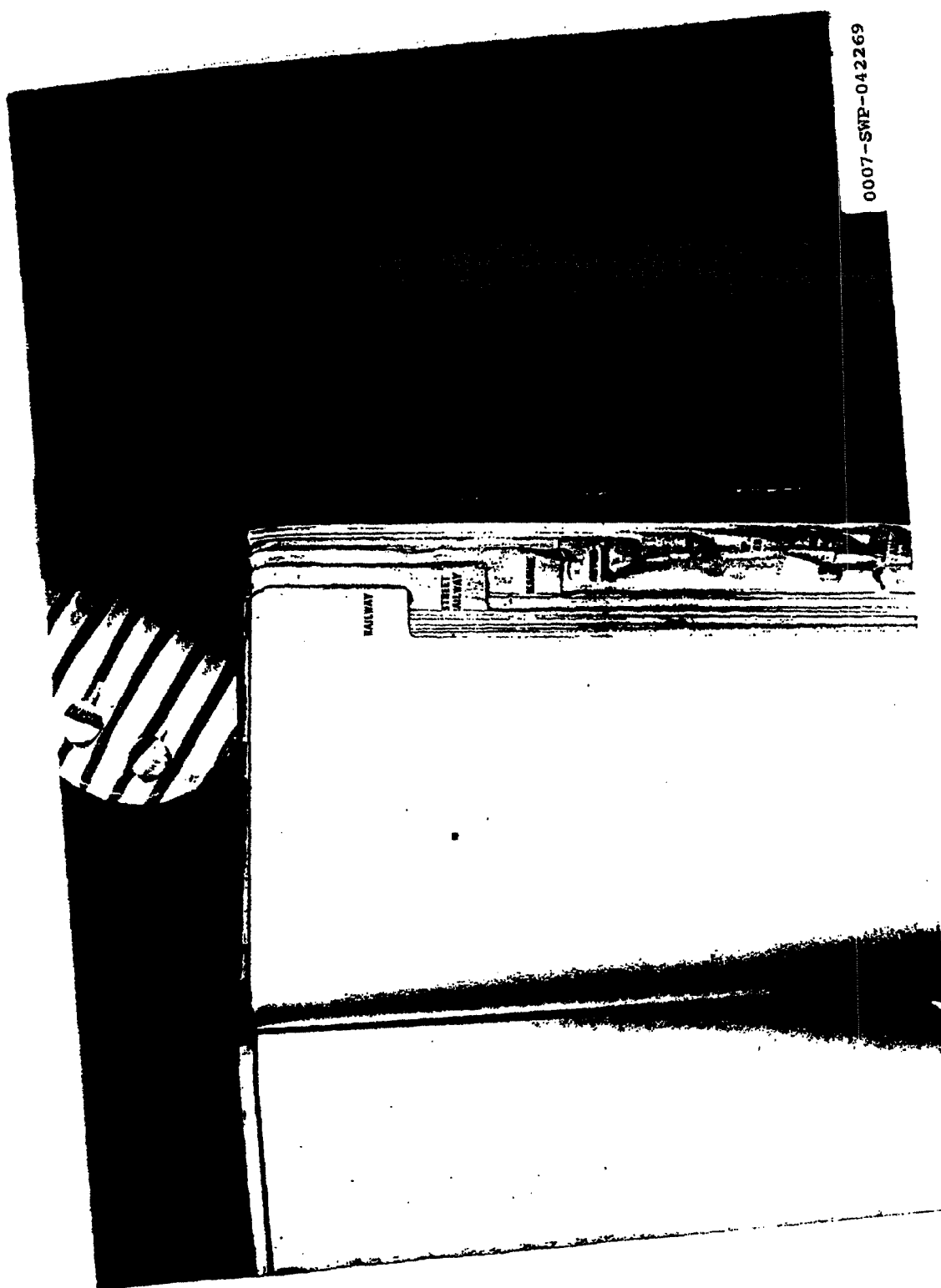
Bbls.

B

PIPE & CONDUIT COMPOUND..... HNT 140

0304

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0007-SWP-042269

Confidential Price List, Railway Dep't.

For use of Salesmen only.

Paint Manufacturers' Association.—The bureau of production and development of the Paint Manufacturers' Association of the United States has issued a chart showing the advance in cost of raw materials used in the manufacture of paint. From 1897 to 1907 these increases in costs are as follows: Tin cans, 33 per cent; silica, 34.7 per cent; zinc oxide, 46 per cent; Japan dryer, 42 per cent; barium sulphate, 11.2 per cent; linseed oil, 43.4 per cent; lead carbonate, 61.8 per cent; packing boxes, 64.2 per cent; turpentine, 155 per cent.

STREET
RAILWAY

CONTENTS.

PASSENGER EQUIPMENT

Aluminum Paint	Liquid	415
Body Colors	" & Paste	415
Floor Paint	"	415
Head Rail Black	"	415
Inside Baggage and Caboose Colors	"	415
Liquid Gold	Semi-Liquid	415
Paint and Varnish Remover	Liquid	415
Ration Seat Enamel	Liquid & Semi-Paste	415
Roof Paint	"	415
Truss Plank Enamel	" & Paste	415
Truck Colors	"	415
Undercoats—Primers, Surfaces, etc.	"	415-416
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FREIGHT EQUIPMENT

Black Oil	Semi-Paste	415
Caboose Colors	Liquid & Paste	415
Inside Refrigerator Finish	"	415
Letter, Signs, etc.	"	415
Metallic for Steel Cars	Semi-	415
Perfect Method Freight Car Paint	Liquid	415
Primo Drying Oil	"	415
Pure Asphalt Graphite for Steel Cars	Liquid & Semi-Paste	415
Refrigerator and Locomotive Colors	"	415
Special Plank Finish	"	415
" Board for Iron Work	"	415
Standard Steel Truck Color	"	415

LOCOMOTIVES

Engine Finish	Liquid	415
Front End Finish	"	415
Inside Engine Cab Colors	" & Paste	415
Imitation Good for Lettering	"	415
Jacket Enamel	"	415
Locomotive Primer Surface var.	"	415
Little Red and Tan Enamel	"	415
Smoke Stack Black Varnish	"	415

ROADWAY EQUIPMENT

Bridge Paint	Liquid & Semi-Paste	415
Depot Paint	"	415
Protective Shingle Stains	"	415
Sign Board White	" & Paste	415
Target Paints	"	415
Varnish	"	415
Wall and Ceiling Finish	"	415

MISCELLANEOUS

Colors in Oil	Paste	415
" " Japan	"	415
Distemper	"	415
Enamel	"	415
Filler	"	415
Graining Colors	"	415
Stains, Varnish and Oil	"	415

THE SHERWIN-WILLIAMS RAILWAY VARNISHES.

Finest Durable Railway Varnish. D. 2. 2.
For finishing coats on cars. This varnish is very durable. Is a beautiful working piece of goods. It flows out smoothly and evenly and dries with a rich full gloss. Is pale in color.

Durable Railway Body Varnish. D. 2. 3.
For finishing coats on cars. Has superior working qualities. Is a little quicker and harder drying than the above, nevertheless exceedingly durable and will give entirely satisfactory results.

Finest Durable Railway Rubbing Varnish. D. 2. 4.
For undercoats on cars. Tough and durable. Dries hard so that it can be rubbed in three days without danger of sweating.

Durable Railway Rubbing Varnish. D. 2. 5.
For undercoats on cars. Works easily, hardens so as to rub in two days.

White Inside Railway Varnish. D. 2. 6.
For interiors of cars. A pale varnish. Works well under the brush. Dries and hardens quickly and with a full gloss. Can be rubbed. For best results use over The Sherwin-Williams Filler (paste).

White Locomotive Finishing Varnish. D. 2. 7.
A clear varnish for finishing coats on locomotives. Made of carefully selected materials. Has great durability, flows out evenly under the brush, and dries with a rich, full lustre.

Size Japan.
A superior article, very economical owing to its strength, and is perfectly safe to put in any mixture. It is a binder and can be used with delicate colors. It will facilitate the drying of all under coats. It is the best possible size for gilding—safe and certain.

THE S.-W. RAILWAY VARNISHES—CONT.

S.-W. Imperial Coach Japan. *C. 6. 6.*

Will dry oil in from 12 to 18 hours, and by level on glass becomes due free in 20 minutes. It does not become brittle and is an absolutely satisfactory article for use in the car shop. In the manufacture of rough stuff it shows a remarkable tendency to hold the filler in suspension indefinitely, and it is so exceedingly elastic that it uniformly prevents cracking of the under coats. Its pale color makes it particularly adaptable for light colors.

Coach Painters Japan. *C. 6. 6.*

For drying and hardening paints and colors. Especially adapted for use of car painters. A thoroughly reliable article.

Coach Japan. *C. 6. 6.*

For use in oil colors. A strong and reliable drier which mixes perfectly with oil.

Railway Japan No. 99. *C. 6. 6.*

A high grade S.-W. specialty which we wish to push for general railway use.

Railway Drier No. 66. *C. 6. 6.*

A strong reliable, economical and uniform drier which will mix readily with oil and will not curdle or separate. Only one part of No. 66 drier to 100 parts of linseed oil is required to secure perfect drying.

Durable Outside Depot Varnish. *C. 6. 6.*

A tough elastic varnish which will withstand the most severe exposure. Especially suitable for doors and all outside work.

Durable Inside Depot Varnish. *C. 6. 6.*

Adapted to all interior work. It is durable, flows out smoothly and evenly, and dries with an excellent gloss.

Durable Depot Floor Varnish. *C. 6. 6.*

This varnish is positively unexcelled. It dries over night and can be walked on next day. An extra day should be left where used on floors of crowded passenger rooms. It is tough and durable, will stand great wear and repeated scrubbing.

THE S.-W. RAILWAY VARNISHES—CONT.

Gas Drying Oil..... 6. 2. *per gal.*

A thinning oil for freight car paint and similar articles to be offered where it is desirable to use some kind of a prepared oil, but should never be recommended in place of linseed. Best results are secured when used 1 to 1. Put up in barrels.

S.-W. PAINT AND VARNISH REMOVER.

Put up in 5 gal. and gal. cans. (See page 190.)
Saves time, labor and money. Will remove and act on upright surfaces and craters. Does not raise the grain, nor stain or injure in any way. Wood surfaces on which it is applied. Brush on a thick coat, let stand 20 to 30 minutes, scrape and clean with benzine, gasoline or wood alcohol; apply a second coat before scraping. It is not necessary to remove the old paint and varnish coat.

190
120

PASSENGER EQUIPMENT.
THE SHERWIN-WILLIAMS METHOD FOR
SURFACING PASSENGER COACHES.
 (Lumber).

Put up in gal. cans.
 The S.W. Co. Car Primer..... 4.876
 " " " Surface..... 2.65
 " " " "..... 1.14

The Primer is intended for first coat on new wood or burnt off cars. It should be allowed to stand overnight, on the second of which the car may be pulled. It should be thinned with a half pint of pure turpentine or kerosene to the gallon of Primer for burnt off work or on metal surfaces. Three coats of Surface should be applied, allowing a day for each coat. Use Surface, Dark, under red, green and all dark colors; Surface, Light, under yellow and light colors.

For use where sandpaper is used instead of rubbing down for getting a surface. Manner of application, time of drying, etc. same as with regular Surface.

COACH AND CAR WHITE LEAD (severe).
 Put up in 50 & 100 lb. kegs.

Strictly pure white lead for general R. R. use. Ground in a specially prepared and cleaned pure raw linseed oil.

YACHT PLANK ENAMEL (severe).
 Put up in gal. cans.

It is an easy working varnish paint. Will cover better than any other a previously painted surface, and is very durable. For use on transoms, heater pipes, foot rests, etc.

RATTAN SEAT ENAMEL (severe).
 Put up in gal. cans.

For restoring and preserving rattan seats. Imitates the natural color. Dries hard over night. Ordinarily one coat will answer.

STANDARD CAR BODY COLORS (LIQUID & PASTE).

In Japan, put up in 5 and 10 lb. pails or press cans.
In varnish, put up in gal. cans.

	per gal.	per lb.
Chrome Yellow, M.....	6.16	37.50
Fast Mail White.....	6.34	37.50
Orange, (Big 4).....	7.63	37.50
Putman, Old.....	5.27	37.50
" New.....	5.27	37.50
Putman Tuxon Red.....	5.27	37.50
Rich Blue, (B. & O.).....	5.27	37.50
Rich Blue.....	5.27	37.50
Tuxon Red.....	5.27	37.50
Vanderbilt Line Standard.....	5.27	37.50

Standard Car Body Colors are maintained absolutely uniform in shade and quality. They will bear reduction with more spirit in proportion to the pound of color, spread further and cover better than other colors made. Unlike Japan colors of other makes, they do not require the addition of oil or varnish as a binder. We therefore recommend that they be thinned for use with pure spirit of turpentine only.

HAND RAILS (LIQUID).

Put up in gal. cans.

Dries quickly and hard with a beautiful enamel like finish. For hand rails, brake wheels, and all such metal parts as require an excellent varnish finish.

Put up in 1 and 5 gal. cans and 10 lb. An excellent black of asphaltum character. Although moderate in price, can be used with perfect assurance of good results. We prefer, however, to sell above.

STANDARD TRUCK AND PLATFORM COLORE

(Usual and extra)

Put up in gal. cans, in Varnish and High Gloss in Japan in 5 gal. pails and press cans in Oil Base 5 and 25 lb. pails.

These colors are furnished, ready for use, in two forms.

Standard Truck Color in Varnish is ground in a very durable varnish and should be sold wherever price will permit.

High Gloss Truck Color is intended for use where a good gloss finish is desired, and where it is desired to paint more frequently at no greater expense.

Also furnished ground in Japan or in oil, past form.

	per gal.	per 5 gal.	per 25 lb.	per 50 lb.
Black	1.00	5.00	12.50	25.00
Blue	1.00	5.00	12.50	25.00
Green	1.00	5.00	12.50	25.00
Yellow	1.00	5.00	12.50	25.00
Orange	1.00	5.00	12.50	25.00
Red	1.00	5.00	12.50	25.00
White	1.00	5.00	12.50	25.00
Light Blue	1.00	5.00	12.50	25.00
Light Green	1.00	5.00	12.50	25.00
Light Yellow	1.00	5.00	12.50	25.00
Light Orange	1.00	5.00	12.50	25.00
Light Red	1.00	5.00	12.50	25.00
Light Grey	1.00	5.00	12.50	25.00
Light Brown	1.00	5.00	12.50	25.00
Dark Blue	1.00	5.00	12.50	25.00
Dark Green	1.00	5.00	12.50	25.00
Dark Yellow	1.00	5.00	12.50	25.00
Dark Orange	1.00	5.00	12.50	25.00
Dark Red	1.00	5.00	12.50	25.00
Dark Grey	1.00	5.00	12.50	25.00
Dark Brown	1.00	5.00	12.50	25.00

SPECIAL FLOOR PAINT (Usual)

Put up in 1 and 2 gal. cans.

This is a superior quality of paint made expressly for the purpose indicated. It dries very hard, and is a most durable floor paint, and is especially recommended for use on concrete floors.

It has great covering capacity.

Yellow.

Orange.

Red.

White.

Dark Blue.

Dark Green.

Dark Yellow.

Dark Orange.

Dark Red.

Dark Grey.

Dark Brown.

Light Blue.

Light Green.

Light Yellow.

Light Orange.

Light Red.

Light Grey.

Light Brown.

Dark Blue.

Dark Green.

Dark Yellow.

Dark Orange.

Dark Red.

Dark Grey.

Dark Brown.

Light Blue.

Light Green.

Light Yellow.

Light Orange.

Light Red.

Light Grey.

Light Brown.

WALL AND CEILING COLORS (LIQUID).
Put up in gal. cans.

	per gal.	per gal.
1100	6779-215	351
1101	6780-215	354
1102	6776-215	347
1103	215	347
1104	6770-215	379
1105	6779-215	448
1106	6774-215	460
1107	6780-215	462

For inside walls and ceilings of baggage, mail, express cars, and cabooses. We recommend the use of these colors ground in varnish. Work easily, cover well and dry with a good varnish glass which can be easily kept clean. Are very durable. For ordinary repair work one coat will suffice.

ROOF PAINT (LIQUID AND SEMI-PASTE).
Put up in 1 and 5 gal. cans and bbls.

1108 Metal Roof Primer (Liquid)	115
Dark Gray in color. For use on hoods of passenger cars and metal roofs. Very elastic and durable.	
1109 Pullman Standard Roof Paint, Brown	115
1110 " " " " Black	115
1111 Special Heavy Roof Paint	115
1112 Special Heavy Roof Paint and Pullman Roof Paints are made in semi-paste form, and should be reduced with one gallon pure boiled linseed oil to each gallon of paint.	

METALASTIC (SEMI-PASTE).
Put up in 1 and 5 gal. cans and bbls.

1113	115
1114	115
1115	115
1116	115
1117	115
1118	115
1119	115
1120	115
1121	115
1122	115
1123	115
1124	115
1125	115
1126	115
1127	115
1128	115
1129	115
1130	115
1131	115
1132	115
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1177	115
1178	115
1179	115
1180	115
1181	115
1182	115
1183	115
1184	115
1185	115
1186	115
1187	115
1188	115
1189	115
1190	115
1191	115
1192	115
1193	115
1194	115
1195	115
1196	115
1197	115
1198	115
1199	115
1200	115

When colors like those listed are demanded for metal roofs, the above will give the greatest durability.

STREET
RAILWAY

MARINE

ROOF

PAINT

SEMI-PASTE

LIQUID

115

Put up in varnish in gal. cans; in Japan, in 5 and 10 lb. pails and press cans; in oil, in 5 and 25 lb. pails.

Put up in varnish in gal. cans; in Japan, in 5 and 10 lb. pails and press cans; in oil, in 5 and 25 lb. pails.

[illegible]

(Ground to oil, paste form).

These colors are selected with capactical reference to their adaptability for canboose work. We especially recommend "Safety Red," as the most durable bright red which has ever been put on the market. To get best results it should be used over Safety Red Primer.

STANDARD REFRIGERATOR & LINE CAR COLORS.
.. (LIQUID AND SEMI-PASTE).

in i and 5 gal. cans and bbs.

2011	Red.....	10%
2009	White.....	34%
2518	Green.....	62%
2519	Cashew Yellow.....	7%
2550	Black.....	1%
2551	Yellow, P. M. & L.....	26%
2501	" " " N.....	10%
2502	" " " O.....	15%
	" " " Q.....	15%

Yellow's 1. M. should be thinned with
boiled linseed oil to each gallon of paint.

9724	Special Dipping yellow to brown	186
9725	" " " " " "	187
9726	" " " " " "	188
9727	Yellow to brown yellow	189

12
SIDE REFRIGERATOR FINISH (LAMP)

Puc up in 1 and 5 gal. cans and b'le

BOX, GONDOLA, AND STEEL CARS.
STANDARD FREIGHT CAR PAINT, P. M. 3.
(semi-heavy).

	Put up in 5 gal. cans and bbls.	per gal.
1671 Venetian Red.....		
1672 Princes Metallic.....		
1673 1/2 Venetian Red, 1/2 Princes Metallic.....		90
1674 Magnetic Mineral.....		

The most perfect method of painting freight cars yet produced. Most economical in quantity required, time for turning out work, and because it gives the most durable results. For 3-coat work thin as follows with pure boiled linseed oil only.

First coat.....4 galls. oil to 1 of paint
Second coat... 3 " " " " " "
Third coat.... 2 " " " " " "

For 2 coat work thin as follows:
First coat.....4 galls. oil to 1 of paint
Second coat.... 2 " " " " " "

STANDARD FREIGHT CAR PAINT, P. M. 2.
(semi-heavy).

	Put up in 5 gal. cans and bbls.	per gal.
1675 Venetian Red.....		
1676 Princes Metallic.....		
1677 1/2 Venetian Red, 1/2 Princes Metallic.....		90
1678 Magnetic Mineral.....		

Same as P. M. 3, but not as heavy. For 3 coat work thin as follows with pure boiled linseed oil only:

First coat.....3 galls. oil to 1 of paint
Second coat.... 2 " " " " " "
Third coat.... 1 " " " " " "

For ordinary repair work thin with 1 gal. oil to 1 of paint.

FOR GONDOLAS AND COAL CARS (semi-heavy).

Put up in 1 and 5 gal. cans and bbls.

	per gal.
Black.....	75
Special Gondola Black.....	90
Special Freight Car Paint Black, No. 1.....	75

Standard Freight Car Paint Black, No. 1, is better and more economical than any black yet produced for the purpose—better in color, will spread farther, and wear longer. Should be thinned for use with one gallon of pure boiled linseed oil to each gallon of paint.

BOX, GONDOLA, AND STEEL CARS (CONTINUED)
METALASTIC (semi-paste).

Put up in 1 and 5 gal. cans and bbls.

2103	Black	1.65	per gal.
2104	Brown	1.65	1.15
An elastic metal paint for preserving steel and iron. A perfect protection against rust. Spreads over 1000 square feet, one coat, to the gallon. Should be thinned for use with one gallon pure boiled linseed oil to each gallon of paint.			

P. M. S. (semi-paste).

Put up in 1 and 5 gal. cans and bbls.

2106	Gray	1.72	per gal.
2107	Green	1.72	1.15
2110	Red	1.72	
2111	Olive Green	1.72	

As near the quality of Metalastic as the shades named can be made. Should be thinned for use with one gallon pure boiled linseed oil to each gallon of paint.

PURE ACHESON GRAPHITE PAINT (cream)

Put up in 1 and 5 gal. cans and bbls.

It is made of pure cream approximately 93 per cent. pure Graphite, and is greatly superior to all other graphite paints on the market.

STANDARD STEEL TRUCK COLOR (semi-paste)

Put up in 5 gal. cans and bbls.

Greenish Black	1.72	per gal.
For Steel Trucks of Freight Cars, etc. Requires to be thinned for use with one gallon pure boiled linseed oil to each gallon of paint.		

SPECIAL PASTE PAINTS.

Put up in 1/2 bbls. and 114.

1182	1/2 Venetian, 1/2 Princes Met.	1.72	per gal.
2069	Venetian Red	1.72	1.15
1160	Princes Metallic	1.72	1.15

BRAKE WHEELS, TRUSS RODS, ETC.

Put up in 1 and 5 gal. cans and bbls.

2095	Special Black for Iron Work	1.72	per gal.
------	-----------------------------	------	----------

741 - Truck & Frame Black
 1142 - Truck & Car

1.15

734 - No 1 Special Black

.40

STREET
 RAILWAY

LETTERS, SHIELDS, ETC. (paste).

Stencil White.....	15	22
Put up only in 1/2 lb. pails.		
For lettering freight cars. Will not		
chafe, flake, nor scale. Whiter than the		
average lead.		
Stencil Black.....	24 1/2	23
Expressly designed for stenciling redig-		
ent and line cars.		
Shield Red.....	34 1/2	51
" Blue.....	37 1/2	47
" Yellow.....	36 1/2	47
Put up in 1/2 lb. pails.		
These are good clean cut colors. They		
are very permanent, and for the purpose		
intended, no better can be used.		

STREET
RAILWAY

0007-SWP-042281

Put up in gal. cans.

4877	The S-W. Co. Locomotive Primer.....	per gal. 265
4878	" " " " Surfacers.....	265

Suitable for use over wood or metal surfaces. When used on metal the primer should be thinned with a half pint of pure spirits turpentine to each gallon of primer.

4484 B-W. LOCOMOTIVE LEVELLING COAT.
(PASTE)

Put up in 5, 10 and 25 lb pails.

Dark
Used for the most part on wheels and metal parts so rough as to require a knifing or planer coat. Can also be thinned and used with a brush as an aid to sanding for getting a surface on other parts.

DURABLE ENGINE FINISH (LUBRID).

Put up in 1 and 5 gal. cans.

520 Black.....	2.1
676 Green.....	2.1
720 6 Kumia Jacket Enamel.....	4.1

These are perfect finishes for locomotives.
Work easily under the brush, flow out
smoothly, dry quickly and hard with a
beautiful full gloss, and are very durable.

FOR LETTERING (NAME).

Put up in 1 lb. cans and 5 lb. pails.

177 Imitation Gold, (Q. D.).....

LOCOMOTIVE WIDE ROD AND TIRE ENAMEL.

(Liquid and Paste) per gal

Steel Color.....6588.. 2/50 12:12

.....

078

LOCOMOTIVE OR ENGINE CAR COLORS.

(Lords and Merch)
Put up in varnish in gal. cans in Japan, in 5 and 10 lb. pails and press cans.

	per gal. in 5 lb. pail	per lb. in 10 lb. pail
1907 Stand. Dk. Brunswick Green	2 1/2	1/2
1908 " Lt. Swedish	2 1/2	1/2
1909 French Crown Green, N.	2 1/2	1/2
1910 Rich Brown	2 1/2	1/2
1911 Indian Red, D.	2 1/2	1/2
1912 Ivory Drop Black, R.	2 1/2	1/2
1913 " " Special	2 1/2	1/2
1914 Wine Color, B.	2 1/2	1/2

We recommend the use of Engine Car Colors found in varnish. The varnish is an exceedingly elastic and durable one which withstands perfectly the strain and rubbing to which a locomotive is subjected.

FOR FRONT ENDS (LOCOMOTIVE).

Put up in 1 and 5 gal. cans and 10 lb. pail.

Front End Finish.	2 1/2
-------------------	-------

A superior black finish for the front ends of locomotives.

FOR FRONT ENDS (LOCOMOTIVE).

Put up in 1 and 5 gal. cans.

Smoke Stack Black.	2 1/2
--------------------	-------

0007-SWP-042283

0007-SWP-000125672

DEPOTS AND BUILDINGS (liquid).

STANDARD DEPOT PAINT.

Put up in 1 and 5 gal. cans and bbls.

		per gal.
2500	Outside Glass White.....	74.7
2501	Flat White.....	74.7
2502	.....	74.7
2503	.....	74.7
2504	.....	74.7
2505	.....	74.7
2506	.....	74.7
2507	.....	74.7
2508	.....	74.7
2509	.....	74.7
2510	.....	74.7
2511	.....	74.7
2512	.....	74.7
2513	.....	74.7
2514	.....	74.7
2515	.....	74.7
2516	.....	74.7
2517	.....	74.7
2518	.....	74.7
2519	.....	74.7
2520	.....	74.7
2521	.....	74.7
2522	.....	74.7
2523	.....	74.7
2524	.....	74.7
2525	.....	74.7
2526	.....	74.7
2527	.....	74.7
2528	.....	74.7
2529	.....	74.7
2530	.....	74.7
2531	.....	74.7
2532	.....	74.7
2533	.....	74.7
2534	.....	74.7
2535	.....	74.7
2536	.....	74.7
2537	.....	74.7
2538	.....	74.7
2539	.....	74.7
2540	.....	74.7
2541	.....	74.7
2542	.....	74.7
2543	.....	74.7
2544	.....	74.7
2545	.....	74.7
2546	.....	74.7
2547	.....	74.7
2548	.....	74.7
2549	.....	74.7
2550	.....	74.7
2551	.....	74.7
2552	.....	74.7
2553	.....	74.7
2554	.....	74.7
2555	.....	74.7
2556	.....	74.7
2557	.....	74.7
2558	.....	74.7
2559	.....	74.7
2560	.....	74.7
2561	.....	74.7
2562	.....	74.7
2563	.....	74.7
2564	.....	74.7
2565	.....	74.7
2566	.....	74.7
2567	.....	74.7
2568	.....	74.7
2569	.....	74.7
2570	.....	74.7
2571	.....	74.7
2572	.....	74.7
2573	.....	74.7
2574	.....	74.7
2575	.....	74.7
2576	.....	74.7
2577	.....	74.7
2578	.....	74.7
2579	.....	74.7
2580	.....	74.7
2581	.....	74.7
2582	.....	74.7
2583	.....	74.7
2584	.....	74.7
2585	.....	74.7
2586	.....	74.7
2587	.....	74.7
2588	.....	74.7
2589	.....	74.7
2590	.....	74.7
2591	.....	74.7
2592	.....	74.7
2593	.....	74.7
2594	.....	74.7
2595	.....	74.7
2596	.....	74.7
2597	.....	74.7
2598	.....	74.7
2599	.....	74.7
2600	.....	74.7

0007-SWP-042284

0007-SWP-042285

DEPOTS AND BUILDINGS-CONT.

1625	per gal.
1626	4.27 145
1627	4.29 145
1628	4.30 145
1629	4.41 145
1630	4.42 145
1631	4.43 145
1632	4.44 145
1633	4.45 145
1634	4.46 145
1635	4.47 145
1636	4.48 145
1637	4.49 145
1638	4.50 145
1639	4.51 145
1640	4.52 145
1641	4.53 145
1642	4.54 145
1643	4.55 145
1644	4.56 145
1645	4.57 145
1646	4.58 145
1647	4.59 145
1648	4.60 145
1649	4.61 145
1650	4.62 145
1651	4.63 145
1652	4.64 145
1653	4.65 145
1654	4.66 145
1655	4.67 145
1656	4.68 145
1657	4.69 145
1658	4.70 145
1659	4.71 145
1660	4.72 145
1661	4.73 145
1662	4.74 145
1663	4.75 145
1664	4.76 145
1665	4.77 145
1666	4.78 145
1667	4.79 145
1668	4.80 145
1669	4.81 145
1670	4.82 145
1671	4.83 145
1672	4.84 145
1673	4.85 145
1674	4.86 145
1675	4.87 145
1676	4.88 145
1677	4.89 145
1678	4.90 145
1679	4.91 145
1680	4.92 145
1681	4.93 145
1682	4.94 145
1683	4.95 145
1684	4.96 145
1685	4.97 145
1686	4.98 145
1687	4.99 145
1688	5.00 145
1689	5.01 145
1690	5.02 145
1691	5.03 145
1692	5.04 145
1693	5.05 145
1694	5.06 145
1695	5.07 145
1696	5.08 145
1697	5.09 145
1698	5.10 145
1699	5.11 145
1700	5.12 145
1701	5.13 145
1702	5.14 145
1703	5.15 145
1704	5.16 145
1705	5.17 145
1706	5.18 145
1707	5.19 145
1708	5.20 145
1709	5.21 145
1710	5.22 145
1711	5.23 145
1712	5.24 145
1713	5.25 145
1714	5.26 145
1715	5.27 145
1716	5.28 145
1717	5.29 145
1718	5.30 145
1719	5.31 145
1720	5.32 145
1721	5.33 145
1722	5.34 145
1723	5.35 145
1724	5.36 145
1725	5.37 145
1726	5.38 145
1727	5.39 145
1728	5.40 145
1729	5.41 145
1730	5.42 145
1731	5.43 145
1732	5.44 145
1733	5.45 145
1734	5.46 145
1735	5.47 145
1736	5.48 145
1737	5.49 145
1738	5.50 145
1739	5.51 145
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1741	5.53 145
1742	5.54 145
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1744	5.56 145
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1750	5.62 145
1751	5.63 145
1752	5.64 145
1753	5.65 145
1754	5.66 145
1755	5.67 145
1756	5.68 145
1757	5.69 145
1758	5.70 145
1759	5.71 145
1760	5.72 145
1761	5.73 145
1762	5.74 145
1763	5.75 145
1764	5.76 145
1765	5.77 145
1766	5.78 145
1767	5.79 145
1768	5.80 145
1769	5.81 145
1770	5.82 145
1771	5.83 145
1772	5.84 145
1773	5.85 145
1774	5.86 145
1775	5.87 145
1776	5.88 145
1777	5.89 145
1778	5.90 145
1779	5.91 145
1780	5.92 145
1781	5.93 145
1782	5.94 145
1783	5.95 145
1784	5.96 145
1785	5.97 145
1786	5.98 145
1787	5.99 145
1788	6.00 145
1789	6.01 145
1790	6.02 145
1791	6.03 145
1792	6.04 145
1793	6.05 145
1794	6.06 145
1795	6.07 145
1796	6.08 145
1797	6.09 145
1798	6.10 145
1799	6.11 145
1800	6.12 145
1801	6.13 145
1802	6.14 145
1803	6.15 145
1804	6.16 145
1805	6.17 145
1806	6.18 145
1807	6.19 145
1808	6.20 145
1809	6.21 145
1810	6.22 145
1811	6.23 145
1812	6.24 145
1813	6.25 145
1814	6.26 145
1815	6.27 145
1816	6.28 145
1817	6.29 145
1818	6.30 145
1819	6.31 145
1820	6.32 145
1821	6.33 145
1822	6.34 145
1823	6.35 145
1824	6.36 145
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1827	6.39 145
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1830	6.42 145
1831	6.43 145
1832	6.44 145
1833	6.45 145
1834	6.46 145
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1836	6.48 145
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1842	6.54 145
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1848	6.60 145
1849	6.61 145
1850	6.62 145
1851	6.63 145
1852	6.64 145
1853	6.65 145
1854	6.66 145
1855	6.67 145
1856	6.68 145
1857	6.69 145
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1859	6.71 145
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1861	6.73 145
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1880	6.92 145
1881	6.93 145
1882	6.94 145
1883	6.95 145
1884	6.96 145
1885	6.97 145
1886	6.98 145
1887	6.99 145
1888	7.00 145
1889	7.01 145
1890	7.02 145
1891	7.03 145
1892	7.04 145
1893	7.05 145
1894	7.06 145
1895	7.07 145
1896	7.08 145
1897	7.09 145
1898	7.10 145
1899	7.11 145
1900	7.12 145
1901	7.13 145
1902	7.14 145
1903	7.15 145
1904	7.16 145
1905	7.17 145
1906	7.18 145
1907	7.19 145
1908	7.20 145
1909	7.21 145
1910	7.22 145
1911	7.23 145
1912	7.24 145
1913	7.25 145
1914	7.26 145
1915	7.27 145
1916	7.28 145
1917	7.29 145
1918	7.30 145
1919	7.31 145
1920	7.32 145
1921	7.33 145
1922	7.34 145
1923	7.35 145
1924	7.36 145
1925	7.37 145
1926	7.38 145
1927	7.39 145
1928	7.40 145
1929	7.41 145
1930	7.42 145
1931	7.43 145
1932	7.44 145
1933	7.45 145
1934	7.46 145
1935	7.47 145
1936	7.48 145
1937	7.49 145
1938	7.50 145
1939	7.51 145
1940	7.52 145
1941	7.53 145
1942	7.54 145
1943	7.55 145
1944	7.56 145
1945	7.57 145
1946	7.58 145
1947	7.59 145
1948	7.60 145
1949	7.61 145
1950	7.62 145
1951	7.63 145
1952	7.64 145
1953	7.65 145
1954	7.66 145
1955	7.67 145
1956	7.68 145
1957	7.69 145
1958	7.70 145
1959	7.71 145
1960	7.72 145
1961	7.73 145
1962	7.74 145
1963	7.75 145
1964	7.76 145
1965	7.77 145
1966	7.78 145
1967	7.79 145
1968	7.80 145
1969	7.81 145
1970	7.82 145
1971	7.83 145
1972	7.84 145
1973	7.85 145
1974	7.86 145
1975	7.87 145
1976	7.88 145
1977	7.89 145
1978	7.90 145
1979	7.91 145
1980	7.92 145
1981	7.93 145
1982	7.94 145
1983	7.95 145
1984	7.96 145
1985	7.97 145
1986	7.98 145
1987	7.99 145
1988	8.00 145
1989	8.01 145
1990	8.02 145
1991	8.03 145
1992	8.04 145
1993	8.05 145
1994	8.06 145
1995	8.07 145
1996	8.08 145
1997	8.09 145
1998	8.10 145
1999	8.11 145
2000	8.12 145

STREET
RAILWAY

These goods possess great body and covering capacity and are very durable. The shades are maintained absolutely uniform. Will cover from a fourth to a third more surface than pure lead and oil, and will wear much longer.

PERMANENT SINGLE STAINS (LIQUID).
MADE WITH CEMENT.

A21 to A23	.....	100 75 100
B41 to B43	.....	100 75 100
C71 to C73	.....	100 75 100
Low limit discount	.....	100 75 100

HIGH GLOSS WALL AND CEILING FINISH.

(Liquor).

Put up in 1 and 5 gal. cans.

Citron.....	722	165
Crimson.....	724	765
Flesh.....	712	
Gray.....	721	
Ivory White.....	701	
Lava.....	729	
Lavender.....	715	
Nauve.....	717	
Navy Blue.....	744	715
Nile Green.....	734	
Pearl Gray.....	717	
Pink.....	724	
Primrose.....	721	
Sage Green.....	725	
Santa Green.....	716	
Salmon.....	725	
Sky Blue.....	717	
Willow Green.....	721	

An enamel-like finish for use on inside walls and ceilings of depots, offices, etc. It is made from good materials, works easily, and gives a hard varnish finish, which can be cleaned easily.

0007-SWP-042286

TARGETS AND SEMAPHORES (LIQUID AND PASTE).

(IN VARNISH (LIQUID).)		per gal.
525 Safety Red.....		36.5
7252 " " Light.....		36.5
7141 Target Black.....		26.5
524 " Green.....		26.5
523 " White.....		31.5
6476 " Yellow.....		26.5
7141 <i>Spec. Target Black in Varnish</i>		21.5
7046 <i>Semaphore White in Oil</i>		21.5
7046 <i>Semaphore White in Oil</i>		21.5

These goods are put up in self sealing quart cans that can be tightly closed after using, thereby preserving in perfect condition the unused portion of the paint. They are in the most convenient form for use. Dry with a good varnish finish, which can be easily wiped and kept clean. Are very durable. We call particular attention to the red, which is the most permanent bright red ever offered for the purpose.

(IN OIL AND IN OIL (PASTE).)		per lb.
Put up in 5 and 10 lb. pails.		
5447 Safety Red, (in oil).....		5.1
5447 " " (Q. D.).....		7.6
5447 " " light (Q. D.).....		7.6
5447 " " (in oil).....		5.1
5447 Target Red, (Q. D.).....		5.6
5447 " " (in oil).....		5.6
5447 " Green, (Q. D.).....		5.6
5447 " " (in oil).....		5.6

RAILROAD CROSSING SIGNALS, ETC (LIQUID).

Put up in 1 and 5 gal. cans and bbls.		per gal.
Standard Sign Road White.....		44.5
Made expressly for the purpose indicated. A very superior article of exceptional covering and spreading capacity, and very durable.		

BRIDGES, STRUCTURAL WORK, ETC.

BRIDGE PAINT (Colors are even-spread).

Put up in 1 and 5 gal. cans and bbls.

2073 Pure Acheton Graphite Paint... 48.2. 11.5 per gal.

The highest grade graphite paint known for the protection of metal surfaces. Contains no pigment other than the Acheton Graphite, improved 93 per cent. pure.)

2103 Metallic Black... 16.5. 11.5

An elastic metal paint for protecting iron and steel surfaces. To be recommended where conditions are such that a quicker and longer drying paint than Pure Acheton Graphite is required. Requires to be thinned for use with one gallon of pure boiled linseed oil to each gallon of paint.

2071 16.5. 11.5
2076 16.5. 11.5
2077 16.5. 11.5
2078 16.5. 11.5
2079 16.5. 11.5
2080 16.5. 11.5
2081 16.5. 11.5
2082 16.5. 11.5
2083 16.5. 11.5
2084 16.5. 11.5
2085 16.5. 11.5
2086 16.5. 11.5
2087 16.5. 11.5
2088 16.5. 11.5
2089 16.5. 11.5
2090 } Mineral paint in non-toxic form
2091 } The red discoloration is economical
2092 } points of the line to be had.
..... Liquid Red Lead
..... Red Lead Coat
..... Made on a red lead base to meet the demand for goods of this character. It is an improvement over those previously used for metal and it does not require

*Revised September 11, 1914
The Acheton Paint Co.*

STREET
RAILWAY

BRIDGES, STRUCTURAL WORK ETC.-CONT.

	per gal.
1998 Carbon Paint, Red Diamond Brand.....	12.5
The original, and still the best, carbon paint on the market.	
2006 Standard Bridge Paint P. M. S. Gray.....	13.0
2107 " " " Green.....	13.0
2108 " " " Red.....	13.0
2111 " " " Olive Green.....	13.0

Should be thinned with one gallon of pure boiled linseed oil to each gallon of paint. As near the quality of Methylate as the shades named will permit.

STREET
RAILWAY

MARINE

PAINTS

FIRST QUALITY OIL COLORS (PASTE).

Put up in 1, and 5, lb. cans, 22½ and 25, lb. pails.

BLACK.

	per lb.
Ivory Drop.....	21.5 15.
English Coach.....	21.5 15.
Sign Painters.....	19.2 17.
Lamp.....	21.6 16.

BLUE.

Prussian.....	21.8 36.
Ultramarine.....	21.9 19.

BROWN.

Raw and Burnt Turkey Umber.....	22.1 12.
" " " Italian Sienna.....	22.2 10.
Vandyke.....	22.5 14.

GREEN.

Paris.....	22.3 24.
Chrome, L. M. & D.....	22.4 15.
French Crown, L. M. & D.....	22.5 16.

RED.

Safron.....	22.6 17.
Orinoco Vermilion.....	22.7 18.
Eagles ".....	22.8 19.
" Rose Lake.....	22.9 20.
" " Pink.....	23.0 21.
Tuscan.....	23.1 22.
Bright Tuscan.....	23.2 23.
Permanence ".....	23.3 24.
Indina.....	23.4 25.
English Venetian.....	23.5 26.

YELLOW.

Chrome, L. M. O. & DO.....	23.6 27.
Golden Ochre.....	23.7 28.
Yellow ".....	23.8 29.

BLACKS

.18	Ivory Drop
.18	English Coach
.20	Sigma Painters.
.18	Lamp

BLU'S

.47	Prussian
.27	Ultramarine.

BROWNS

.16	Raw Turkey Umber,
.16	Burnt Turkey Umber
.17	Raw Italian Sienna
.17	Burnt Italian Sienna,
.16	Vandyke

GREENS

.32	Paris Green
.20	Chrome L M & D
.15	French Crown L M & D

RED'S

.36	Orinoco Vermilion
.36	English Rose Lake.
.24	English Rose Pink.
.23	Bright Tuscan
.21	Tuscan,
.18	Indian
.10	English Venetian
.51	Safety Red
.91	English Vermilion
.31	Permanent Tuscan

YELLOW'S

.27	Chrome L M O & DO
.17	Golden Ochre.
.10	Yellow Ochre
.15	GRADING COLORS

COLORS IN JAPAN (PASTE).
QUICK DRYING.

Put up in 1 lb. cans, 5 and 10 lb. pails, and press cans.

BLACK.		per lb.
Chemically Refined Lamp.	.179	26.
Ivory Drop, R. R.	.122	41.
" " R.	.175	26.
" " Special.	.120	17.

RED.		
American Vermilion	.242	21.
Carminc Striping	.1326	32.5
English Scarlet Lake, XXX	.140	32.5
" " Crimson " XXX	.140	32.5
" " Venetian	.126	19.
" " Vermilion, L. & D.	.144	26.
India, L. & D.	.124	21.
No. 40 French Carmine (Glaze)	.142	400
No. 40 French Carmine, (X lb. tubs) 47		net per doz. 1100
Permanec: Tuscan	.141	27.
Safety	.141	26.
Tuscan	.141	26.
Wine Color, B.	.141	26.

GREENS.		
Brunswick, D.	.1407	22.
Brunswick	.1407	22.
Chrome, L. M. & D.	.1407	22.
French Crown	.1407	22.
French Crown	.1407	22.
India, L. M. & D.	.1407	22.
Swedish, L.	.1407	22.
Very Dark	.1407	22.

Cobalt	.1407	66.
Coach	.1407	50.
Prussian	.1407	56.
Royal	.1407	52.
Ultramarine (Glaze)	.1407	11.

COLOURS IN JAPAN. (Cont'd)
QUICK DRYING.

BROWN.		per lb.
Raw and Burnt Umber.....	1.30-1.31	24
" " " Sienna.....	1.28-1.29	25
Metallic.....	4.00	21
Vandyke.....	1.22	24

WHITE.		
Flake.....	1.14	31
French Zinc.....	4.36	23
Ivory.....	4.38	24
Silver.....	1.13	25
White Lead.....	4.60	22

YELLOW.		
Cadmium.....	8.00	37
Chrome, L. M. O. & DO.....	1.38	21
Dutch Pink (Glaze).....	1.20	22
Gold Imitation.....	1.10	21
Golden Ochre.....	1.10	21
Naples.....	1.10	21
Yellow Ochre.....	1.10	21

THE SHERWIN-WILLIAMS FILLER. (PASTE.)
(FOR USE IN FILLING GAPS ON HARD WOOD)
Put up in 1 and 5 lb. cans.

		per lb.
Antique Oak.....	1.10	21
Golden Oak.....	1.10	21
Oak.....	1.10	21
Red Oak.....	1.10	21
Walnut.....	1.10	21

PREPARED GRAINING COLORS (PASTE.)
(FINELY GROUND IN LINSEED OIL.)
Put up in 1 and 5 lb. cans.

Ash.....	1.10	21
Cherry.....	1.10	21
Dark Oak.....	1.10	21
Light Oak.....	1.10	21
Maple.....	1.10	21
Mahogany.....	1.10	21
Walnut.....	1.10	21

STREET
RAILWAY

THE SHERWIN-WILLIAMS COLORS
DISTEMPER, (FRESCO) (PASTE).
GROUND IN WATER WITHOUT SIEVE. PUT UP IN
1 LB. GALLO GLASS JARS.

All regular colors..... per jar
..... 1/3

VARNISH STAIN LIQUID.
Put up in gal. cans.

per gal.
Cherry..... 2 1/2
Ebony..... 2 1/2
Golden Oak..... 2 1/2
Green..... 2 1/2
Ground..... 2 1/2
Mahogany..... 2 1/2
Oak..... 2 1/2
Rosewood..... 2 1/2
Walnut..... 2 1/2

OIL STAIN LIQUID.
Put up in gal. cans.

Same shades as above except Green..... 1 1/2

CHAMEL LIQUID.
Put up in gal. cans.

Black..... 2 1/2
Carmine..... 2 1/2
Fish..... 2 1/2
Ground..... 2 1/2
Lamp Glass..... 2 1/2
Light White..... 2 1/2
Light Yellow..... 2 1/2
Pine White..... 2 1/2
Rabbit Egg White..... 2 1/2
Rose Pink..... 2 1/2
Shell..... 2 1/2
Sea Green..... 2 1/2
Silver Gray..... 2 1/2
Vermilion..... 2 1/2
Willow Green..... 2 1/2

0007-SWP-042293

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Confidential Price List
Street Railway Dept.
For use of Salesmen only

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POWER HOUSE SPECIALTIES		

THE SHERWIN-WILLIAMS RAILWAY VARNISHES.

Finest Durable Railway Varnish,	per gal.	26.5
For finishing coats on cars. This varnish is very durable. A beautiful working piece of goods. It flows out smoothly and evenly and dries with a rich full gloss. Is pale in color.		
Durable Railway Body Varnish,	22.3	290
For finishing coats on cars. Has superior working qualities. Is a little quicker and harder drying than the above, however, it is exceedingly durable and will give entirely satisfactory results.		
Best Durable Railway Rubbing Varnish,	22.4	315
For under-coats on cars. Is tough and durable. Dries hard so that it can be rubbed in three days without danger of sweating.		
Durable Railway Rubbing Varnish,	22.5	26.5
For under-coats on cars. Works easily, hardens so as to rub in two days.		
Best Inside Railway Varnish,	23.5	26.5
For interiors of cars. A pale varnish. Works well under the brush. Dries and hardens quickly and with a full gloss. Can be rubbed. For best results use over The Sherwin-Williams Filler (paste).		
Best Car Seat Varnish,	23.5	26.5
Made expressly for varnishing wooden seats of cars which are exposed to the weather. Dries quicker and harder than finishing varnish, and is more durable than ordinary rubber varnish.		

THE S-W. RV. VARNISHES—Cont. *per gal*

S-W. Imperial Coach Japan..... *0.44 165*

Will dry oil in from 12 to 18 hours, and by itself on glass becomes dust free in 20 minutes. It does not become brittle and is an absolutely satisfactory article for use in the car shop. In the manufacture of rough stuff it shows a remarkable tendency to hold the filler in suspension indefinitely and it is so exceedingly elastic that it uniformly prevents cracking of the under coats. Its pale color makes it particularly adaptable for light colors.

Coach Painters Japan..... *0.44 140*

For drying and hardening paints and colors. Especially adapted for use of car painters. A thoroughly reliable article.

Coach Japan..... *0.44 140*

For use in oil colors. A strong and reliable drier which mixes perfectly with oil.

Railway Japan, No. 99..... *0.44 140*

A high grade S-W. Specialty which we wish to push for general railway use.

Railway Drier, No. 66..... *0.44 140*

A strong, reliable, economical and uniform drier which will mix readily with oil and will not curdle or separate. Only one part of No. 66 Drier to 20 parts raw linseed oil is required to secure perfect drying.

Durable Outside Depot Varnish..... *0.44 140*

A tough elastic varnish which will withstand the most severe exposure. Especially suitable for doors and all outside work.

Durable Inside Depot Varnish..... *0.44 140*

Adapted to all interior work. It is durable, flows out smoothly and evenly, and dries with an excellent gloss.

Durable Depot Floor Varnish..... *0.44 140*

This varnish is positively unexcelled. It dries over night and can be walked on next day. An extra day should be given where used on floors of crowded waiting rooms. It is tough and durable, will stand great wear and repeated scrubbing.

S.W.V. Chem. Rattazzi *East*
-0867

90

THE S. W. RY. VARNISHES—Conty per gal.

Finest Turpentine Asphaltum 1.40
A strictly pure turpentine asphaltum, made from finest black asphaltum and pure spirits of turpentine. For use on fenders, trolley poles, etc., where a good grade of asphaltum is desired.
Put up in 1 and 5 gal. cans, and bbls.

A Asphaltum 1.25
A low priced piece of goods for use on fenders, trolley poles, etc.
Low limit in barrels
Put up in 5 gal. cans, and bbls.

Fender Black 1.25
A popular black for fenders, draw-bars, etc., where a quick drying, high lustre black is desired at a moderate cost.
Put up in 1 and 5 gal. cans, and bbls.

Preano Drying Oil (Price subject to change)... 5.5
A thinning oil for freight car paint and similar articles, to be offered where it is desired to use some kind of a prepared oil, but should never be recommended in place of linseed. Best results are obtained when used one gallon of Preano Drying Oil to each gallon of linseed oil.
Put up in bbls.

Taxile (semi-liquid) 1.20
Saves time, labor and money. Will remain and act on upright surfaces and ceilings. Does not raise the grain, nor stain or injure in any way, wood surfaces on which it is applied. Brush on a thick coat; let stand 10 to 20 minutes, scrape and clean with benzine, gasoline or wood alcohol; apply a second coat before scraping if necessary on account of thickness of old paint and varnish.
Put up in 36, 48, 54 and gal. cans.

Shellac 1.25
For a first coat where shellac is usually used. It is better and more economical to use because it has greater covering capacity, is easy to apply, leaves no brush marks and is not affected by moisture. Use only one coat and follow with varnish.

MAKING

THE B-W. RY. VARNISHES—Cont.

Mission-lac.....0679.....per gal.

Answers the same purpose as shellac, used with wax, does not turn white when subjected to moisture, will not grow thick like shellac when used in draughts of air, works easily, does not show laps or streaks, dries dust free in 30 minutes, and hard in 3 to 4 hours.

Velvet Finish.....7539.....24"

For interior finishing reproduces the same effect as an oil rubbed job. Should be applied as a finishing coat over previous coats of varnish which have been used in bringing up surface. As there is no wax in composition can be refinished in same way.

INSULATING VARNISHES AND IMPREG-
NATING COMPOUNDS

Ajax Insulating Clear (Baking).....185.....7.11

Is a light colored baking varnish which can be used very satisfactorily for either brushing or dipping purposes. It is very elastic, has remarkable heat resisting and good penetrating and binding qualities. This varnish bakes in 6 to 7 hours at 150 to 200° Fahr. It will air dry in about 24 hours. If found too heavy in consistency, thin with benzene.

Ajax Insulating Black Elastic (Baking).....185.....7.11

Is a black baking varnish which possesses very high powers of insulation. It is very elastic and will retain its elasticity under long continued heat. Is oil and moisture proof and bakes in from 7 to 10 hours at 150 to 200° Fahr.

Ajax Insulating Black (Quick Baking).....185.....7.11

Is similar in general character to above except that it bakes quicker, viz., in from 2 to 3 hours at 150 to 200° Fahr. Is especially adapted where it is desired to turn work out in a short time. It has very good insulating qualities, is oil and moisture proof and very elastic for a quick baking varnish.

0128
 Ajax Vaseline Perf 2. Allc 11.5- 11.0-11

THE B.W. NY. VARNISHES—QUICK.
 Ajax Insulating Clear (Air Drying) 145 140 135
 Is similar in character to Ajax Clear Bk. line except that it will dry in 5 to 6 hours at 70° Fahr. without the necessity of baking. It is suitable for quick repairs and can be dipped or brushed. This varnish is oil and moisture proof and possesses high insulating qualities.

Insulating Black (Quick Air Drying) 135 130 125
 Is designed for use on repairs and can be either brushed or dipped. It dries sufficiently hard to handle in a half hour at 70° Fahr. without the necessity of baking. It is moisture proof and retains its flexibility under long continued use in service.

Oil Proof Core Plate Quick
 Is a quick baking oil proof varnish designed for use where oil proof core plate varnish is desired. It is suitable in oil and will not soften under heat, or become brittle and powdery. Dries in 2 to 5 minutes at 180° Fahr.

Core Plate (Air Drying) 115 110 105
 Is a quick air drying varnish designed especially for insulating laminated iron packages. A thin coating of this varnish will dry in one or two minutes and form a very hard, tough coating which will not soften up under heat. May be applied.

THE S-W. RY. VARNISHES—Cont.

Ajax Oil Proof Impregnating Compound.....^{per lb.} 11

Is designed especially for use in the vacuum drying and impregnating process of treating electrical coils. It is oil and moisture proof, has good insulating qualities, is chemically inert, will not attack the copper or injure cotton in any way. Coils treated are not affected by vibration or sudden jars. These goods have a drip point of 200 to 210° Fahr., and are quite fluid at 270 to 290° Fahr., which is as high a temperature as it is safe to run the treating tanks.

Ajax Impregnating Compound, Black.....^{per lb.} 11

Is of the same general character as Ajax Oil Proof Compound except that it is not a. solutely insulable in oil. Has good insulating qualities, is moisture proof, and as it is chemically inert will not attack the copper or injure cotton in any way. These goods have a drip point of 210 to 220° Fahr., and are quite fluid at 270 to 290° Fahr., which is as high a temperature as it is safe to run the treating tanks.

THE SHERWIN-WILLIAMS METHOD OF SURFACING CARS (Liquid).

Put up in 1 and 5 gal. cans.

S-W. Co. Car Primer.....	per gal.
" " Surfacers, Dark.....	2.65
" " " Light.....	2.65

The Primer is intended for first coat on new wood or on burnt-off cars. It should be allowed to stand two days, on the second of which the car may be primed. In most cases three coats of Surfacers should be applied, allowing a day for each coat. Use Surfacers Dark under reds, greens and all dark colors; Surfacers Light under yellows and light colors. Both Primer and Surfacers may be thinned with pure spirits of turpentine, using not more than a quarter pint to a gallon.

Sanding Surfacers, Dark.....	2.65
" " Light.....	2.65

Put up in 1 and 5 gal. cans.

We do not recommend these goods as being so durable as a rub system. They can be used, however, by those accustomed to sanding, with better results than other materials offered for use in the same way. They should be applied exactly as S-W. Co. Car Surfacers, the only difference being that sandpaper, instead of rubbing stone, is used for getting the surface.

CORNER & CAR WHITE LEAD. (PASTE)

Put up in 50 and 100 lb. kegs.

Finely pure white lead for general railway use, ground in a specially prepared and clarified pure raw linseed oil.

Body Leveling Coat, Yellow (paste).....	13
" " Red.....	13
" " Black.....	13
" " White.....	13

Put up in 5, 10 and 25 pound pails.
The Sherwin-Williams Body Leveling Coats are for use where a knifing system of surfacing is preferred. The color to be used depends on the color the cars are to be finished.

521	Extra Catch Green, Light	33
522	" " Medium	34
523	" " Dark	35
524	" " " "	36
525	" " " "	37
526	" " " "	38
527	" " " "	39
528	" " " "	40
529	" " " "	41
530	" " " "	42
531	" " " "	43
532	" " " "	44
533	" " " "	45
534	" " " "	46
535	" " " "	47
536	" " " "	48
537	" " " "	49
538	" " " "	50
539	" " " "	51
540	" " " "	52

SPECIAL TRACTION COLORS (QUICK DRYING PASTE)

Put up in 3 and 10 lb. pails and 5 lb. press cans.

Special Traction Green	53
" " Orange	54
" " Red	55
" " Yellow	56
Traction Red (round)	57

These are the new colors, each of its kind, made in press cans. It is desirable both from the customer's standpoint and our own that these be sold for car body work wherever possible.

HEAD LINING COLORS

Put up in 5 and 10 lb. pails; in press cans, in 5 lb. pails.

Head Lining White	740
" " Light Blue	741
" " Medium Blue	742
" " Dark Blue	743
" " Light Green	744
" " Medium Green	745
" " Dark Green	746
" " Light Yellow	747
" " Medium Yellow	748
" " Dark Yellow	749
" " Light Red	750
" " Medium Red	751
" " Dark Red	752
" " Light Purple	753
" " Medium Purple	754
" " Dark Purple	755
" " Light Brown	756
" " Medium Brown	757
" " Dark Brown	758
" " Light Grey	759
" " Medium Grey	760
" " Dark Grey	761
" " Light Black	762
" " Medium Black	763
" " Dark Black	764

These colors are selected with special reference to their adaptability for car ceiling work. Furnished in Japan or in vacuum.

TRUSS PLANK ENAMEL (LIQUID).

Put up in gal. cans.

2108 2.95-
2109 2.45

Is an easy working varnish paint. Will cover perfectly one coat over a previously painted surface, and is very durable. For use on truss planks, heater pipes, foot rails, etc.

TRUCK AND PLATFORM COLORS

(LIQUID & PASTE).

These colors are furnished, ready for use, in 3 grades, *Standard Truck Color in Enamel*, *High Gloss Truck Color* and *S-W Protective Truck Paint*. They are also furnished in paste form in *Japan*, and in all Japan and oil paste put up in 5 and 10 lb. pails.

Varnish, High Gloss and Protective grades put up in gal. cans.

Gal. No.	per lb. in 1 quart	per gal. in 1 quart	per gal. in 1 quart	per gal. in 1 quart
601	1.1	2.45	2.45	2.45
602	1.1	2.45	2.45	2.45
603	1.1	2.45	2.45	2.45
604	1.1	2.45	2.45	2.45
605	1.1	2.45	2.45	2.45
606	1.1	2.45	2.45	2.45

HARD ENAMEL BLACKS, ETC.

Hard Enamel Black in varnish (liquid) Put up in 1 and 5 gal. cans.

Drives quickly and hard with a beautiful enamel-like finish. For hand and guard rails, brake wheels, controllers and all such metal parts as require an excellent finish.

STREET CAR ROOF PAINT (LIQUID).
Put up in 1 and 5 gal. cans and bbls.

St. Ry. Cat. No.	A	B	per gal.
650 White.....	145	145	145
651	145	145	145
652	145	145	145
653	145	145	145
654	145	145	145
655	145	145	145
656	145	145	145
657	145	145	145
658	145	145	145

Very durable. Not affected by extremes of heat and cold. Suitable for canvas, wood and metal roofs.

9661 The Street Car Roof
FLOORS

VARNISH FLOOR COMPOSITION (LIQUID).
Put up in 1 and 5 gal. cans.

More superior to what has been offered for the purpose in the past. The liquid used is an exceptional hard varnish which dries with a high gloss and gives a tough, firm surface that will withstand the hardest usage.

STREET CAR FLOOR PAINT (LIQUID).
Put up in 1 and 5 gal. cans.

A little less in cost than the above, dries overnight with a hard, smooth surface, is free from tack and has great covering capacity.

St. Ry. Cat. No.	per gal. Var. Floor Comp.	per gal. St. Car Floor Pr.
659	140	140
660	140	140
661	140	140
662	140	140
663	140	140
664	140	140
665	140	140
666	140	140
667	140	140
668	140	140

STREET CAR ROOF PAINT (LIQUID)—Cont.

St. No.	Car No.	A	B	per gal.
664	9459	24.4	14.5	125
665	9459	24.4	14.5	125
666	9459	24.4	14.5	125
667	9459	24.4	14.5	125
668	9459	24.4	14.5	125

Very durable. Not affected by extremes of heat and cold. Suitable for canvas, wood and metal roofs.

STREET CAR FLOOR PAINT (LIQUID).

St. No.	Car No.	per gal.
669	9459	16.0
670	9459	16.0
671	9459	16.0
672	9459	16.0
673	9459	16.0

Put up in 4 and 5 gal. cans.

This is a superior quality of paint made especially for the purpose indicated. It dries over night with a hard, elastic surface and is a solvent free from tack. It has great covering capacity.

VARNISH STAIN (LIQUID).

St. No.	Car No.	per gal.
674	9459	16.0
675	9459	16.0
676	9459	16.0
677	9459	16.0
678	9459	16.0

Put up in 4, 5 and 5 gal. cans.

MASTER

95.

Can be twisted
25114 10 items

per lb.

WED GRAINING COLONS (M)

Put up in 3 and 5 lb. cans.

4

ALL INFORMATION CONTAINED HEREIN IS UNCLASSIFIED
DATE 08-14-2010 BY 60322 UCBAW

Put wine in 1 wood c can. cans. and bbls.

1

Put up in 1 and 5 gal. cans, and blds.

Put up in 1 and 5 gal. cans, and blds.

For inside and outside use on waiting rooms, offices, park pavilions and all buildings.

MADE WITH CARE

Low limit discount . . . 15% per cent.

(LIQUID & SEMI-PASTE,

Full strength 1 oz. 5 gal. cans, and imbls.

Boiled linseed oil to each gallon of paint.)

TARGET COLORS (LIQUID).

Put up in self-sealing quart cans.

Safety Red in varnish.....	36¢
" " " " " " " " " " " "	36¢
Target Black in Varnish.....	26¢
" Green " " " " " " " " " "	36¢
" White " " " " " " " " " "	36¢
" Yellow " " " " " " " " " "	26¢

Pot up in self-sealing quart cans.

A high gloss varnish finish. Permanent colours. Easy working and very durable.

RATTAN SEAT ENAMEL (LIQUID).

Put up in gal. cans.

put up in gal. cans.

per gal. 245

.....

For renovating rotten seats. Immitate the natural color. Dries hard over night. Under all ordinary conditions one coat will answer.

SPECIAL INTERIOR COLORS 'LIQUID'.

11/11/58 11:11 AM

ENAMELOID (LIQUID).

Pay up in full case.		Notes
1	1000	1000
2	1000	1000
3	1000	1000
4	1000	1000
5	1000	1000
6	1000	1000
7	1000	1000
8	1000	1000
9	1000	1000
10	1000	1000
11	1000	1000
12	1000	1000
13	1000	1000
14	1000	1000
15	1000	1000
16	1000	1000
17	1000	1000
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86	1000	1000
87	1000	1000
88	1000	1000
89	1000	1000
90	1000	1000
91	1000	1000
92	1000	1000
93	1000	1000
94	1000	1000
95	1000	1000
96	1000	1000
97	1000	1000
98	1000	1000
99	1000	1000
100	1000	1000

MANUSCRAFT STATION 4.0-2

Put up in gal. cans.

Regular Shaving

POWER HOUSE SPECIALTIES.

S-W. MACHINE PAINT (PASTE). Put up in 25 lb. pails, 100 lb. kegs, and 600 lb. For use as a priming coat on new engines or machinery where the surface is in smooth condition.

Steel Color—A, B, C, D, E	per lb.
Black	1.1
Red	1.1
White	1.1

Thin for use with pure spirits turpentine. If desirable to hasten the drying the necessary Japan should be added to the paint before thinning.

S-W. MACHINE FILLER (PASTE). Put up in 25 lb. pails, 100 lb. kegs, and 600 lb. For getting surfaces on rough work. Prime with S-W. Machine Paint. Then apply the Filler. It can be thinned with pure spirits turpentine for brush work or may be applied heavy with a broad glazing or putty knife.

Steel Color—A, B, C, D, E	per lb.
Black	1.1
Red	1.1
White	1.1

S-W. LUSTRAL ENAMELS (LIQUID).

Put up in 5 and 5 gal cans. A variety of colors of exceptional free work. See quality especially adapted for painting engines, dynamos, etc., where a rich elastic gloss finish is desired. Has large covering capacity. Dries in 6 to 8 hours.

Steel Color—A, B, C, D, E	per gal.
Black	1.1
Red	1.1
White	1.1

FURNACE BLACK (LIQUID).

Put up in 1 and 5 gal. cans, and barrels.

65.17 per gal. *21*

For parts of smoke stacks, boiler fronts,
etc., exposed to extreme heat.

FIRST QUALITY OIL COLORS (PASTEL)

Put up in 1 and 5 lb cans, 12 1/2 and 25 lb. pails.

BLACK.

Ivory Drop.....	2.14	15.
English Coach.....	2.15	15.
Sign Painters.....	1.02	11.
Lamp.....	2.16	16.

BLUE.

Prussian.....	2.16	19.
Ultramarine.....	2.17	19.

BROWN.

Raw and Burnt Turkey Umber.....	2.18	13.
" " Italian Sienna.....	1.11	11.
Vandyke.....	1.12	11.

GREEN.

Pine.....	2.19	14.
Chrome, L. M. & D.....	1.13	13.
French Green, L. M. & D.....	1.14	14.

RED.

Safety.....	2.20	15.
Occident Vermilion.....	2.21	16.
English ".....	2.22	16.
" Rose Lake.....	2.23	16.
" " Pink.....	2.24	16.
Tuscan.....	2.25	16.
Bright Tuscan.....	2.26	16.
Permanent Tuscan.....	2.27	16.
Indian.....	2.28	16.
English Venetian.....	2.29	16.

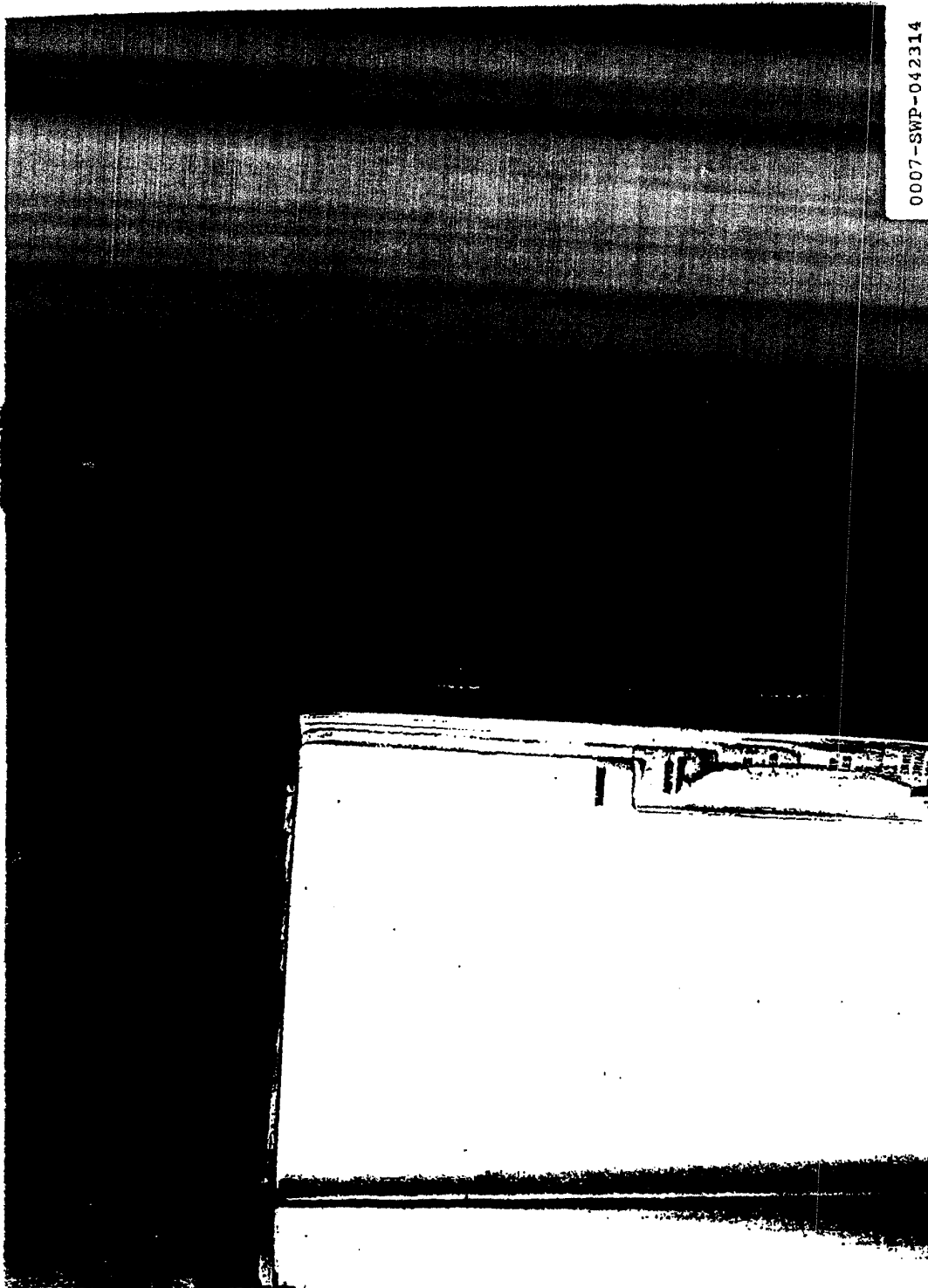
YELLOW.

Chrome, L. M. & D.....	2.30	17.
Golden Ochre.....	2.31	17.
Yellow ".....	2.32	17.

100

0007-SWP-042313

0007-SWP-000125702



0007-SWP-042314

0007-SWP-000125703

0007-SWP-042315

Confidential Price List
Marine Dept.

For use of Salesmen only.

 **THE SHERWIN-WILLIAMS CO.**
PAINT AND VARNISH MAKERS.
Chicago, Ill.
New York, N.Y.
Boston, Mass.
Philadelphia, Pa.
Pittsburgh, Pa.
Portland, Ore.
San Francisco, Cal.
Seattle, Wash.
St. Louis, Mo.
Tulsa, Okla.
Wichita, Kan.
London, Eng.

0007-SWP-000125704

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Marine Paint for Hulls.

(Liquid and Semi-Paste).

Put up in 1 and 5 gal. cans, and lbs.

CAT. NO.	PER GAL.
2800 White	3.27 145
2801 Black	4.01 115
2802	3.22 145
2803	3.62 145
2804	3.71 145
2805	4.71 145
2806	3.53 145
2807	4.56 145
2808	17.21 129
2809	14.11 129
2810	4.15 145
2811	5.25 145
2812	5.72 145
2813	5.72 145
2814	5.72 145
2815	5.72 145
2816	5.72 145
2817	5.72 145
2818	5.72 145
2819	5.72 145
2820	5.72 145
2821	5.72 145
2822	5.72 145
2823	5.72 145
2824	5.72 145
2825	5.72 145
2826	5.72 145
2827	5.72 145
2828	5.72 145
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2830	5.72 145
2831	5.72 145
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2834	5.72 145
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2837	5.72 145
2838	5.72 145
2839	5.72 145
2840	5.72 145
2841	5.72 145
2842	5.72 145
2843	5.72 145
2844	5.72 145
2845	5.72 145
2846	5.72 145
2847	5.72 145
2848	5.72 145
2849	5.72 145
2850	5.72 145
2851	5.72 145
2852	5.72 145
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2885	5.72 145
2886	5.72 145
2887	5.72 145
2888	5.72 145
2889	5.72 145
2890	5.72 145
2891	5.72 145
2892	5.72 145
2893	5.72 145
2894	5.72 145
2895	5.72 145
2896	5.72 145
2897	5.72 145
2898	5.72 145
2899	5.72 145
2900	5.72 145

Hull Paint, No. 2801 (Black) is made heavy enough in consistency to admit of thinning, by the addition of one gallon of pure boiled linseed oil to each gallon of paint.

Hull Paints Nos. 2802 and 2803 are semi-liquid and may be thinned for low coats by the addition of 3 parts of pure boiled linseed oil to each gallon of paint. The second and third coats with from 1 1/2 to 2 gallons of pure boiled linseed oil to each gallon.

We recommend for first coats the addition of about 1 part of pure spirits turpentine to the paints as used above. When one coat only is used, omit the turpentine.

The economy in the use of these goods can readily be seen, and for durability and beauty of finish they can be excelled.

Marine Paint for Cabins.
(Liquid).

Put up in 1 and 5 gal. cans, and bbls.

CAT NO.		PER GAL.
2806	.....	3.2 145
2814	.....	3.54 1.
2816	.....	3.57 8
2817	.....	3.60 7
2821	.....	3.75 7
2825	.....	3.72 7
2826	.....	3.76 7
2827	.....	3.77 7
2830	.....	3.78 7
2834	Black.....	3.77 7
2835	Gloss White.....	3.77 7
2836	Flat ".....	3.77 7
2837	.....	3.77 7
2840	Inside Gloss White (varnish).....	3.77 7
2841	.....	3.77 7
2843	.....	3.77 7
2849	.....	3.77 7
2870	.....	3.77 7
2894	.....	3.77 7
2895	.....	3.77 7
2896	.....	3.77 7
2897	.....	3.77 7
2898	Extra Heavy White.....	3.77 7

Naval Storehouse, New York 1880

These paints are for outside or inside work, of very high grade and of great body and covering power, and superior to any other in the market.

They can be scrubbed repeatedly without injury.

0007-SWP-042317

Marine Paint for Cabins.
(Liquid).

Put up in 1 and 5 gal. cans, and bbls.

CAT. NO.	PER GAL.
2806	3.12 145
2814	3.14 7
2816	3.57 7
2817	3.40 7
2821	3.75 7
2825	3.92 7
2826	4.16 7
2827	4.57 7
2830	4.70 7
2834	4.67 7
2835	3.75 7
2836	3.11 7
2837	4.75 7
2840	4.73 7
2841	3.57 7
2845	4.92 7
2849	4.11 7
2870	4.12 7
2894	3.33 7
2895	4.85 7
2896	4.76 7
2897	3.71 7
2898	3.54 7

These paints are for outside and inside work, of very high grade and of great body and covering power, superior to any other in the market.

They can be scrubbed repeatedly without injury.

514
514
514

Put up in gal. cans.

Price 7.15
We offer Yacht White Flints as the most durable and beautiful point for yachts that can be produced. Used according to directions, it dries quickly and hard with a glossy, durable and very white surface which cannot fail to meet the highest favor.

Legend:

Put up in $\frac{1}{4}$ gal., $\frac{1}{2}$ gal. and gal. cans.

Put up in $\frac{1}{2}$ gal., $\frac{1}{2}$ gal. and gal. cans.

[illegible]

...Special Enamel White...
...the whitest and best enamel white on the market.
...samples of Enamel above in the Catalogue are
...ready selected for marine use. They are suitable
...both exterior and interior application and represent
...of Goods that is thoroughly satisfactory in every

0007-SWP-042318

Marine Paint for Interiors (Enameloid.) (Liquid).

For Interior Paint.

Put up in $\frac{1}{2}$ gal., $\frac{1}{4}$ gal. and gal. cans.

Price PER GAL.

Is a varnish paint for ceilings and inside use, where a high gloss finish is desired.

Enameloid is the best paint of its kind at any where near the price.

It is made from good materials and ground very fine in specially prepared liquids, by powerful machinery.

It works remarkably easy; does not drag; can be applied by almost anyone. It cleans easily.

Enameloid comes in eighteen beautiful shades.

DIRECTIONS FOR USE.

Enameloid dries free from dust and tack in from six to eight hours. It can be rubbed in 48 hours.

Barge and Lighter Paint.

(Liquid.)

Put up in 1 and $\frac{1}{2}$ gal. cans.

	PER GAL.
1918 Red	
2911 Brown	
2913 Light Green	
2914 Green	
2915 Blue	
2916 Black	

This paint is made according to well tried formula and contains a proportion of Creosote, rendering it especially adapted for use on barges, lighters, etc., as it is not affected by salt water. It is well known that wood treated with Creosote is not subject to decay. It is also suitable for use on any other building material, such as iron, brick, etc.

Marine Paint for Side Lights.

(Liquid).

Put up in ½ pint self-sealing tin packages.

	PER Pkg.
Signal Red.....	21
" Green.....	21

These are bright, handsome colors. ½ pint package contains sufficient for painting the brackets that hold the side lights. This paint is ground in varnish and dries with a high gloss finish, which is easily wiped and kept clean.

Marine Paint for Decks.

(Liquid).

Put up in 1 and 5 gal. cans, and bbls.

CAT. NO.	PER GAL.
2875.....	74
2877.....	74
2878.....	74
2879.....	99.28
2882.....	74
2883.....	74

This is a superior quality of paint made expressly for the purpose indicated. It dries very quickly with a hard, elastic surface that is absolutely free from tack. It has great covering capacity and is low in price.

S-W. Paint and Varnish Remover.

(Semi-Liquid).

	PER GAL.
.....	74

Saves time, labor and money. Will remain and act on bright surfaces and ceilings. Does not raise the grain, nor stain or injure in any way wood surfaces on which it is applied. Brush on thick coat; let stand 10 to 15 minutes, scrape and clean with benzine, gasoline, wood alcohol; apply a second coat before scraping, necessary on account of thickness of old paint and finish.

Composition for Steel Bottoms. (Liquid).

The S. W. Co. Anti-Fouling Paint.

Put up in 1 and 5 gal. cans.

	PER GAL.
No. 1 first coat (Brown) anti-corrosive.....	2.75
No. 2 second coat (Red) anti-fouling.....	3.00

No. 1, first coat, should be applied over the bare iron or over a coat of red lead or good paint. It is an anti-rust paint, and is intended to preserve the iron or steel from rusting, and at the same time form a perfect under-coat for the No. 2, which contains the poison and anti-fouling properties. Both No. 1 and 2 are ready to use, easy of application, and work very freely under the brush. The No. 2, or finishing coat, is a handsome red in color and is in every way, we believe, the best anti-fouling paint in the market.

Copper Paint. (Liquid).

Put up in 1/2 gal., 1/4 gal. and 1 gal. cans.

Is prepared especially for preserving wooden bottoms from adhesive weeds, barnacles, etc. Numerous tests made prove our Copper Paint to contain a larger percentage of copper, and to be the best in the market.

Regularly made in the three colors named. Finely ground, works easily and brushes out well.

	Per 1/2 gal.	Per 1/4 gal.	Per 1 gal.
Red 406	1.15	1.15	1.15
Brown 402	1.15	1.15	1.15
Green 408	1.15	1.15	1.15

Metastatic.
(Semi-Paste).

Put up in 1 and 5 gal. cans and bbls.

This is one of the best articles ever turned out of our factory. Made especially for use on iron and steel surfaces. It is furnished in semi paste form and should be thinned with one gallon of pure boiled linseed oil to each gallon of paint.

	PER GAL.
Black.....	11.5
Brown.....	11.5

P. M. 5.
(Semi-paste).

Put up in 1 and 5 gal. cans, and bbls.

	PER GAL.
Gray.....	11.5
Green.....	11.5
Red.....	11.5
Olive Green.....	11.5

Furnished in semi-paste form and stands to be thinned as directed for Metastatic.

Marine White Lead and Marine White Zinc.
(Paste).

Put up in 25, 50, 100 and 250 lb. kegs.

Our Marine White Lead and Marine White Zinc are especially prepared for marine use, and are in all respects the best Lead and the best Zinc in the market for this purpose. They will be found to be very white, good body and very durable. They are more finely ground than most leads and zincs, and consequently will be found to be much more economical to use by reason of their better working and covering qualities and the increased surface they will cover. They are also especially prepared to resist the destructive action of water.

	PER LB.
Lead.....	1.0
Zinc.....	1.0

Marine Red Lead. (Liquid). 5477

Put up in 1 and 5 gal. cans, and bbls.

CAT. NO. PER GAL.
2849 (Pigment is strictly pure red lead)..... 17.0

The economy in the use of S.W. Liquid Red Lead on hulls, holds, smoke stacks, etc., lies in the fact that it does not get hard in the package and that consequently there is no waste. All liquid red leads in the market other than our own, unless used immediately, become hard in the package and subject the consumer to much loss, often as great as 25 per cent.

Equally adapted for structural iron work, bridges, etc.

Marine Paint for Smoke Stacks (Liquid).

Put up in 1 and 5 gal. cans, and bbls.

PER GAL.
Smoke Stack Black..... 7.65 16.5
" " Yellow, L.M.D..... 6.12 16.5
" " Red..... 4.23 16.5
" " Blue..... 6.31 16.5

A high grade heat-resisting paint, and far more durable over any other paint than any other in the market. U.S. Navy 6488 16.5

Marine Lustral Enamels. (Liquid).

Put up in 1 and 5 gal. cans.

U.S. Navy 26461 12.5
Vermilion..... 6.65 12.5
Maroon, car..... 6.40 12.5
Medium Blue..... 7.00 12.5
Green, light..... 6.50 12.5
" dark..... 6.50 12.5
Black..... 4.75 12.5

A varnish paint of exceptional free working quality, especially adapted for finishing engines, machinery, etc., where a rich, elastic gloss finish is desired. Has large covering capacity. Dries in 6 to 8 hours.

THE SHERWIN-WILLIAMS DRIERS, JAPANS, AND ASPHALTUMS.

	Gals.	U. S. Quarts	Per gal.	Per qt.	Per 100
Gold Size Japan	0.38	3.75	3.95	4.10	50
Special Coach Japan	0.46	4.60	4.80	4.95	50
Coach Painters	0.69	6.80	7.00	7.15	50
Quaker Drier	0.31	3.00	3.15	3.30	35
Paralene	0.24	2.40	2.50	2.60	30
Paralene (the Master Painter)	0.33	3.30	3.45	3.60	37
Paralene (the Master Painter)	0.33	3.30	3.45	3.60	37
Paralene Drier	0.33	3.30	3.45	3.60	37
East Tennessee Asphaltum	0.77	7.60	7.80	7.95	19
Asphaltum	0.73	7.20	7.40	7.55	16
Asphaltum	0.55	5.50	5.70	5.85	10

Trade Discount 2% per cent.

For price in 3 gallon cans deduct 10 cents per gallon from the price per gallon.
For price in 5 gallon cans deduct 10 cents per gallon from the price.
For price in 10 gallon cans deduct 10 cents per gallon from the price.
We make no charge for packages.

THE SHERWIN-WILLIAMS VARNISHES MISCELLANEOUS

	Gal.	5 Gal.	Quart.	Per gal.	Per can	Net wt.
White Enamel	0.5	2.5	1.25	1.25	1.25	1.25
Primer White Enamel	0.5	2.5	1.25	1.25	1.25	1.25
Double Wood Finish (Exterior)	0.5	2.5	1.25	1.25	1.25	1.25
" " (Interior)	0.5	2.5	1.25	1.25	1.25	1.25
Masonry	0.5	2.5	1.25	1.25	1.25	1.25
Extra Bond	0.5	2.5	1.25	1.25	1.25	1.25
Red Top Finish	0.5	2.5	1.25	1.25	1.25	1.25
Crystal Paint	0.5	2.5	1.25	1.25	1.25	1.25
Fluores White Enamel	0.5	2.5	1.25	1.25	1.25	1.25
No. 1 Universal	0.5	2.5	1.25	1.25	1.25	1.25
Universal Finish (Flat)	0.5	2.5	1.25	1.25	1.25	1.25
Black Drying Oil	0.5	2.5	1.25	1.25	1.25	1.25
Marble Finish (Flat)	0.5	2.5	1.25	1.25	1.25	1.25
Primer Hard Oil	0.5	2.5	1.25	1.25	1.25	1.25
No. 1 Union	0.5	2.5	1.25	1.25	1.25	1.25
Primer "	0.5	2.5	1.25	1.25	1.25	1.25
Extra Furniture	0.5	2.5	1.25	1.25	1.25	1.25
No. 1 "	0.5	2.5	1.25	1.25	1.25	1.25
Primer "	0.5	2.5	1.25	1.25	1.25	1.25
The S.W. Liquid Varnish	0.5	2.5	1.25	1.25	1.25	1.25
Shellac in liquid wood	0.5	2.5	1.25	1.25	1.25	1.25
First Quality Breasting Liquid	0.5	2.5	1.25	1.25	1.25	1.25
No. 1 Breasting Liquid	0.5	2.5	1.25	1.25	1.25	1.25
No. 2 Breasting Liquid	0.5	2.5	1.25	1.25	1.25	1.25
The S.W. Furniture Polish	0.5	2.5	1.25	1.25	1.25	1.25

In full measure half pint cans, per dozen.....\$3.25
Trade discount 2% per cent.

August 29

For engines, rad

16 pt.

Price per pkg. 17.
Is unaffected by most
lubricating oil—is also
easily applied and dries

5926 Bu

Put up in

The most permanent
known. It will hold un
known.

Red I

5926

Put up in 1 and

This is different from
that it is now so heavy
rapidly. It is easier
purpose a much better
hand.

Marine V

Put up in 1/2 gal

Cherry.....
Oak.....
Mahogany.....
Golden Oak.....
Walnut.....
Green.....
Ebony.....
Ground.....

Imitates the color of
ever light colored ra
Stains and varnishes at
can be obtained by the
ing the Stain.

Marine Varnishes. (Liquid)

Put up in 1 and 5 gal. cans.

Special Marine. 22.22. 26.5

A varnish for general purposes, and is made for both outside and inside use. It is remarkably easy working and it is very durable and elastic. It is excellent for outside doors, boats and other work where a good, tough varnish is necessary. Dries dust free in 8 to 10 hours, hard in from 36 to 48 hours.

Durable Spar. 26. 340

Intended for use on steamships, yachts, boats, canoes, outside doors, bath rooms, kitchens, etc. It will stand severe exposure to salt spray or other moisture longer than any varnish made. Dries dust free in from 8 to 10 hours and hard in from 36 to 48 hours.

No. 3 Furniture. 25.7 1.7

A reliable varnish for furniture and general inside use.

Marine Durable Floor. 6.7

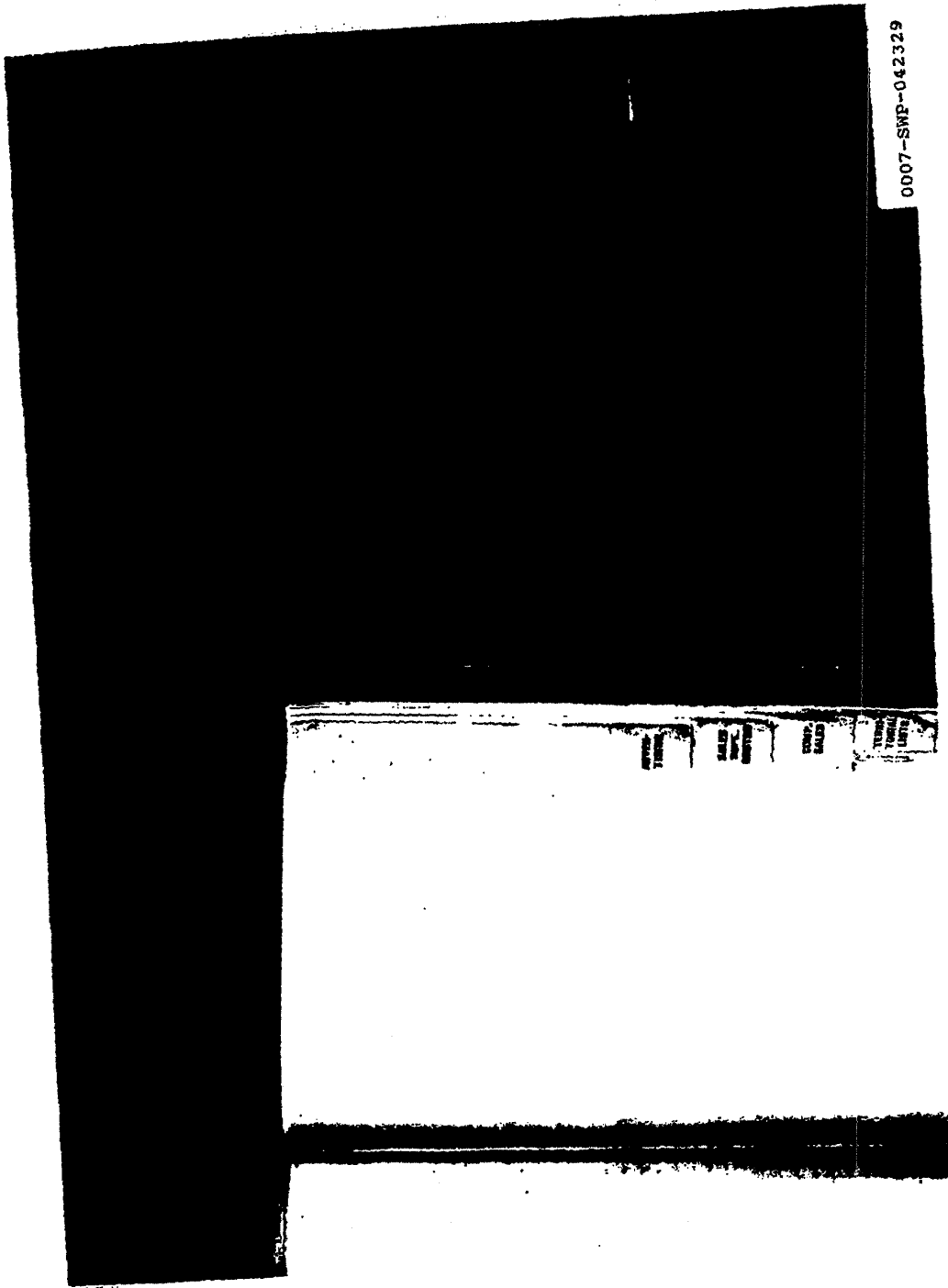
A perfect floor finish. It is tough, elastic, and under foot wear will not scratch or wear. It is also suitable for linoleum, oil cloth, etc. It works well, does not swell under the brush and wears with a tough, wear-resisting gloss. It dries dust free in about 8 hours and can be walked on the next day, although for best results two days should be given.

Marine Interior Finishing. 2.2 9.5

The most durable interior finish that can be procured.

C 3 M -	101	Rt. Cabt. & Sub. Pl.	5772
2579 -	102	Outside Jack	R 9485
456	103	" Hand Lins	9494
470	104	" Mast, boom,	9493
408	105	" Mast. 21"	460
	106	Aluminum	29
	107	Hinged Rod	507
	108	" Frame	505
	109	Water Cons. Can. Box	5726
	110	Out. a. Re. One UK	406
	111	Base & Sutter	9773
349	112	Out. White	9488
350	113	Re. Flat	9489
	114	S.S. Box	7145
	115	Spec. Hk Van. "K"	01
	116	Re. Van. etc.	483

When properly applied should give satisfactory results. (the character material being such as to warrant the claim). Recommended however that all coats be tempered with a reasonable amount of pure raw linseed oil approximately about the percentage which we regularly recommend in the Flat-Tone color card for second coat work, and it is also suggested that the foundation of priming coats over which the goods are applied, be of best character.



0007-SWP-042329

1908 ADVERTISING

On the Ordering and Distributing of Advertising

THIS list comprises our entire line of advertising for distribution to and through the agent.

In addition we are ready to do extensive direct advertising or follow-up work through the mail on the agents' lists of *Painters, Property Owners, Contractors and Builders, Architects, Etc.*

We also furnish a special service of advertisement writing, supplying good copy for any other line of business as well as paint. This "Special Ad Service," coupled with our regular XY electro, is one of the strongest advertising helps an agent can get.

The listed features, together with the direct mail advertising and other special work just mentioned, represent over 70 per cent. of our entire advertising appropriation, leaving us less than 30 per cent. to be devoted to national magazine advertising, national bulletins and signs, the C. & M. Railway, Street Railway, and Marine advertising, and the advertising we do through the mail and trade papers to help land new agents.

In the entire 100 per cent. of our appropriation we have not allowed one cent for the payment of newspaper space, program advertising, printing of stationery, or any of the other special advertising privileges that are so often asked for by the agents. We have cut them out—not because we do not consider them good advertising, but because we cannot afford to return our appropriation one dollar further; we have already put on our list all the good advertising we feel we can afford to do. If we make provision for such special concessions we would have to cut out some of our present advertising methods, and we are not willing to do that because we consider our present methods a better business investment from every point of view.

In talking advertising to agents the represent-

SALES
DEPT.

COMP.
SALES

THE
ADVERTISING

SALES
AND
ADVERTISING

ative must discourage all special propositions. It is easier for you to handle the matter personally than for the office to do so by letter. But if you have to put it up to the office, be careful not to make any half promises to the agent or give him any ground for hope—it will only make him more disappointed when he hears from us.

Within the last five years the policy of the Company regarding special concessions and allowances has become more fixed than ever and we want the co-operation of the representatives in turning down the requests.

It is our intention to be liberal in the distribution of advertising, but not wasteful. Liberality with an agent who uses his advertising as it should be used is a good investment; liberality with an agent who misuses his advertising is waste.

Learn to know who your good advertisers are and see that they are properly supplied with our regular features.

But don't let the poor advertiser impose on you—he'll take all you give him.

The advertising that we save on the poor advertiser gives us more to be liberal with for the good advertiser.

Don't order show cards or hangers unless you see the agency has the "show card habit." Some stores never display them; others always do.

Don't order booklets and enclosing slips unless you know the agent uses them systematically.

Don't order MM's if the agent wants the low one.

Don't order the AA's unless it is for use at roadside display. We don't want them in front of the agent's store. The MM's and MM's are for that purpose.

Don't order anything just for the sake of making a showing to impress the agent. Remember because you know it will be used and for the goods. The agent who is lukewarm about advertising will be just as well satisfied with color cards and a show card or two, as he will be with a long list. Give him a little and try to train him into an advertising spirit.

Remember that you are responsible for the manner in which 70 per cent. of our advertising expense is distributed. You can waste a great deal of money in careless ordering.

Think twice before you order.

We fear that many representatives do not present the advertising in our proposition as completely and effectively as it can and should be presented.

Always carry in your outfit the Photo Portfolio showing photographs of our display features—the show cards, signs, hangers, canons, window displays, etc.

Have the P's Advertising Portfolio with you also, in order that you may convince the prospect of the size and scope of our national magazine advertising, the "E" spring calendar, circular, the property owners' letters, the promoting we do to painters, architects and others, and the splendid advertising we supply the agent for his own use—the XY electrotypes, the booklets and enclosing slips for counter distribution, the posters, etc.

The representative's outfit has been reduced in weight and there is now no reason why these portfolios—the most essential features in BPA work—should be omitted.

Understand thoroughly the great advantages of our advertising over competitors—then you can easily make your prospect understand your proposition as you see it.

L. R. GAYNE,
Advertising Manager.

SALES
DEPT.
BOSTON

COMP.
SALES

TYPE
YOUR
LISTS

WEEKLY
AND
AD
REPS

0007-SWP-042334

For Distribution to SPECIALTY TRADE

The following items are for special work, and should be supplied only when there is a good prospect for business. They are not for distribution to dealers, except where goods are handled:

C. & M.

B-57—Catalogue of Paints, Varnishes and Colors for Manufacturing Trades. (Replaces A.I.P. catalogue.)

AK—Sample Folder. A. I. P. Primer.

AL— " " " Vermillion.

AM— " " " Varnish Colors.

AJ— " " " Lucifer Reds.

PF—Premier Non-Fading Red Sample Folder.

PM—Metallic No. 9, paste form.

PM—Sample Folder. Metallic No. 9.

OS—Sample Folder. Metallic No. 9.

B-58—Catalogue of "Protective Paints for Metal Surfaces."

PM—Color Card full line Protective Paints for Metal Surfaces.

ED—Manufacturing Industries Window Sample Booklet.

AB—Manufacturing Industries Window Sample Booklet.

B-59—List of new and improved paints for every use to meet, Engineer and Manufacturer demands. Sent only on approval of manager.

CV—Carriage Varnish Price List.

OM—Sample folder. Oil Proof Machine Paint.

MP—Sample Folder. Machine Paint.

LC—Sample Folder. Locomotive Paint.

OL—Sample Folder. Oil Proof Locomotive Paint.

KP—Sample Folder. Keg Paint.

TT—Sample Folder. Tinsmiths, Tankers, and Crane Arm Paint.

OP—Sample Folder. Oyster Bucket Paint.

S—Sample Folder. Structural and R. 6000 Paint.

AR—Sample Folder. Non-Corrosive Acid Resisting Paint.

GZ—Sample Folder. Galvanized Iron Primer.

AT—Sample Folder. Arden and Peacock.

CC-11—Sample Folder. Mine, Mill and Factory Colors.

EP—Sample Folder. Elevator Paint.

B-33—Booklet on Enamelizing.

CC-9—Sample Folder. Flat-tone.

B-47—Ajax Insulating Varnish Catalogue.

B-43—Contracting Painters' Catalogue.

RAILWAY.

RC—Railroad Catalogue.

RA—Sample Folder. Inside Floor Paint for Railway use.

RI—Sample Folder. Inside Wall and Ceiling Colors for Railway use.

RH—Sample Folder. P. M. Freight Car Paint.

RJ—Sample Folder. Target Colors in Varnish.

RD—Depot Paint Booklet.

STREET RAILWAY.

SC—Street Railway Catalogue.

RE—Rotten Seat Enamel Sample Card.

MARINE.

MC—Marine Catalogue.

MT—Tin Sign.

CQ—Cooper Paint Display Card.

MA—Sample Folder. Marine Paint for casers.

MH— " " " for hulls.

MD— " " " for decks.

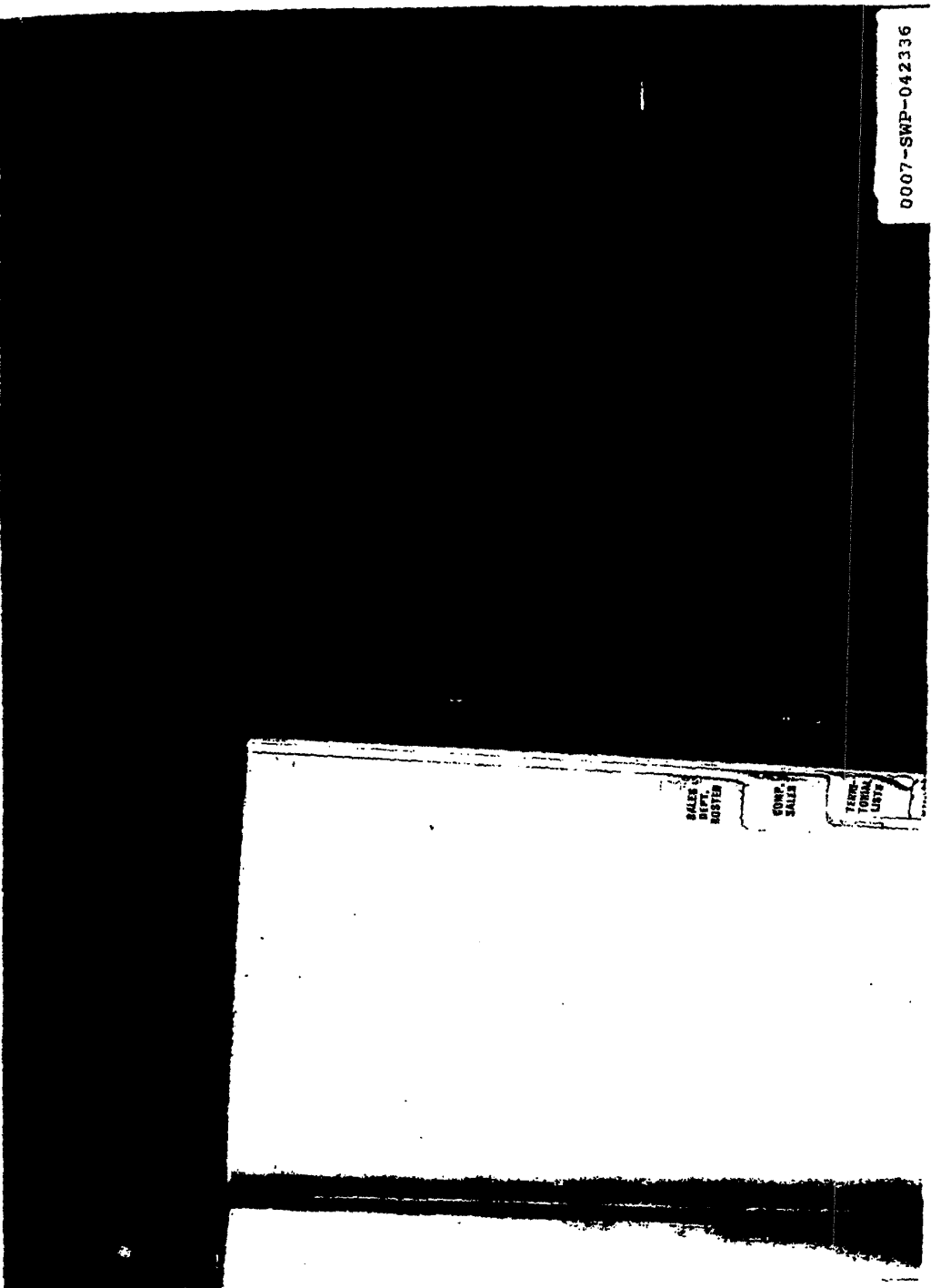
ME— " " " for hangers and lighters.

SAMPLE
DEPT.
PRINTING

COMP.
SALES

TERMS
FOR
LISTS

NAME
AND
ADDRESS



0007-SWP-042336

SALES
DEPT.
BOSTON

COMP.
SALES

TELE-
PHONE
LISTS

Salem's Roster

THE SHERWIN-WILLIAMS CO.

H. A. Sherwin, President.
W. H. Cunningham, Vice Pres. & Genl. Mgr.
S. P. Farn, Sec'y and Treas.



1908

COMP. SALES

TRADE MARK
REGISTERED
PATENTED

0007-SWP-042337

0007-SWP-000125726

SALES ORGANIZATION CENTRAL DISTRICT

CLEVELAND SALES DIVISION. General Offices and Factory, 401 Canal Road, N. W., Inc. Tel. Main 1671; Cuyaboga Central 608-7776.

CINCINNATI DEPOT. Office and Warehouse, 489 Pioneer St., Tel. Canal 160.

BUFFALO DEPOT. Office and Warehouse, 61 Pearl St., Tel. Seneca 6.

WESTERN DISTRICT

CHICAGO SALES DIVISION. General Offices and Factory, Pullman Bldg., Tel. Westworth 866. City Office, 632 Railway Exchange Bldg., Tel. Harrison 520.

NORTHWESTERN SALES DIVISION. (Minneapolis.) Office and Warehouse, 119-121 Second St., North. Tel. Twin City 2863; Northwestern 22982.

ST. LOUIS SALES DIVISION. Office and Warehouse, Second and Clinton Sts., Phone Tyler 1539.

SOUTHWESTERN DISTRICT

KANSAS CITY SALES DIVISION. General Offices and Warehouse, 1409 St. Louis Ave., Tel. Bell 319; 319. Home 1409.

TEXAS SALES DIVISION. (Dallas.) Office and Warehouse, 177-179 Swiss Ave., Tel. Har 1912.

OMAHA SALES DIVISION. Office and Warehouse, 1209-1210 Harney St., Tel. Har 3040.

ATLANTIC COAST DISTRICT

NEWARK SALES DIVISION. General Offices and Factory, Brown St. and Center Ave., Tel. 1790, 1791, 1792 New ark.

NEW YORK. City Office, 67 Broadway, Tel. Rector 2313.

SAVANNAH SALES DIVISION. Office and Warehouse, 141 Wheaton St., Tel. Georgia 2803.

ATLANTIC COAST DISTRICT—CONT.

CENTRAL ATLANTIC SALES DIVISION. (Philadelphia.) Delaware Ave. and Chestnut St., Tel. Keystone 180; R.H. 2047.

NEW ENGLAND SALES DIVISION. (Boston.) Office and Warehouse, 11-13-15-17 Stillings St., Tel. Main 1648.

PACIFIC COAST DISTRICT

FRANCISCO SALES DIVISION. General Offices and Warehouse, 149-147 Second St., Tel. Temporary 2451.

OAKLAND SALES DIVISION. Office and Warehouse, 188-190 Second St., Tel. Main 6284.

ATTLE DEPOT. Office and Warehouse, 1018 Western Ave., Phone Main 1645.

LOS ANGELES SALES DIVISION. Office and Warehouse, 319-314 So. Los Angeles St., Tel. Home A-3554 and Sunset Main 242.

SAN DIEGO DEPOT. Office and Warehouse, 751 Sixth St., Tel. Sunset Main 195 and Home 1129.

CANADIAN DISTRICT

CENTRAL SALES DIVISION. General Offices and Factory, 415 Centre St., Tel. Main 1007.

OTTAWA DEPOT, TORONTO. Office and Warehouse, 28 York St., Tel. Main 181.

WINNIPEG SALES DIVISION. Office and Warehouse, Leinster Ave., Tel. Main 1007.

ENGLISH DISTRICT

LONDON, ENG. Office, 11 Well Court, Queen St. E. C.

RAILWAY SALES DEPARTMENT

MAIL ADDRESS:
ALBANY, N. Y. Albany Sales Dept., East 4th St., Albany, N. Y.
MADISON, WIS. Madison Sales Dept., West 4th St., Madison, Wis.
KANSAS CITY, MO. Kansas City Sales Dept., 1209-1210 Harney St., Kansas City, Mo.
ST. LOUIS, MO. St. Louis Sales Dept., 119-121 Second St., St. Louis, Mo.

MARINE SALES DEPARTMENT

Richardson, E. M., Mgr., Cleveland, 401 Canal Road.

COMP. SALES

TERMINAL LIST

HAND AND ADDRESS

GENERAL SALES DEPARTMENT

A. E. Squires, Manager, Cleveland, 601 Canal Road.
 CARRIAGE & MANUFACTURERS' SALES DEPT.
 W. J. Southerland, Manager, Cleveland, 601 Canal Road.
 23 Moore, D. J., Cincinnati, Ohio, 600 Pioneer St.
 20 Jacobs, C. A., Cleveland, 601 Canal Road.
 21 Koss, J. M., "

VARNISH SALES DEPARTMENT

W. W. Moushyn, Manager, Cleveland, 601 Canal Road.
 19 Mitchell, B. N., Cleveland, 601 Canal Road.
 18 Wright, G. S., Cleveland, 601 Canal Road.
 17 Wright, E. W., "

STREET RAILWAY SALES DEPARTMENT

E. M. Williams, Manager, Cleveland, 601 Canal Road.
 16 Biqu, H. E., Cleveland, 601 Canal Road.
 15 "

LARGE CITY SALES DEPARTMENT

J. F. Hawes, Manager and General Supervisor, Cleveland, 601 Canal Road.

DRY COLOR SALES DEPARTMENT

H. M. Amsy, Sales Manager, Chicago, Pullman Station.

DISTRICT ORGANIZATION

Asst. Sales, General District Manager to U. S.

CENTRAL DISTRICT

CLEVELAND SALES DIVISION
 General Office and Factory, Cleveland, O., 611 Canal Road.
 R. W. Stephenson, Sales Manager.

TRADE SALES DEPARTMENT

1. Cline, W. N., Cincinnati, Ohio.
 2. Burke, F., Cleveland, 601 Canal Road.
 3. Anderson, C. F., Lexington, Ky.
 4. Brecken, D. E., Cleveland, 601 Canal Road.
 5. McCallum, H., Buffalo, 47 Pearl St.
 6. Larrabee, E. A., Cleveland, 601 Canal Road.
 7. Bokman, R. H., "
 8. Smith, R. F., "
 9. Martin, C. Z., Dayton, 107 N. Ave.
 10. Carpenter, C. M., Buffalo, 47 Pearl St.

TRADE SALES DEPARTMENT—CONT.

11. Hake, R., Cleveland, 601 Canal Road.
 12. Tordoff, J. L., Cincinnati, 420 Pioneer St.
 13. Jacobus, H. C., Cleveland, 601 Canal Road.
 14. Kopp, H. M., Detroit, 140 H. Ave.
 15. Reisinger, J. B., Warren, Pa., 1208 Penn. Ave.
 16. Collins, C. H., Knoxville, Tenn.
 17. Moore, W. D., Rockaway, N. Y., Canal Road.
 18. Tompkins, F. A., Rochester, 20 Shiller St.
 19. McGinnis, J. E., Toledo, 2214 Scottwood Ave.
 20. "

ARCHITECTURAL & ENGINEERING DEPT.

21. Gil, J. I., Cleveland, 601 Canal Road.
 22. Parfield, H. B., "
 23. Brecken, C. F., Cleveland, 601 Canal Road.
 24. Wells, H. C., "
 25. Merrill, A. N., Buffalo, 47 Pearl St.
 26. Hill, N. E., Cleveland, 601 Canal Road.

CINCINNATI DEPOT

Office and Warehouse, 420 Pioneer St., Cincinnati, Ohio.
 L. E. Schwarz, Supt.

BUFFALO DEPOT

Office and Warehouse, 67 Pearl St., Buffalo, N. Y.
 A. Canist, Supt.

WESTERN DISTRICT

E. F. Myers, Manager, Chicago, Pullman Station.
 E. B. Stewart, Supervisor, Chicago, Pullman Station.

CHICAGO SALES DIVISION

General Office and Factory, Chicago, Pullman Station.
 Chicago City Office, 632 Railway Exchange Building.
 R. W. Supt. Manager.

TRADE SALES DEPARTMENT

Colquhoun, W. F., Grand Rapids, Mich., 365 Morris Ave.
 Robinson, P. E., Chicago, Pullman Station.
 Merck, H. J., Madison, Wis., 1225 Jenner St.
 Reiter, C. S., Chicago, 6013 Ridge Road Ct.
 Brown, R., Chicago, Pullman Station.
 Gray, D. G., Paris, Ill., 1001 Knoxville Ave.
 Gray, J. W., Chicago, Pullman Station.
 Ballard, A. W., Otero, W. Va., Box 201.

TRADE SALES DEPARTMENT—CONT.

181 Menassa, G. J. Des Moines, Ia., 2023 Ingersoll Ave.
 182 Roberts, W. M. Chicago, 629 Railway Exch. Bldg.
 184 Fienner, M. Fullman Station.
 184 Gray, F. K. Cedar Rapids, Ia., Allison Hotel.
 184 Spron, F. A. Chicago, Fullman Station.

ARCHITECTURAL AND ENGINEERING DEPT.

129 DeVos, L. L. Chicago, 632 Railway Exch. Bldg.

CARRIAGE AND MANUFACTURERS' SALES DEPT.

J. O. HANSON, Sales Manager.
 113 Williams, J. H. Chicago, 632 Railway Exch. Bldg.
 122 Kane, W. H. " " "
 126 Quinn, L. E. Milwaukee, Wis., 507 Junius Place.
 140 Sullivan, E. " " "
 143 Anderson, J. W. Chicago, 1147 Sheridan Road.

NORTHWESTERN SALES DIVISION

Office and Warehouse, 119-121 Second St., North, Minneapolis
 J. P. COLEMAN, Sales Manager.

TRADE SALES DEPARTMENT

107 Fischer, W. C. Minneapolis, 119 Second St., N.
 108 O'Neill, P. H. Minneapolis, 119 Second St., N.
 110 Boudie, T. M. Minneapolis, 119 Second St., N.
 114 Matnerud, O. Fargo, N. D., Metropole Hotel.
 120 Bennett, C. F. Merriam Park, Minn., 490 Leeward Ave.
 124 Bennett, V. F. Minneapolis, 119 Second St., N.
 129 Deane, F. W. " " "
 129 Randall, F. A. " " "

CARRIAGE AND MANUFACTURERS' SALES DEPT.

117 Cawstock, E. F., Jr. Minneapolis, 119 Second St., N.

ST. LOUIS SALES DIVISION

Office and Warehouse, Second and Clinton Sts., St. Louis
 T. L. HURCE, Sales Manager.

TRADE SALES DEPARTMENT

122 F.
 199 Hammond, W. V. Little Rock, Ark., 2404 W. 10th St.
 121 Beale, B. F. " " "
 119 Hight, C. T. St. Louis, Second and Green Sts.
 122 Overstreet, J. D. " " "
 123 Long, H. F. Quincy, Ill., 1468 Vermont St.
 127 Krimbill, M. S. St. Louis, Second and Clinton Sts.
 129 King, L. C. " " "
 121 Richardson, R. H. " " "
 123 Bush, F. A. " " "
 125 Miller, M. M. " " "

CARRIAGE AND MANUFACTURERS' SALES DEPT.

127

SOUTHWESTERN DISTRICT

B. Jettis, Manager, Kansas City, Mo., 1400 St. Louis Ave.

KANSAS CITY SALES DIVISION

General Office and Warehouse, Kansas City, Mo.,
 1400 St. Louis Ave.
 T. B. Gault, Sales Manager.

TRADE SALES DEPARTMENT

MAIL ADDRESS.
 101 Robertson, W. M. Kansas City, Mo., 1400 St. Louis Ave.
 102 Cannon, B. B. Kansas City, Mo., 1400 St. Louis Ave.
 104 Sevier, H. B. Wichita, Kansas, 529 N. Market St.
 104 Clark, E. J. Kansas City, Mo., 1400 St. Louis Ave.
 106 Cannon, K. K. Kansas City, Mo., 1400 St. Louis Ave.
 108 Barker, W. H. Abilene, Kansas.
 108 Shepherd, E. K. Kansas City, Mo., 1400 St. Louis Ave.
 110 Britton, F. L. Kansas, 316 S. Colfax Ave.
 110 Lewis, B. C. Kansas, D. F. in Independence Mo.
 112 Purser, C. C. Kansas City, Mo., 1100 St. Louis Ave.
 114 Johnson, W. B. Coffeyville, Mo., 201 Olive St.
 116 McNair, R. E. San Luis City, Cal., 500 So. 3rd St.
 118 Arnold, C. M. Denver, Colo., 1012 Pearl St.

CARRIAGE AND MANUFACTURERS' SALES DEPT.

109 Graves, R. L. Kansas City, Mo., 1400 St. Louis Ave.
 110 Jordan, D. C. Kansas City, Mo., 1400 St. Louis Ave.

DALLAS SALES DIVISION

Office and Warehouse, 27-29 Texas Ave., Dallas, Texas.

I. V. WATSON, Sales Manager.

TRADE SALES DEPARTMENT

109 Pope, J. H. Dallas, Texas, 127-129 Swiss Ave.
 110 Tinsdell, L. J. Waco, Texas, 205 Washington St.
 112 Donnelly, E. S. Dallas, Texas, 127-129 Swiss Ave.
 114 Harris, S. S. " " "
 116 Carson, C. E. Ft. Worth, Texas, 455 Jackson St.
 118 Patterson, Y. Dallas, Texas, 127-129 Swiss Ave.

OKLAHOMA SALES DIVISION

Office and Warehouse, Okla. Bldg., 1315-1317 Thirney St.
 W. W. HARVEY, Sales Manager.

CARRIAGE & MANUFACTURERS' SALES DEPT.
MARCY, L. W. Worcester, Mass., Box 314.
ARCHITECTURAL & ENGINEERING DEPT.
BENT, H. B. Boston, 11 Seeling St.

SAVANNAH SALES DIVISION
Office and Warehouse, 745 Watson St., Savannah, Ga.
W. M. FOSDYKE, Sales Manager.

0007-SWP-042341

PACIFIC COAST DISTRICT

L. W. Walscott, Manager, San Francisco, Cal.
149-157 Second St.

SAN FRANCISCO SALES DIVISION

General Offices and Warehouse, 149-157 Second St.,
San Francisco, Cal.
Sidney W. Smith, Sales Manager.

TRADE SALES DEPARTMENT

TELEPHONE	NAME	MAIL ADDRESS
503	Lilley, W. H.	San Francisco, 149 Second St.
504	Felch, C. E.	" " " "
505	Latham, W. A.	" " " "
507	Arnold, R.	" " " "
510	Carter, W. E.	" " " "

RAILWAY SALES DEPARTMENT

515 Parsons, E. R., San Francisco, 140 Second St.
Sales Manager

PORTLAND SALES DIVISION

Office and Warehouse, 148 Second St., Portland, Ore.
W. J. Board, Sales Manager.

TRADE SALES DEPARTMENT

TELEPHONE	NAME	MAIL ADDRESS
500		
501	Carter, E. A.	Portland, 148 Second St.
502	Stewart, E. E.	Portland, 148 Second St.
503		
504	Thompson, J.	" " " "
505	Wright, C. W.	" " " "
506	Wright, L. E.	" " " "

SEATTLE DEPOT

Office and Warehouse, 1728 Western Ave., Seattle, Wash.
C. W. Wright, Supt.

LOS ANGELES SALES DIVISION

Office and Warehouse, 313-311 So. Los Angeles St.,
Los Angeles, Cal.
E. A. Baulett, Sales Manager.

TRADE SALES DEPARTMENT

TELEPHONE	NAME	MAIL ADDRESS
510	Wright, C. E.	Los Angeles, 313-311 So. Los Angeles St.
511	Knighton, J. O.	Los Angeles, 313-311 So. Los Angeles St.
512	Barrill, G. W.	Los Angeles, 313-311 So. Los Angeles St.
513	Barlow, S. C.	Los Angeles, 313-311 So. Los Angeles St.

SAN DIEGO DEPOT

Office and Warehouse, 751 Sixth St., San Diego, Cal.
J. B. Kutz, Supt.

CANADIAN DISTRICT

C. C. Ballantyne, Manager, Montreal, 839 Centre St.

MONTREAL SALES DIVISION

General Offices and Factory, 639 Centre St., Montreal, Que.
E. C. Buco, Sales Manager.

TRADE SALES DEPARTMENT

TELEPHONE	NAME	MAIL ADDRESS
502	Boomer, C. E.	Toronto, 88 York St.
503	Johnson, R.	Montreal, 639 Centre St.
504	Thomas, C. A.	Berlin, Ont.
505	Thomson, J. R.	Montreal, 639 Centre St.
506	Downing, W. J.	" " " "
507	Derouin, J. A.	" " " "
508	Benson, J. W.	Toronto, 88 York St.
509	Cowley, A. E.	London, Ont., 917 Lorne Ave.
510	Crevier, D.	St. Theres de Blainville, Que.
511	Whalen, J. J.	Vancouver, 1635 Haro St.
512	Archibald, E.	Montreal, 639 Centre St.
513	Auger, J. E.	Paris, Ont.
514	McMahon, J. J.	Paris, Ont.
515	Vauclon, R.	Montreal, 639 Centre St.
516	Nyan, J. F.	" " " "

CARRIAGE AND MANUFACTURERS' SALES DEPT.

Mason, R. C., Toronto, 88 York St.
Markham, J. J., London, Ont., 126 Albert St.

ONTARIO DEPOT

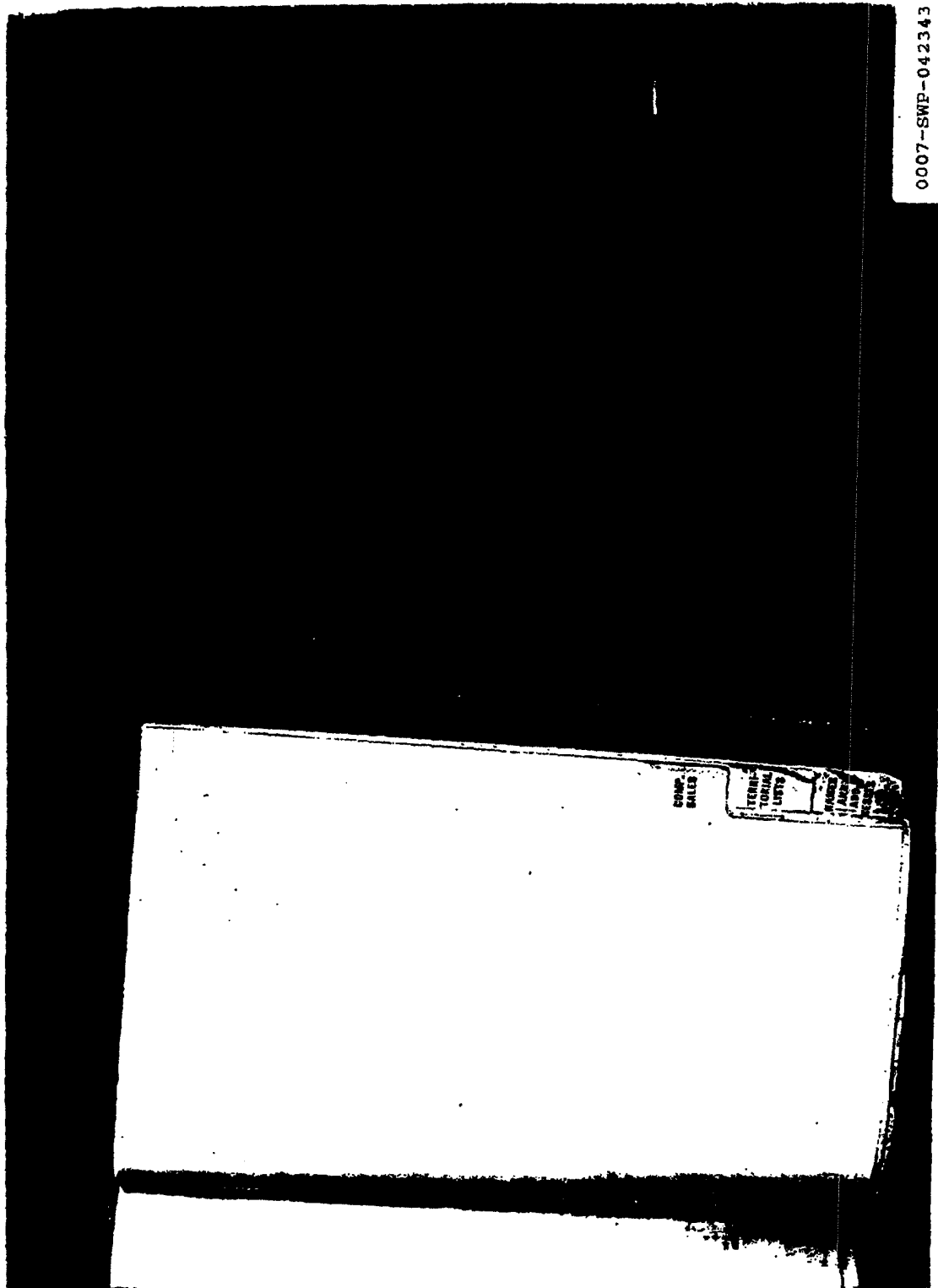
Office and Warehouse, 88 York St., Toronto, Ont.
J. W. Benson, Supt.

WINNIPEG SALES DIVISION

Office and Warehouse, Logan Ave., West Cor. Fremont St.,
Winnipeg, Man.
W. S. Fallis, Sales Manager.

TRADE SALES DEPARTMENT

NAME	MAIL ADDRESS
Loos, B. D.	Winnipeg, Logan Ave., West
Eager, H. R.	" " " "
McIntosh, A. E.	" " " "
Alexander, W. F.	" " " "



0007-SWP-042343

Comparative Sales.

Territory No.

We must beat last years figures if we "keep ahead always."

Keep this sheet continually before you, and compare monthly with your sale report.

Your total sales September 1, 190... to September 1, 190... were gross net

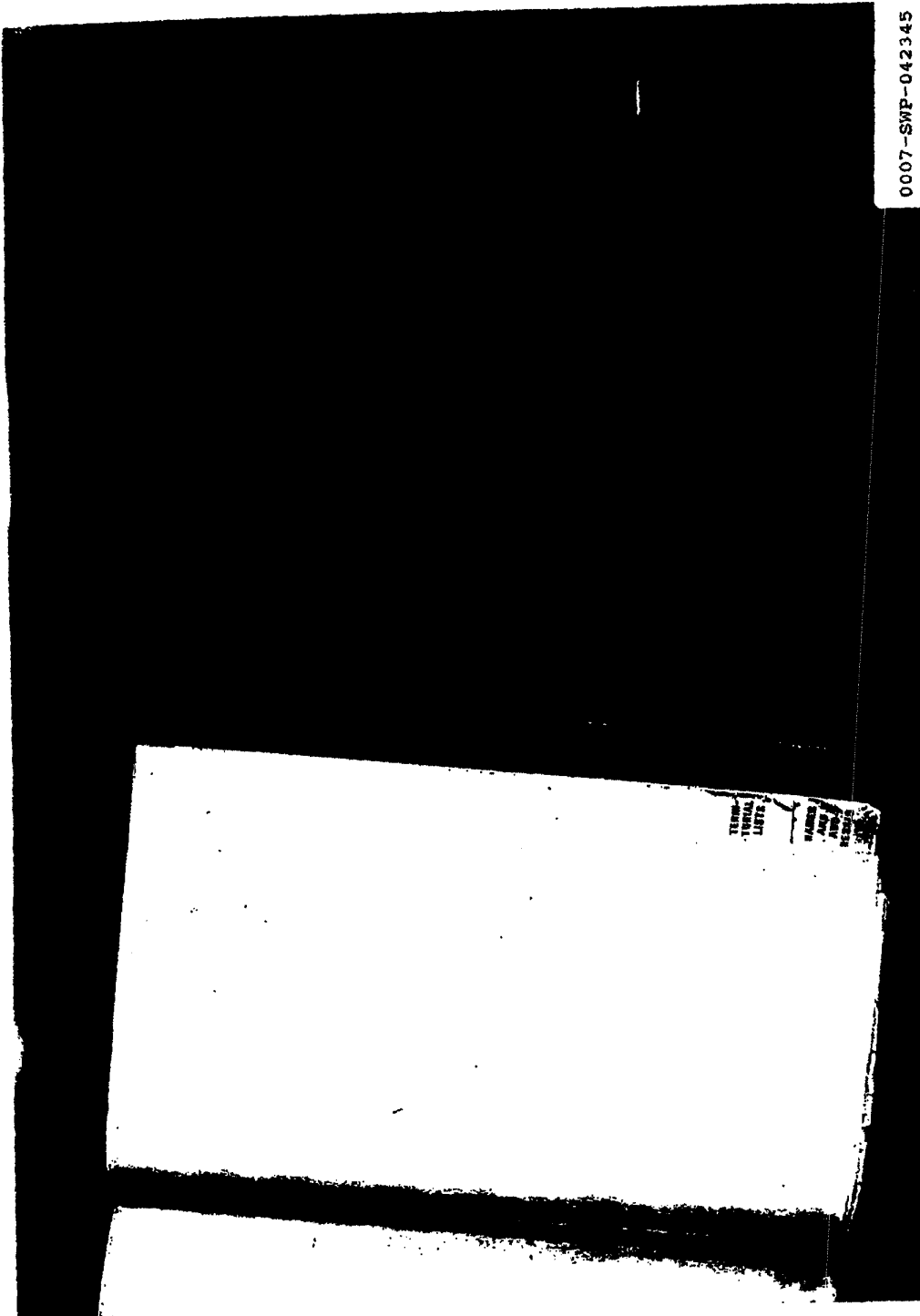
Your total estimate September 1, 190... to September 1, 190... is divided as follows:

	GROSS SALES	ESTIMATE
	190... &	190... &
1 Kopal		
Exello		
Mar-nut		
All other Varnishes		
12 Driers & Japans		
2 S. W. P.		
3 J. F. P.		
4 P. F. P.		
5 Floorlac		
6 Floorwax—C. & S. Filler		
7 Enameloid—S. J. C.		
8 Family Paint		
9 Bug's Pt. P. A. L. Fur. En.		
10 Var. Oil, Handcraft and Golden Oak Stain		
11 Enamels		
12 Alum. & Gold Pt.		
13 W. & I. P.		
14 Com. Barn Red		
15 Creosote Paint		
16 Pure Ach'n & Non-Cor. Graph. Metal. P. M. 5		
17 Roof & Bridge and all other Lqd. Specials		
Lqd Filler Shellac		
Coat. Shellacine		

18 1st Qual. Oil Col., Dist					
19 Ochre, Van. Red, Met. Br					
20 Paste Specials					
21 P. C. P.					
22 Leads and Zincs					
23 Var. Pl. Specials					
24 Q. D. Colors					
25 P. M. Fill's & Prim's					
26 Gloss Colors					
27 Mid. Dry Colors					
28 Copper Pt. Anti-F.					
29 Sheep Marking Lqd.					
30 Litho Var.					
31 Taxite					
32 Shingle Stain					
33 Paris Green					
34 Black Japans					
Reducers					
TOTAL MTD. GOODS					
Licensed Oil					
Not Mtd.					
Trade Sales Total					
C. & M. Sales					
Railway Sales					
GRAND TOTAL					
New Agents					
Dealers					
Other Accounts					
Orders called on					
not called on					
Back orders taken					
Total					

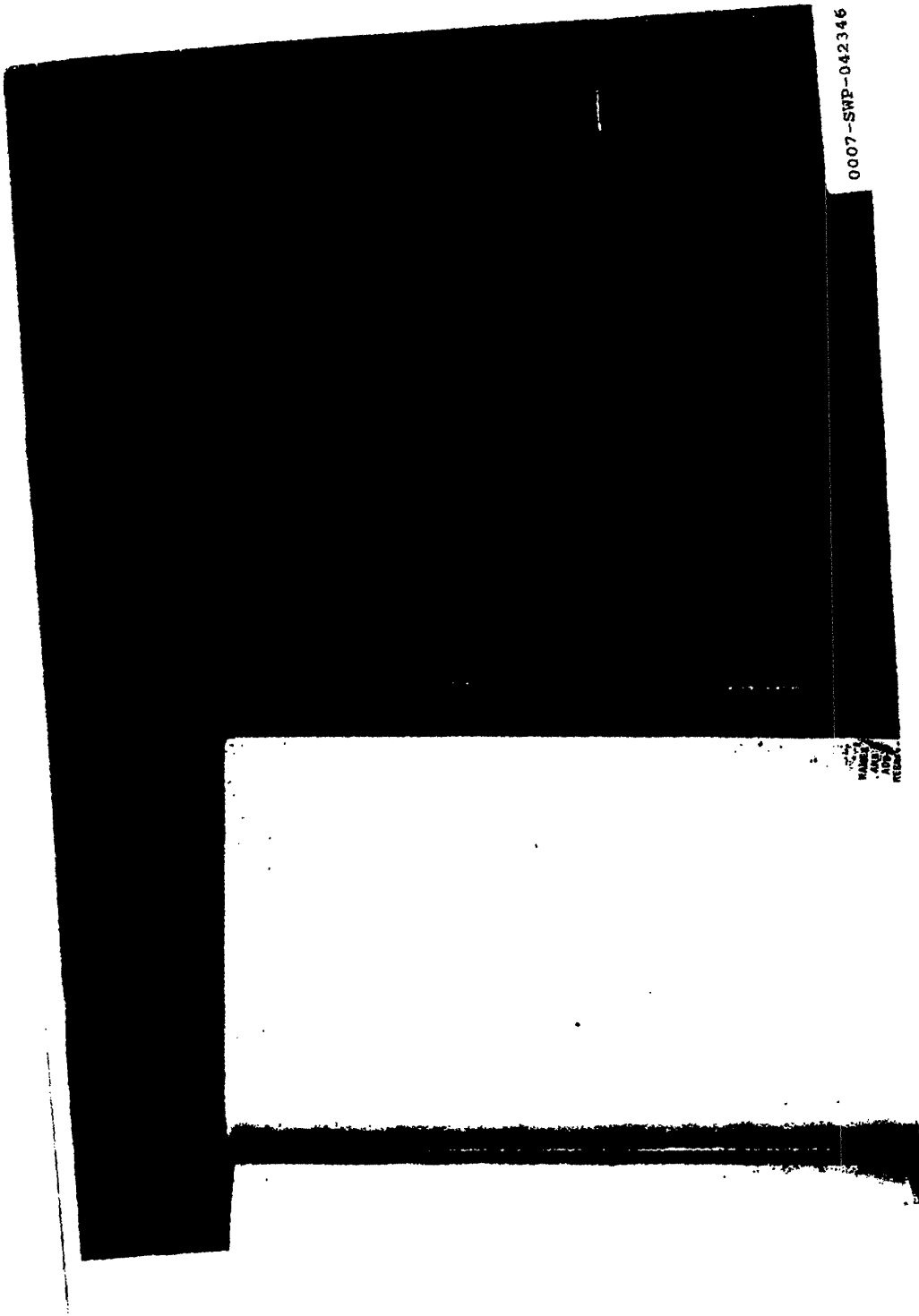
TERMS
TODAY
LISTS

NAME
AND
ADDRESS



0007-SWP-042345

0007-SWP-000125734



0007-SWP-000125735

Annual Convention Expense Report

Name E. T. Anderson
 Position Pacific Coast
 By Reimbursement
 Date of territory Oct. 23 Arrived home Nov. 9
 on Company's expense 1.3

EXPENSE	
Room (except sleeper bus)	
Meals (except sleeper bus)	
Travel (except sleeper bus)	
Transportation (except sleeper bus)	
Telephone	
Postage	
Freight	
Hotel	
Other	
Total	

Per day except transportation of all kinds
 Expense per day
 Signed
 Received 75.00 on hand 6.15 289.15
 on hand 68.20
307.35

For Names and Addresses

Owing to the lack of uniformity in the past between various divisions, in the matter of representatives making up their convention expense account, it has been deemed not only wise but more just for comparative purposes for all to conform to one rule and plan for rendering their expenses, and for that purpose, this separate blank has been prepared, which salesmen will use in enumerating the various items of expense considered properly chargeable to the Company.

No expenses other than those listed will be entertained except by previous arrangement of the representative with his Division Manager.

Representatives will receive detailed instructions from their Division Manager with regard to rates, hotels, baggage and other transportation, which it is expected all will cheerfully comply with in every way.

THE SHERWIN-WILLIAMS CO.

(OVER)

COLLEGE, CAL.—Plans and specifications for the Northern Electric Company's bridge to be constructed across the Sacramento River on the Chula Vista City line have been submitted to bridge-building firms of the country and bids for the erection of the structure are expected soon.

0007-SWP-042349

0007-SWP-000125738

MARYSVILLE, CAL.—The Northern Electric Company has practically completed its track between Marysville and Sacramento. Freight traffic is to be established at once and passenger traffic about the middle of August. The Northern Electric Company has laid its first rails on the three Hamilton City line, and the company will follow immediately behind the grading crew until the line reaches Hamilton City. The gravel for ballasting may be brought from the Stony Creek beds.

0007-SWP-042351

0007-SWP-000125740

and, in addition to this expense, the company has ordered new cars similar to those ordered about a year ago. The new cars will cost \$200,000, and will be of the latest pattern. The company has just completed a new car house on Broadway at a cost of \$100,000.

BUFFALO, N. Y.—The Buffalo, Genesee & Rochester Railway begins at the village of Depew, at the easterly terminus of the Buffalo & Depew Railway, and continues easterly through Corfu, Batavia and Le Roy to Rochester a distance of 16 miles. About half was

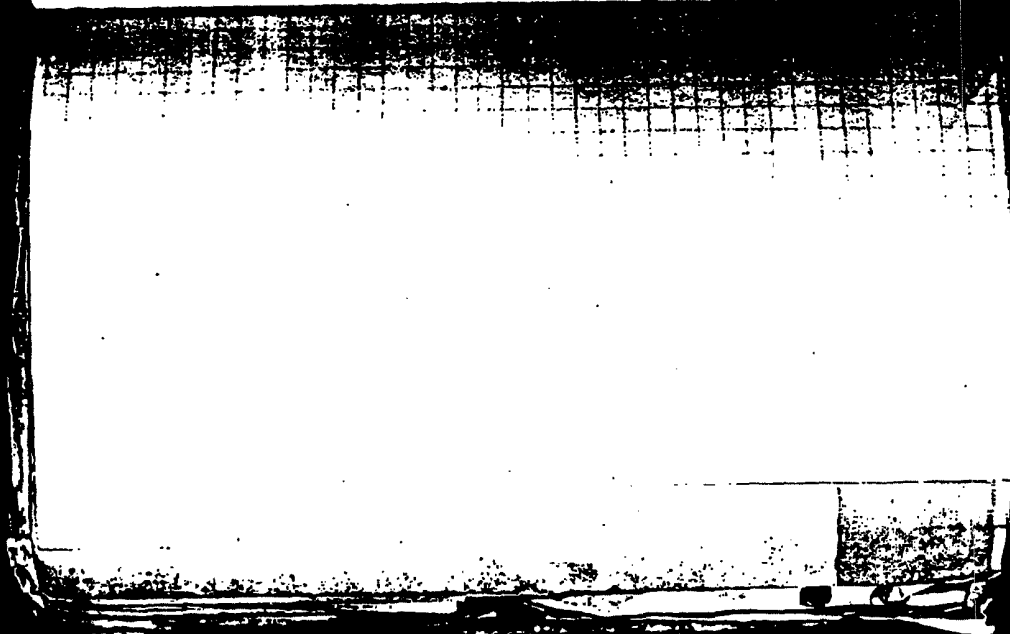
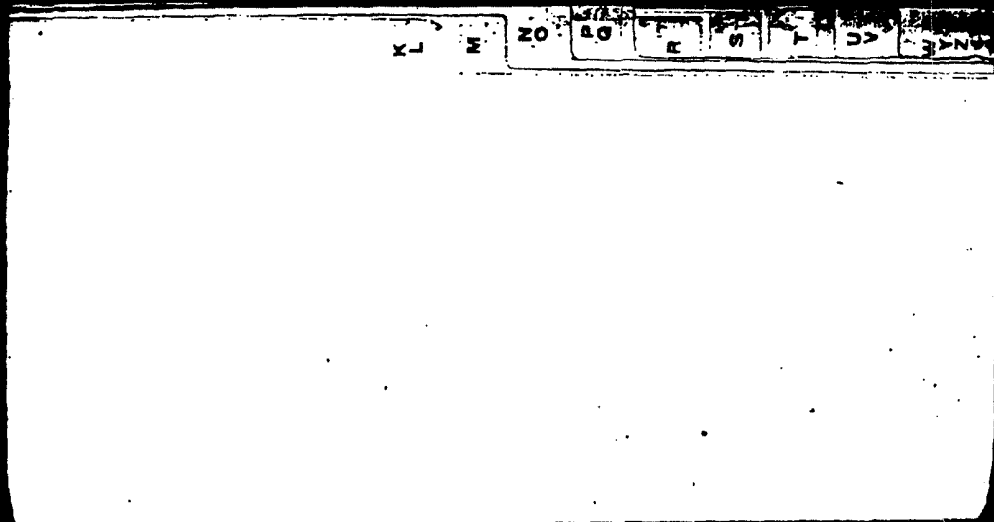
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0007-SWP-042353

0007-SWP-000125742

0007-SWP-042354



0007-SWP-000125743

0007-SWP-042355

T. Osley Miller
Under the "Star" sign
at E. Miller, Cal. 1

0007-SWP-000125744

Pac Electric
MM - S.W. Snyder
CF Pratt
Flat 14 Greenwood Court
Ann Arbor, Michigan

0007-SWP-042356

0007-SWP-000125745

WENATCHEE, WASH.—Articles of incorporation of the Chelan Electric Company have been filed by the concern, capitalized for \$200,000, to build an electric railway from Wenatchee to the western part of Washington. The officers of the company are: J. T. McChesney, president, and R. C. Momy, secretary. Other trustees are: H. P. Scott, of Wilmington, Del.; J. A. Coleman and F. H. Brewster. The last named will the route start at a point near Wenatchee, following the Columbia River to Lake Chelan, thence north to the Okanogan River, and from there to the end of the State. Lighting and water privileges for all towns along the Chelan River are included in the articles. There are reports that this is part of the Great Northern Railway Company's plan for the electrification of its system in the Chelan country west of Spokane.

0007-SWP-042357

0007-SWP-000125746

of payment of from \$25,000 to \$30,000.

SPOKANE, WASH.—The Spokane & Inland Empire Railroad Company has placed an order with Piquet Lullien, of Chicago, for fifty 20,000-lb. standard box cars and thirty 20,000-lb. 61-ft. standard flats, to be used on its Spokane & Inland Division.

COEUR D'ALENE, WASH.—Charles Sweeney, president of the Old National Bank of Spokane and head of the Federal Mining & Smelting Company, announces he is backing the electric railway to be built from Coeur d'Alene to Wallace, Idaho, for which surveys are being located through Fourth of July Canyon nearly 100 miles.

0007-SWP-042358

0007-SWP-000125747

Wardlaw, James T. 441-17-34
C. B. Wells, 1111-9-9E
7000-12 Valley RK - Alameda
CE - NCRA
1111 - FL Higgins PO Box 448
S.K. - R. D. Linn

149-157 Sec 24.

Watt, Sam P.
4311-9E are NE Seattle.

0007-SWP-042359

