

THE GLIDDEN COMPANY

EXECUTIVE OFFICES

ADRIAN D. JOYCE
PRESIDENT

CLEVELAND, OHIO

September 20, 1921

Mr. J. A. Dowdy, Director of Sales,
Anaconda Lead Products Company,
111 West Washington Street,
Chicago, Ill.

Dear Mr. Dowdy:

I was unfortunately kept out of the office yesterday on an important matter so could not give you the information concerning the labels we intend to use.

For the Anaconda White Lead in Oil, we propose to use a lithographed cover. At the top of the cover there will be a place for the formula; in the upper panel in the center will be the trade name "Anaconda" in the same way that you use it, and under this the words "Basic Carbonate," in the same way that you use it, and then the phrase "Pure White Lead in Oil."

On the side label of the keg there will be the large trade name "Anaconda" and the small script at the bottom reading "Pure White Lead in Oil."

On the liquid product there will simply appear "Anaconda Liquid White Lead" and under the name Anaconda, we will use the words "Basic Carbonate"; and under the words "Liquid White Lead" will follow the phrase "Pure as Pure can be. Guaranteed free from adulteration."

At the bottom of this label there will be a panel left for the imprint of the name of The Glidden Company or any of our affiliated companies putting out the product. I am giving you the following as a list of our affiliated companies:

Adams & Elting Co., Chicago
American Paint Works, New Orleans, La.
T. L. Blood & Company, St. Paul, Minn.
Campbell Paint & Varnish Company, St. Louis, Mo.
The Forest City Paint & Varnish Co., Cleveland.
The Nubian Paint & Varnish Company, Chicago.
The Glidden Company of California, San Francisco.
The Heath & Milligan Mfg. Co., Chicago.
Twin City Varnish Company, St. Paul, Minn.
The A. Wilhelm Company, Reading, Pa.
THE GLIDDEN COMPANY, CLEVELAND, OHIO.

GLIDDEN
PAINTS VARNISHES COLORS INSECTICIDES

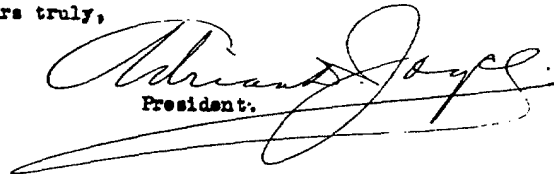
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Mr. J. A. Dowdy - #2.

I trust this information will enable you to complete the contract satisfactorily. I regret I cannot send you the actual labels for the reason the Lithographers plates are not completed, and for the further reason that the Lead kg will have a lithographed top.

Yours truly,


President.

ADJ-V

CC To New York.

PNYC00001845