

BATES LABELS 0007-SWP-042674 THROUGH 0007-SWP-042675
NOT USED IN THIS PRODUCTION

Rec'd May 24-1920

RAILWAY AND STREET RAILWAY DEPARTMENT

Representatives Price List

Effective May 20, 1920

This price list is to be used for Railway and Street Railway Trade only. Do not use these prices in quoting any other trade. Do not use any other prices for Railway and Street Railway Trade.

TERMS: 1% for cash within 10 days from date of invoice or 30 days net.

F.O.B. factories Cleveland, Chicago, Newark.



THE SHERWIN-WILLIAMS CO.

FACTORIES:

CLEVELAND, CHICAGO, NEWARK, DETROIT, SAN FRANCISCO
MONTREAL, LONDON, ENG., SYDNEY, N. S. W.

SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES

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RAILWAY PRICES

MASTER PAINTERS' COLORS IN OIL

	net 1-lb. can	prices per pound 5-lb. cans	14-lb. cans	25-lb. cans
Ivory Drop Black (912).....	28	26	24	23
Black (917).....	28	20	24	23
Black (920).....	31	29	27	26
Chinese Blue (921).....	31	29	27	26
Prussian Blue (922).....	60	88	86	85
Cobalt Blue (923).....	62	60	58	57
Ultramarine Blue (924).....	57	55	53	52
Raw Umber (911).....	25	23	21	20
Burnt Umber (912).....	25	23	21	20
Raw Sienna (913).....	26	24	22	21
Burnt Sienna (914).....	26	24	22	21
Vandyke Brown (915).....	29	27	25	24
Paris Green (925).....	51	52	50	49
Bronze Green (926).....	27	25	23	22
Chrome Green—L (927).....	27	25	23	22
Chrome Green—M (928).....	27	25	23	22
Chrome Green—O (929).....	27	25	23	22
English Rose Lake (932).....	61	59	57	56
Tuscan Red (1010).....	31	29	27	26
Turkey Red (1011).....	36	34	32	31
Indian Red (1012).....	39	37	35	34
English Venetian Red (916).....	21	19	17	16
Chrome Yellow—L (1013).....	40	38	36	35
Chrome Yellow—M (1014).....	40	38	36	35
Chrome Yellow—O (1015).....	40	38	36	35
Chrome Yellow—DO (1016).....	40	38	36	35
Golden Ochre (917).....	27	25	23	22
Yellow Ochre (918).....	24	22	20	19

Colors in Japan, Quick Drying

(For Colors not listed here, use MSD List).
Put up in one-pound cans, five and ten-pound press cans
and pails.

BLACKS	per pound
Chemically Refined Lamp Black (179).....	35
Ivory Drop R R (111).....	45
Ivory Drop R R (112).....	50
Tru-Tone Special (113).....	39
No. 19 Black (119).....	38

REDS	per pound
American Vermilion (243).....	75
English Vermilion, L & D (145 L D).....	(market)
Tuscan Red (125).....	45
Wine Color, B (248).....	75
Indian Red (124 L & D).....	40
Venian Red (25125).....	55
Venetian Red (126).....	35
Permanent Tuscan Red (141).....	75
No. 40 French Carmine (Glase) (149).....	5.00
No. 40 French Carmine (1/4-lb. tubes, net per doz).....	20.00

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RAILWAY PRICES

COLORS IN JAPAN, QUICK-DRYING- Continued

GREENS	per pound
Chrome, L M & D (134 L M & D)	55
Milori, L (133 L)	1 00
Milori, M (135 M)	1 00
Milori, D (135 D)	1 00
Swedish, L (4257)	60
Pullman (8390)	38

BLUES	
Cobalt (244)	80
Prussian (147)	1 00
Ultramarine (148)	65
Yale, L (4850), D (8009)	60
Azure (241)	60

BROWNS	
Raw and Burnt Umber (R 130) (B 131)	45
Raw and Burnt Sienna (R 128) (B 129)	45
Vandyke (132)	55
Golden Tan (4887)	60
Quaker Brown (4861)	38

WHITES	
Lead (144)	50
Lead, Zn (486)	1 50
Iron (44)	45
Silver (141)	1 45
White Lead (46)	45

YELLOWS	
Cadmium (8095)	(not set)
Chrome, L M & D (134 L M & D)	60
Lead, Zn (486)	50
Lead, Iron (117)	40
Lead, Zinc (142)	40
Yellow (144)	35
Straw Color (4158)	55

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**TOP-NOTCHER
COMPETITION**



The Sherwin-Williams Co.
PAINT AND VARNISH MAKERS

PATENTED

CLEVELAND, CHICAGO, DENVER, MONTREAL, LONDON, ETC.
SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES

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TOP-NOTCHER COMPETITION

Trade Sales Representatives

1918-1919

District and Division Prizes

District—Top-Notcher Prize \$200
Division—1st \$200; 2nd \$100

Only first prize will be awarded in Divisions having eight or fewer trade representatives.

Top-Notcher Trade Sales Representative for entire Company will receive \$200 in addition to Division and District prize.

	Points	Points decline each place
1. Highest percentage estimated total net sales	125	3
2. Highest percentage estimated net trade sales	75	2
3. Highest percentage estimated net manufacturers, marine and railway sales	60	2
4. Highest percentage gain in total net sales over previous year	60	2
5. Highest percentage estimated varnish sales	75	2
6. Highest percentage of agents qualifying on Varnish Co. tract Plan for 5-10 or 15% refund	60	2
7. Lowest percentage on S. D. & E. report	75	2
8. Highest percentage estimated total new agents	60	2
9. Highest percentage estimated total new dealers	50	2
10. Highest percentage estimated total new other accounts	35	1
11. Highest percentage of ODP White Lead quota sold (actually shipped)	60	2

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	Points deducted each place
12. Lowest percentage of regular suspense to net sales.....	75 2
13. Largest number of following Trade Sales Products on which gains are shown over last year.....	75 2

Varnishes, Driers and Painters' Japans, SWP, In-
side Floor Paint, Floorlac, Floor Wax and C. & S.
Filler, Screen and Stove Pipe Enamel, Enamelford
and other Enamels, Auto and Buggy Paint and Top
Dressings, Auto Enamel, Handcraft, Woodcraft and
Water Stains, Aluminum and Gold Paint, Wagon
and Implement Paint, Roof and Bridge Paint, Com-
monwealth Barn Paints, Q-D Colors, Tawite, Shingle
Stain, Flat-Tone, Bras-Brite, Old Dutch Enamel,
ODP Lead, Family Paint.

NET SALES

Net sales shall be gross sales, less sale of ODP
White Lead, Linseed Oil and unmanufactured sun-
dries, also goods, over-
charges and entage credit
for sale of White Lead and
Linseed Oil.

MSD Managers and MSD Representatives

Entire Company

1st prize \$200; 2nd prize \$100; 3rd prize \$50

1. Highest percentage of estimated gross sales	100	4
2. Highest percentage of gain in gross sales over previous year	50	2
3. Highest percentage of gross pro- fits in net sales	100	4
4. Largest gain in dollars and cents over previous year	50	2

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[illegible]

remain in the service during the en-
it also shall not come under any one who
territory after the completion of it,
except by special ruling of the manag-
representatives who remain in place on ar-
the complete time from their quarters
inhabitable, must submit to the Com-
by special ruling of the management.

AIRCRAFT ENGINEER AND S
ENGINEER IN CHARGE
to reach the engine room to reach
the engine room to reach the hon-
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shall receive no compensation (\$20) is
increased to \$100 per month.

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Rec'd Jones

**MANUFACTURERS
SALES
DEPARTMENT**

**Representatives Confidential
Price List**

Manufacturers Sundries
Enamels
Agricultural Implement Paints
Machine Paints and Enamels



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

FACTORIES: CLEVELAND, OHIO; NEW YORK, N.Y.; PHILADELPHIA, PA.; PITTSBURGH, PA.; ST. LOUIS, MO.; ST. PAUL, MINN.; WASHINGTON, D.C.

SOLE OFFICES AND DISTRIBUTORS IN ALL OTHER CITIES

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7-15-12

MSD PRICES

BULLETIN No. 34-A

These prices effective July 10th, 1919.
All orders are accepted conditional upon our ability to fill them. Our prices are subject to change without notice.
No contracts covering delivery from this date forward where quantities exceed normal purchases are to be made on basis of prices in this list. Such contracts must be referred to headquarters before acceptance.
(This list supersedes all previous lists and includes all changes up to and including July 10th.)

Paints for Oil Producers and Refiners

These prices are f. o. b. factories—Cleveland, Chicago and Newark, and under no circumstances are they to be used as delivered prices. When necessary to sell any of these items delivered, sufficient additional must be charged to cover transportation charges.

OIL STATION PAINTS	bbls.
Cream Gray (16675)	2 10
Dark Gray (16676)	2 10
Black (16677)	2 25
Red Oxide (16678)	2 10
Gray (16679)	1 75
Dark Red (16680)	1 40
Dark Brown (16681)	1 40
Orange Yellow (404)	2 25
Bright Red (16682)	2 35
Timber Brown (16683)	1 60
Metallic Brown (16684)	2 30
Olive Green (402)	1 90
Moss Green (403)	2 15
Ivy Green (405)	2 25
Bottle Green (413)	2 15
Black (15219)	1 85
White (16430)	2 35

TANK PAINTS	
Light Gray (15599)	2 10
Dark Gray (409)	2 25
Battleship Gray (16676)	2 10
Quaker Gray (16616)	2 10
Red Oxide (16617)	1 60
Cream Gray (16675)	2 10
White (16430)	2 35

TANK CAR PAINTS	
Red Oxide (16617)	1 60
Standard Gray (409)	2 25
Big Four Yellow (404)	2 55
Black (15136)	1 85
Brown Metallic Primer (15220)	1 85

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