



I point with pleasure,
I exclaim with pride,
"There is the can
With 'the goods' inside."

The Char

APRIL



Published on the Fifteenth day of each month at 60,
Canal Road, N. W., Cleveland, for the interest and
benefit of THE SHERWIN-WILLIAMS Co.'s loyal staff.



I have been away from home more than three months, engaged in the strenuous but interesting work of developing and building up our English organization. I would have remained longer but, to tell the truth, *I couldn't*. I

I can hardly express the great pleasure I feel at being once more in direct touch with all departments of our aggressive home organization, and to find everyone full of the old-time energy, cheerfulness and enthusiasm which has been such a factor in making our institution the greatest of the kind in the world.

Is it therefore any wonder that it was with feelings of genuine pleasure and enthusiasm that I dived once more into the work at headquarters, and may I not be pardoned for having indulged a feeling of great pride in having a part in our magnificent enterprise? Every time I come back I feel prouder of it.

No feelings have stirred me more on my return than those of gratitude

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to all my friends and colleagues in this business, for the exceptional records piled up in the past few months. It's a fine thing to come back to such a cheerful atmosphere, and find that the business you are interested in goes on even better when you are away than when you are at home. One of our directors said to me if I would only stay away longer we would make still greater records, and I don't doubt it; but, nevertheless, I want to be around. I don't want to miss the inspiration that is generated by successful work and progress.

Let me now congratulate most heartily, and thank most sincerely, the staff in all departments, divisions and districts for the magnificent results accomplished in the new campaign. I know full well they have been produced by hard work and by faithful, loyal effort. We have not lost the knack of making progress. We have not been spoiled by success, for the same eager desire to make new records, and to continue through merit our leadership, stimulates all our activities. Competition is lively, but the keen spirit of the top-notchers is in our veins, and we are constantly drawing farther away from our ambitious rivals. We challenge the world and fear nothing.

John R. Walbrook
Vice Pres. & Gen'l Mgr.



Advancement for a Top-Notcher.



THOSE who attended our last convention will remember Mr. A. R. Walbrook, Top-Notcher English Representative, whose likeness we have pleasure in reproducing herewith.

Mr. Walbrook has been appointed Manager Home Sales Department of our London organization in recognition of strong and effective work in connection with this branch of the business. This is an appropriate and popular appointment, and one that is the direct result of merit and conscientious work.

Mr. Walbrook's past record leads us to expect great things of him in his new capacity, and we extend our best wishes for his continued success in the enlarged field of operations which his advancement opens up to him.

Sell to Institutions.

BY MR. J. P. HOWMEL, GENERAL SUPERVISOR.

Being one of a series of articles contributed by Mr. Howmell containing much information of value to representatives desirous of increasing their knowledge and sales of S-W Products.

HERE is perhaps nothing so important today, both to the Company and the individual representatives, as a careful canvass at once of the large institutions, public buildings and hotels.

All these will be renovated, repainted and revarnished during the next 90 days, and those who have not already been sold should be looked after without delay.

In following up this class of possibilities a short time ago one of our younger representatives sold a barrel of Floor Varnish, some Enameloid and Taxite, and was given the promise of all their future business, which will, in view of the building of a new wing this season, amount to a good many hundred dollars.

It would take several small town agencies to equal this one account in volume. The business is easily gotten and runs into money so rapidly that it seems surprising that it is not more carefully looked after.

Flat-tone will be found specially adaptable for this class of trade and offers a splendid introduction which can be followed up with varnish and such other things as are used to put the institution in proper condition.

Some of the principal lines which will interest this class of trade are:

Mar-rot,	Roof and Bridge Paint,
Kopal,	Metaltastic,
Excello,	Aluminum Paint,
Pale Flowing Cabinet,	Gold Paint,
Enameloid,	Bath Enamels,
Flat-tone,	Enamel,
Inside Floor Paint,	Screen Enamel,
	Floor Wax.

I think I can fully appreciate why some of these calls are neglected. The representative spends a good deal of time with his trade sales and C. & M. customers and possibilities; perhaps his sales have fallen below what he expected, and in his anxiety to get to the next town where he has business in sight, he concludes to postpone his call to the hospital, asylum, convent, college or other institution until next trip, when he will perhaps have his trade sales all taken care of. The result is, that when the call is finally made, if at all, it is too late—whereas had the call been made at the right time a nice business might have been obtained, which would have boosted the sales of the territory handsomely. It takes very little time to make these calls; they are of as much importance as agency calls, and rep-

representatives who do not clean up this class of business are doing themselves and the Company an injustice. Make a start, get the ice broken, and you will place this class of business on your preferred list.



In my recent visits to several territories I found some agents who were buying varnish lines other than our own. On going into the subject at length, I discovered to my regret that in most cases such agents were under the impression that by being able to buy on a basis of 25 and 10% they were buying varnish for less than our goods would cost them. This state of affairs is largely due to a failure on the part of our representatives to show that our trade discount is more favorable than 25 and 10%, and taking Excello as a basis, with which we meet competition on \$2.50 list goods, at a lower net cost to agents than other \$2.50 goods, and the further fact that we are willing to confine the sale of Excello to our agents should be a sufficient stimulus to representatives to fill the shelves of their agents with this specialty, displacing varnish of other makes. Every representative should be able to make his trade see the great advantage of an identification with our varnish line, as we have not only an exceptionally favorable trade discount, but the quality which we put into the goods entitles the line to greater recognition. Get out your pencil and figure the net cost of a \$3.00, \$2.50, \$2.00 or \$1.50 list in our line as against the same list goods on the other basis; besides only large buyers receive the extra 10%.

Our men should, from any basis of reasoning, enjoy the entire varnish business of their agents, to say nothing of the wider distribution through dealers' trade, which we are now soliciting.



I wish to caution every one of our new representatives to be careful about leaving the Company's price list lying around hotel writing rooms while absenting themselves from the room, no matter what the pretext may be.

It is so easy to leave the outfit, reports, price list, etc., lying exposed while answering a telephone call or on some such occasion, and we never know what curious eyes will look into them. I recently walked into the writing room of a hotel and found our salesman's outfit scattered all over the writing table and the salesman absent. This prompted me to offer a caution to such of our newer representatives who have possibly not been urged to guard the Company's records and private matter.

Also avoid at all times talking to strangers about your business. They may be competitors who will take advantage of your "tip." I came in personal contact with a case of this nature a short time ago. It's pretty safe to hear and see much and say little.

A Remarkable Old Church in Auburn.



THE Second Presbyterian Church of Auburn, N. Y., of which we show illustration, is in many ways a remarkable edifice. In 1851, when the immortal Jenny Lind sang in Auburn, this church was chosen as the only building in town with suitable acoustic properties, and it was for the same reason chosen by Louis Kossuth, the illustrious Hungarian patriot, when at the city's invitation he delivered his oration there. So conveniently and well was this church built in 1829 that not a timber or brick has moved since that time, additional space added to the rear to accommodate an organ being the only change.

If the accompanying illustration be closely examined 5 painters will be found at work spreading S-W. Products to protect and adorn this historic building. These painters are employees of our agent at Auburn, Mr. J. J. Gardner, who is making a reputation in his neighborhood as a contractor.

How He Got His Own Way.

MR. G. E. WISE, Southern Pacific Division, sends in the following letter, which tells its own satisfactory story.

"Our agent, with the assistance of Mr. A. Alden, the contracting painter, has just sold Mar-not and S-W. Floor Wax to the Pasadena Country Club for use on club house floors, although the specifications called for shellac and wax. The painter told them he would guarantee floors if allowed to finish them his own way. When asked what his way was he said, 'Mar-not and S-W. Floor Wax,' so they left it to him.

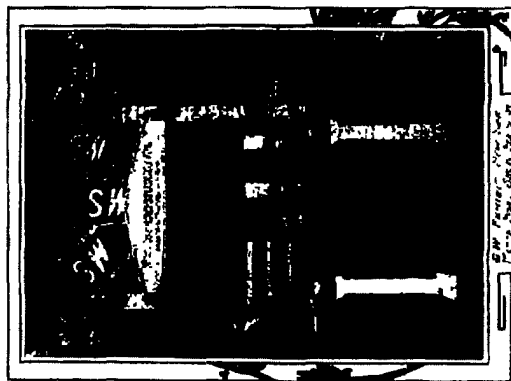
"When the floors were finished the club members pronounced them the best they had ever seen."

Randall-Parsons.

IT is with pleasure that we announce to readers of THE CHAMELEON the marriage of Mr. Edward Taylor Parsons, Railway Sales Department, San Francisco, to Miss Marion Randall, of Berkeley, Cal. Wedding took place at the home of the bride on the evening of March 7th.

Mr. Parsons has been connected with this company for more than 25 years and has made many friends whom we know will join THE CHAMELEON in offering congratulations and best wishes.

Our Exhibit at the Motor Boat Show.



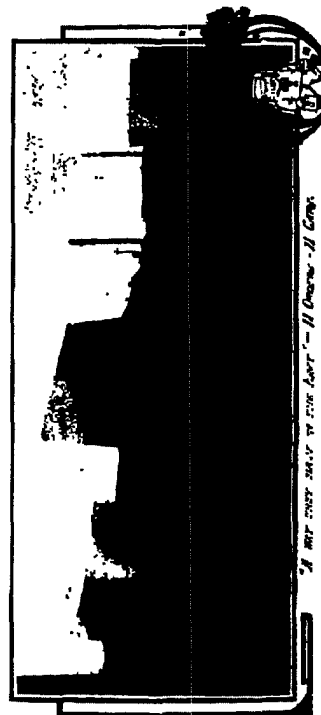
WE give herewith view of the S.W. booth at New York Motor Boat Show held in Madison Square Garden during week of Feb. 19th.

Mr. Woodrow, who represents us in the Marine trade in New York City, was in charge of the exhibit, while other New York and Newark representatives were there from time to time. Mr. E. M. Williams, Manager Street Railway Sales Department, and Mr. H. D. Whittlesey, Manager Atlantic Coast District, both paid the exhibit a visit during the week. Our booth was very attractive and won much well deserved attention. The goods featured were finishes for motor and other small boats—paints, var-

nishes, enamels, bottom compositions, etc.

Inquiries for information were unusually numerous and indicate possibilities of opening up considerable trade in small boat factories, and through owners supplied by dealers in towns on seacoast, lakes and rivers where boating is indulged in.

A Train of "Carloads" at Newark.



"A TRAIN OF 'CARLOADS' AT THE ADULTS—H. D. WOODROW—N. Y. C. G. O."

Something New in Advertising.



WE are indebted to Mr. C. P. Bruce, our agent at Pauls Valley, I. T., for one of the most unusual advertising schemes that has come to our notice for some long time. He styles himself "The Live Druggist," and this scheme does not belie his claim to the appellation. Below we give the plan, and would suggest that representatives call it to the attention of our agents throughout the country, who can use it to good advantage to themselves and us.

Invoices were made out to those in his vicinity who might be likely to paint, based on what he thought it would take to paint their property. Across the face was indorsed in red ink, "Please give this your prompt attention," and with a rubber stamp was put in the opposite corner this explanation:

"Wait a minute; don't deny the above account; we don't claim it's due yet; we claim it's about what you would owe us if you decided to paint your house with Sherwin-Williams Paint. We have just made a rough estimate of the cost of the necessary material. If you will call at our store we will gladly make you an accurate one."

Mr. Bruce sent out 30 bills, which, up to time of writing, had sold for him two jobs, and brought more than one-half the recipients into his store to talk things over, and this is half the battle won.



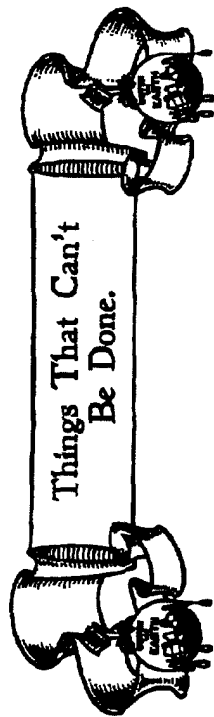
S. W. P. in a New Role.



REPRESENTATIVE D. G. Craig, Middle West Division, has reported a new use for S.W.P., and one that has never been featured in our advertising.

It appears that our agent at Augusta, Ill., Mr. O. L. Pitney, had in his store 8 five-gallon cans of S. W. P., and this in itself in commendable. He had stored them against his back door, when thieves forced the lock thereof but were unable to get the door open for the S. W. P. piled up against it.

This is the only case on record where the pushing of S. W. P. failed to move it, and Mr. Craig advises that he is now adding to his road talk "5-gallon cans bought and judiciously stored prevent burglary."



MY friend Bates once said, "You can never tell till you try." The man who didn't know whether he could play the piano or not had the right spirit.

Lots of things that couldn't be done have been done. The earth was flat for a good many hundreds of years. And of course *nobody could sail around the underside of it.*

The Alps couldn't be crossed in winter.

It was impossible for the American Revolution to succeed, but it did.

The Atlantic cable was a mere hair-brained dream, but it happened. A few years ago horseless carriages couldn't be built, but now we're in great luck if one of the blasted things doesn't run over us on our way home from the office.

The distinguished characteristic of Americans to-day is restlessness and strenuous energy.

Unrest is necessary to progress.

Contentment never accomplishes anything great.

One who is satisfied will never work or think hard.

This may be the best of all possible worlds, but thousands are striving to improve on it.

The lust for accomplishment fills the air.

The President of the United States typifies, as has none of his predecessors, the ruling sentiment of the country in general.

With the antecedents of an aristocrat, he yet stands high in the hearts of the man with the hammer.

He preaches and practices the doctrine of the "strenuous life."

He has enriched the language with this most vividly expressive phrase, and the fact that such a man stands high in the estimation of his countrymen is one of the best signs of the times.

That a man born to riches and luxury and social position should devote his life to energetic effort is at once an inspiration and a spur to every young man, and yet the popularity of President Roosevelt only proves the existence of his dominant characteristic in thousands of other men.

The strenuous life is apparent on every hand.

If you can't work you can have the rheumatism, and make a stir.

Men do not stop with moderate achievements.

No undertaking is too difficult or too spectacular.

A few years ago the city of New York was apparently finished. Now it looks as if it were hardly begun.



Manhattan Island has been undergoing a gigantic surgical operation—the insertion of a hollow backbone through which trains fly back and forth like shuttles for the convenience of those who, when they are in Harlem, want to be at the Battery, and when they are at the Battery want to go back to Harlem.

The saving of fifteen minutes between the two points is sufficient incentive for the expenditure of millions of dollars and thousands of tons of nervous energy necessary for the construction of the subway.

Work done begets a thirst for more work, and so American bridges span the rivers of Africa.

American locomotives haul train loads of American harvesting machinery, on American rails, across the stretches of Russia.

An American oil lubricates the wheels of commerce the world over.

An American street railroad man, old enough and rich enough to quit, is yet revolutionizing the transportation of London.

An American *twenty-story building* is to *astonish the strollers on the Strand.*

Men work for the sake of work.

They play the game.

They do not need what they win,

but the joy of winning is compensation enough.

What can't be done?

Nothing.

All things are possible.

The job looks pretty big sometimes—looks as if it can't be done.

But let's take a hack at it, anyway.

It looks like a stone wall, but let's go up against it good and hard, and maybe something will give.

Maybe it's only near-stone after all.

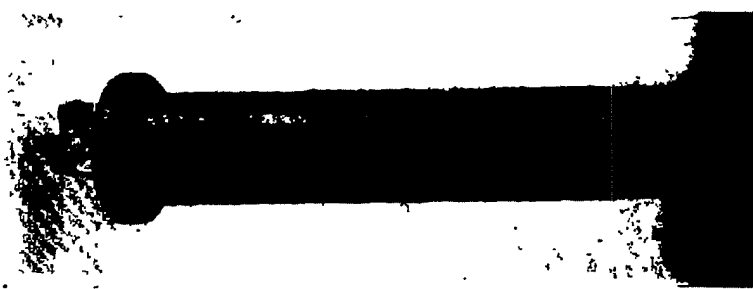
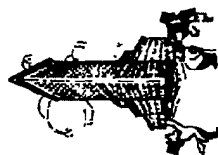
Anyway, maybe we can climb over, or dig under, or hike surreptitiously around the southwest end of it.

When you see a printing press running at two thousand an hour it seems impossible that the feeder should get a piece of paper in and out again for each impression of the machine.

But he does it—does it accurately—does it well—and has plenty of time.

A second is longer than you think it is, and quite a number of things can be done in a minute, if you keep moving.

It is generally the man who doesn't know any better who does the things that can't be done.



Sandpipe of Bartlesville Water Co., Bartlesville, I. T. Painted Inside and Out With Metallic. This Tower is 125 Feet High.

You see, the blamed fool doesn't know that it can't be done, so he goes ahead and does it.

The experienced and seasoned salesman knows how hard old man Smith is, and so he *walks up and down past the store* a few times to convince himself that it is really his duty to go through the hopeless motions anyway.

Meanwhile Mr. Frcab, on his first trip, and having the courage of his ignorance, brushes right in and sells the bill, just because he doesn't know any better.



A few years ago a certain magazine publisher said there were only seven hundred thousand magazine readers in the country, and it was therefore impossible to have more than seven hundred thousand circulation.

His magazine still has that, but another has nine hundred thousand, and another more than a million.

It was impossible to make a good magazine and sell it at ten cents a copy—but now that is the price of the best.

Ninety per cent. of the things that can't be done can be done.

It is generally a question of willingness to try—really try.

It is a question of hard thinking and hard work.

What is impossible for one man is easy for another.

Why?

Main strength doesn't always lift the load.

Knack does as much as muscle.

A skilled workman, with only his axe, will fall a tree within a foot of where he wants it.

You and I, gentle reader, would have a harder time putting it there with a derrick and a gang of men.

Everything is possible to the man who knows how.

The things that can't be done are growing fewer.

Not so many years ago mile-a-minute trains were impossible. Now they are common, and we are confidently awaiting transportation at two hundred miles an hour.

If telegraphic messages can be sent across the seas without wires what is impossible?

If Mr. Tesla had said, "It can't be done," he never would have done it.

He never would have tried.

Once upon a time a man wrote to his friend: "I'm in a hole and you've got to help me out or I'm stuck."

The friend replied: "Sorry, I can't help you out, but if you're in a hole that you can't get out of I'm coming to see the hole—it must be a wonder."

Oh, yes, he got out. But according to all reason and theory he should not have been able to do so.

It was one of the things that couldn't be done, and if he had believed it couldn't he wouldn't.

If a thing looks as if it can't be done—look again.

TRY.

—WILLIAM DARWIN FELLOWS in "Trade."



Division No.

Middle West Division

March was a big month. In fact, the biggest. If we can render as favorable a report during the next few months, it will mean much in our efforts to reach the top.

We had the pleasure of seeing a number of our agents seem to be optimistic on the outlook for the spring.

Our agents are more enthusiastic than ever. This is evidently due to the good results of our men who have been giving special attention to the work.

Now that the stock orders are in and more business work, we are looking for good results from our men who have been giving special attention to the work.

New England Division

In spite of a very backward spring, March was one of the biggest months in the history of this division.

The trade seemed to have determined to provide against the spring business than ever before. The shipping department has to do some tall business. The orders still continue to come in thick and fast, even a better volume of business in April than in March.

We had a very attractive booth at the Boat exhibit, which ran for the entire week end. Bowman, from the Newark office, was in charge. We also had with us Mr. W. J. Sohlinger from Boston. In spite of the many other attractions at the exhibit, we got a great deal of attention from those whom we expected and we have already noticed some good results.

We are pleased to announce the addition of a new sales force. We believe we have in Mr. Rainey a man of our staff. He certainly carries with him our success in his new territory.

Mr. Rich announces the arrival of a "little" new sales force. Congratulations are in order for Mr. Rich. We hope he will be happy, but not always "Rich."

Orders are being received daily for S. W. P. in quantities, indicating that work on house jobs is already in full swing and that S. W. P. is still gaining in popularity for this work. Evidently the persistent efforts of the promoting department are helping to produce the results.

Only a few days ago a mail order came to us for 20 gallons of "Bacon" Japan. Only three chances allowed to guess what was wanted.

S-W. oil is gaining very rapidly in popularity in this division. We have an unprecedented business now on oil this spring. Any agent who once handles our oil will take no other. We look forward to the time when our oil business will be a very important factor.

Eastern Division.

Southeastern Depot.

Mr. F. D. Spencer takes hold of the work on former representative Mr. Watson's territory No. 210. We extend a very hearty welcome to Mr. Spencer, who started in with us two years ago and was transferred to Central Division. We feel safe with the possibilities on 210 in Mr. Spencer's hands, and already see evidences characteristic of the strong work he has always done.

Supervisor W. H. Porter has been making the rounds with our men and some mighty good things have been uncovered. The possibilities are fine, and our men have been eager to take advantage, and have derived much benefit from Mr. Porter's assistance.

The prospects for business were never brighter, and with the advent of the "good old summer time" we are glad to see a material improvement and increase in orders.

Now is the time to look closely after street railway business; to see that our agents properly dress windows, send us property-owner names weekly and keep S. W. P. to the fore. Let us "make hay while the sun shines." Old Sol is hard at work in the south and our boys are setting a warm pace for him to follow. Keep up the good work!

Central Pacific Division.

Mr. W. H. Lilley, a Sherwin-Williams veteran of six weeks' experience, has earned the laurel wreath this month by booking a carload order to paint a whole town in his territory.

2100 gals. S. W. P.,	240 gals. R. & B. Paint,
70 " I. F. P.,	350 " Com. Barn Red,
130 " P. F. P.,	109 pbs. Radiator Enamel,
40 " Varnish Stain,	40 gals. Acheson Graphite,
140 " Creosote Paint,	14 bbls. S-W. Linseed Oil.

The town belongs to a large lumber company, and by converting the president from lead and oil, after a two days' struggle, Mr. Lilley was finally permitted to go out and measure up the town for S. W. P. and arrange color

combinations. Everything in town was included, about 250 buildings, three churches, a hotel, school house, mills, etc. We shall later on have a photograph.

We were pleased to receive a visit recently from Mr. Mowat, who came down from Portland for a few days just in time for the heavy rains and railroad washouts to keep him here several days longer than anticipated. We were glad of this, as his enthusiasm is contagious.

We are anticipating a visit from Mr. A. E. Schafer, who is touring the coast. We have not had the pleasure of a visit from him for a number of years, and doubtless he will find a great change in the business and conditions since he was here last.

Advices from the Northern Pacific Depot are that their tonnage shipped out for the spring trade is larger than ever before, and that the staff is kept busy answering calls for S. W. P. The good work keeps up.

Southwestern Division.

The month of March brought in some splendid business, and if the first week in April is any criterion this month will be another good one. Mr. J. H. Riviere, Mr. D. C. Jordan, Mr. I. F. Watkins and Mr. J. J. Twaddell have recently sent in carload orders.

We have accepted the resignation of Mr. F. I. Howells, who has been representing us in Central Texas. Mr. Howells has been succeeded by Mr. Ben. L. Haynes, who is a brother of our Mr. W. W. Haynes. From what we can learn of Mr. Haynes we expect him to make a fine record with us this year.

Our representatives are making an exceptional showing in their work of going after past due accounts, and as a result our past due list is getting exceedingly small.

Mr. C. E. Nunn is out after the record for new agents. He has secured 19 agents thus far.

Mr. A. Brown holds the record in this district on sales of Sheep Marking Liquid. He is selling it in barrel quantities.

The representatives reporting to our Omaha office are doing exceptionally good work in pushing Floorlac and Tarzite. Every representative carries pencils showing these goods on wood.

Our general sales manager, Mr. A. E. Schafer, has visited our Omaha, Kansas City and Dallas offices during the past month. Mr. Schafer imbibed some of the enthusiasm prevalent in this district, and it was hard to restrain him from breaking loose and selling goods himself.

Mr. D. P. Warren has just finished making a trip to the west coast of Mexico. On the trip it was necessary for Mr. Warren to ride five days on a pack mule. We are glad to report that his trip was a very successful one, and, although the mule wore out his grips on the trip, Mr. Warren succeeded in landing several fine new accounts.

SALES DEPARTMENT NOTES.

Competition Reports.

A scrutiny of the records this month will convince those who lead that there is need for steady, consistent work from now until the finish. By the same token those who are behind have 4 solid months to "pull the game out of the fire," and 4 good months, too. From now on the race will increase daily in interest. It takes honest, hard and conscientious work to win a competition of this nature, but the recompense in self-satisfaction alone is worth it.

Owing to a misunderstanding Canadian Division records do not appear in first four departments of the competition.

Leaders in New S. W. P. Agents.

A gain of 7 still keeps Mr. Riviere and Southwestern ahead, with Middle West again in second place.

Southwestern Division,	
J. H. Riviere.....	27
Middle West Division,	
L. C. King.....	24
New England Division,	
D. H. Thompson.....	18
Central Division,	
F. A. Douglas.....	10
Eastern Division,	
J. P. Minstree, Jr.....	16
Central Pacific Division,	
R. A. Carder.....	10
Southern Pacific Division,	
E. A. Bradley.....	7

Leaders in New Dealers.

First and second places, same as last month. Middle West's gain for month is excellent.

Middle West Division,	
D. G. Craig.....	68
Eastern Division,	
E. S. Wallace.....	37
New England Division,	
H. W. Putnam.....	32
Southwestern Division,	
J. B. Craig.....	27
Central Pacific Division,	
W. A. Lathan.....	24
Central Division,	
S. H. Robinson.....	22
Southern Pacific Division,	
G. E. Wise.....	8

Leaders in Other New Accounts.

First place still goes to Central Pacific—Middle West and Eastern being tied for second.

Central Pacific Division,	
J. Thomson.....	58
Eastern Division,	
C. C. Cram.....	43
Middle West Division,	
D. G. Craig.....	43
Southwestern Division,	
W. K. Ashbrook.....	30
New England Division,	
H. C. Joy.....	35
Central Division,	
A. N. Merrill.....	21 each
E. S. Blanchard.....	
Southern Pacific Division,	
E. A. Bradley.....	10

Leaders in Total New Agents, New Dealers and Other New Accounts.

First place again goes to Middle West with a good gain, New England being second instead of Eastern.

Middle West Division,	
D. G. Craig.....	122
New England Division,	
H. W. Putnam.....	82
Southwestern Division,	
W. K. Ashbrook.....	70
Eastern Division,	
E. S. Wallace.....	68
Central Pacific Division,	
J. Thomson.....	58
Central Division,	
S. H. Robinson.....	50
Southern Pacific Division,	
E. A. Bradley.....	32

Leaders in Floor Finish Sales.

Canadian still leads, while Eastern has jumped from fourth to second place.

Canadian Division,	
1st—C. A. Thomas,	
and—G. E. Soomer.	
Eastern Division,	
1st—H. T. Sheldon,	
and—M. B. Millspaugh.	
Central Division,	
1st—J. M. Benedict,	
and—H. M. Kipp.	
Southern Pacific Division,	
1st—G. E. Wise,	
and—Geo. W. Burrill.	
New England Division,	
1st—H. W. Putnam,	
and—A. J. Horton.	
Southwestern Division,	
1st—J. F. Watkins,	
and—W. W. Haynes.	
Central Pacific Division,	
1st—W. H. Lilley,	
and—C. E. Feltch.	
Middle West Division,	
1st—S. H. Stewart,	
and—C. S. Wheeler.	

Division Leaders in Varnish Sales.

Divisions do not come in competition and are shown in order of seniority of Divisions and competitive standing.

Following is the standing of representative

Largest Number of Orders Accepted from Painters Sold Direct.

Central Division,	
1st—J. I. Gill,	
and—C. H. Colliester,	
and—F. A. Douglas.	
Middle West Division,	
1st—W. H. Kane,	
and—P. L. Munger.	
Eastern Division,	
1st—W. H. Jarden, Jr.,	
and—F. S. Slater.	
New England Division,	
1st—H. B. Rich,	
and—H. C. Joy.	
Canadian Division,	
1st—J. E. Auger,	
and—J. W. Benson.	
Central Pacific Division,	
1st—H. Arnold,	
and—J. Thomson.	
Southwestern Division,	
1st—W. H. Barber,	
and—H. E. McFalls.	

Southwestern Division,
1st—W. W. Haynes,
and—H. M. McNair,
Southern Pacific Division,
1st—E. A. Bradley,
and—O. K. Wise.

Largest Number of Orders Accepted from Dealers Direct.

Central Division,
1st—J. L. Pendery,
and—H. P. Torrance
Middle West Division,
1st—V. P. Bennett,
and—H. J. Moreland.
Eastern Division,
1st—R. S. Wallace,
and—G. Speltigue.
New England Division,
1st—R. F. Ketchum,
and—H. C. Joy.
Canadian Division,
1st—C. A. Thomas
and—J. W. Benson
and—W. S. Fallis,
and—J. E. Auger,
and—B. D. Ross.
Central Pacific Division,
1st—W. A. Lathan,
and—R. Arnold,
and—R. A. Carder.
Southwestern Division,
1st—J. B. Craig,
and—S. S. Burrill.
Southern Pacific Division,
1st—G. E. Wise,
and—Geo. W. Burrill.

Largest Number of Orders from Public Buildings, Asylums, Colleges, Hotels, Etc.

Central Division,
1st—J. L. Gil,
and—O. A. Austin, Jr.
Middle West Division,
1st—M. S. Krimhill,
and—D. G. Craig.

Eastern Division,
1st—F. S. Slater,
and—E. S. Wallace.
New England Division,
1st—J. A. Benson,
and—J. B. Wells.
Canadian Division,
1st—J. E. Auger,
and—J. W. Benson,
and—J. J. McMartin.
Central Pacific Division,
1st—W. A. Lathan,
and—C. E. Felch.
Southwestern Division,
1st—W. H. Barber,
and—S. S. Burrill.
Southern Pacific Division,
1st—Geo. W. Burrill.

Highest Percentage of Varnish Estimate.

Central Division,
1st—F. A. Douglas,
and—E. S. Blanchard.
Middle West Division,
1st—D. H. Craig,
and—P. L. Munger.
Eastern Division,
1st—F. M. Dickey,
and—W. H. Price.
New England Division,
1st—R. F. Ketchum,
and—F. B. Hare.
Canadian Division,
1st—H. H. Eager,
and—W. F. Alexander.
Central Pacific Division,
1st—W. A. Lathan,
and—R. A. Carder.
Southwestern Division,
1st—W. W. Haynes,
and—J. H. Riviere.
Southern Pacific Division,
1st—G. E. Wise,
and—Geo. W. Burrill.



Ferry Boat "Manhattan," the Municipal Ferry of City of New York. She Was Finished Exclusively, Inside and Out, With S-W. Products.