

Recd June 11, 1919

May 23, 1918

S-W D-B Gray Rx-16475

Herein is a heavy-bodied paint in shade half way between our Creosote Paint Slate and Com Barn Gray that can be sold at 90¢ per gallon in barrels.

To meet the demands of the shell, ammunition, rough box, rifle case, etc. manufacturers for a one coat paint, we have perfected S-W D-B Gray, Rx-16475, which meets practically every requirement demanded of a paint of this type, & in that it can be brushed, will stand from 25 to 33% reduction ~~at~~ for spraying or 33-1/3 to 50% reduction with Reducer No. 74 for dipping, dries to handle in from 1 1/2 to 2 hours, to pack in about 4 hours or to re-coat over night and can be depended upon to give satisfaction and pass government inspection.

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, CHICAGO, NEWARK, MONTREAL,
LONDON, ENG.

SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES

E B304-T E19 E75

N15778

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M S D PRICES

DIFFERENTIALS BETWEEN "A" AND "B" PRICES

	"A" Prices Lower than "B"
A. I. P. Primers and Pastes	per lb. 01
Agricultural Implement Stripping Colors	per lb. 05
Aluminum Paint	per gal. 65
Aluminum Paint Primer	per gal. 15
Aluminum Paint Thinner	per gal. 15
Aridos	per gal. 45
Aseptic White Enamels	per gal. 15
Auto Soap	per lb. 01
Black Japan, Air Drying	per gal. 10
Black Baking Japan, Liquid	per gal. 10
Black Baking Japan Reducer	per gal. 10
Brighten Up White	per gal. 15
Bras-Brite	per gal. 10
Bulletin Colors, Paste	per lb. 10
Bulletin Colors, Liquid	per gal. 15
Coffin Enamel	per lb. 05
Concrete Floor Finish	per gal. 15
Concrete Wall Finish	per gal. 15
Conduit Pipe Paint	per gal. 10
Cream Can Enamel	per gal. 15
Elevator Paints	per gal. 10
Enamels, Gas Engine, Liquid	per gal. 15
Enamels, Lustral	per gal. 15
Enamels, Special Lustral	per gal. 15
Enamel, Meter	per gal. 15
Enamel, Spirit	per gal. 25
Factory Coating	per lb. 1/2
Fillers, Paste	per lb. 01
Flat Blacks, Liquid	per gal. 15
Flat-Tone	per gal. 15
Flaxoap	per lb. 01
Furniture Graining Ink	per lb. 01
Furniture Wax Paste	per lb. 01 1/2
Galvanized Iron Primer	per gal. 15
Gas Engine Undercoatings, Paste	per gal. 01
Gas Engine Undercoatings, Liquid	per gal. 15
Gas Holder Paints	per gal. 15
Keg Paints	per gal. 15
Lacquers, Air Drying	per gal. 25
Linoleum and Rubber Tile Cements	per gal. 15
Machine Paints and Fillers	per lb. 01
Machine Primer and Sealer	per gal. 15
Machine Paint, Oil Proof	per gal. 15
Metal Furniture Finishes	per gal. 15
Metal Furniture Primers	per gal. 15
Metal Furniture Surfacers	per lb. 03
Graining Grounds	per lb. 04
Graining Ground for Birds Eye Maple	per gal. 15
Graining Colors	per lb. 04
Metal Furniture Baking Varnish	per gal. 15
Metallic Paints	per lb. 1/2
Metal Protective Paints	per gal. 15
Mine, Mill and Factory Colors	per gal. 13

MSD PRICES

DIFFERENTIALS BETWEEN "A" AND "B" PRICES

	"A" Prices Lower than "B"
Non-Corrosible Acid-Resisting Paint	per gal. 10
Oxydon Finishes	per gal. 15
Packing-House Finishes	per gal. 15
Petroloid	per gal. 15
Pole Paint	per gal. 10
Reducers	per gal. 10
Reed Primers and Finishing Enamels	per gal. 10
Smoke-Stack Paints	per gal. 10
Stains, Woodcraft	per gal. 25
Stain, Golden Oak	per gal. 25
Stain, Handcraft	per gal. 25
Stain, Permanent Mahogany Water	per gal. 15
Trunk Paints	per gal. 10
Varnish Colors, Liquid	per gal. 15
Velvet Finish, Toy Enamels	per gal. 15
Vernis-Martin Finish	per gal. 15

AUTO AND CARRIAGE FINISHES

Wagon Makers' Skin Lead	per lb. 1/2
O. D. Colors	per lb. 20%
O. D. Colors in Tubes	all prices net
Free Flowing Colors	per gal. 25
DeLuxe Finishing Enamels	per gal. 25
Auto and Carriage Undercoatings and Metal	
Body Primers, Liquid	per gal. 25
Coach Body Primer	per gal. 25
Body Undercoatings, Paste	per lb. 02
Coach Gear Primers, Liquid (Brushing)	per gal. 25
Coach Gear Fillers, Liquid (Brushing)	per gal. 25
Coach Gear Fillers, Paste	per lb. 01
Sanding Fillers for Gears	per lb. 01
Coach Gear Primers, Liquid (Dipping)	per gal. 15
Chassis and Gear Fillers, Paste	per lb. 01
Sanding Surfacers	per gal. 25
Sanding Surfacers	per lb. 01
Perfect Method Undercoatings, Liquid Body and	
Gear Primers, Fillers and Surfacers	per gal. 15
Glasing Putty	per lb. 04

MSD PRICES

DIFFERENTIALS BETWEEN "A" AND "B" PRICES

PAINTS FOR OIL PRODUCERS AND REFINERS

	"A" Prices Lower than "B"
Oil Station Paint	per gal. 15
Tank Paints	per gal. 15
Tank Car Paints	per gal. 15
Metalastic	per gal. 15
Suspended Red Lead	per gal. 15
Engine Enamels	per gal. 15
Concrete Floor Paint	per gal. 15
Galvanized Iron Primer	per gal. 15
Fire Plug Red	per gal. 15
Salamander Black	per gal. 10
Brighten Up White	per gal. 10
Liquid Graphite	per gal. 15
Ebonol	per gal. 15
Aluminum Paint	per gal. 65
Barrel Paint	per lb. 01

M S D PRICES

Agricultural Implement Paste Primers and Paints

In presenting our list of Agricultural Implement Paste Primers and Paints to the sales force, we have endeavored to so arrange the information on this line of material that it will be most accessible and easy to use.

We have passed through and left behind a period of experimenting with cheaper substitutes for raw materials employed in the manufacture of Implement Paints. We have now directed all our attention to the manufacture of these paints in such large quantities that the cost will be reduced by reason of the tonnage rather than by substitution of anything but the most approved ingredients.

In order to accomplish this as far as possible from the sales end, the Implement Paints herewith listed have been made to conform as nearly as possible with the standard set by our New Wagon Box Greens. Having put the standard of quality where it will unquestionably be satisfactory for all but very special requirements we are endeavoring to give you every possible aid in the selling of these particular paints so that it will be unnecessary for the representatives to order special batches or to have samples of our competitors' material analyzed and matched.

The pigments are all selected to give the best possible results as to brilliancy of color, fastness to light, durability of paint film and working qualities during application, and only those vehicles are used which have proved both safe and permanent. Many cheaper paints are being turned out than these, but in every case if care is taken to make close comparative tests, our line of implement paints will prove the cheapest for the consumer.

We draw particular attention to the line of Wagon Box Greens, both brush and dip, and would say that the Dipping Wagon Box Greens, while they are especially made for dipping, are also excellent for ordinary brushing work, but the line of Brushing Wagon Box Greens has been added to meet extreme brushing conditions.

This line is especially recommended for all A. I. P. Green work, and should be sold in preference to anything else. They are of sufficient strength for any ordinary implement painting either brush or dip, and are of good, bright shades, and of exceptional durability.

Our line of Paratol Reds furnished in brushing and dipping quality are designed in the same high grade quality as our Wagon Box Greens, and are particularly commendable for their permanent bright red shade and their maximum durability.

Of the other colors such as Yellows, Blues, Grays, Maroons, etc., one paint of each type has been selected which is best adapted to the needs of the trade, and the assortment should cover all ordinary requirements.

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M S D PRICES

A. I. P. PRIMERS

317 Pink Primer (Dip) (21086). Weight 16½ pounds per gallon. Dries in from five to six hours; for dipping, should be reduced 14 to 16 pounds per gallon; particularly well adapted to dip work.

barrels and ½-barrels	25s
10	11

318 Red Primer (Brush and Dip) (21090). Weight 16 pounds per gallon. Dries in from six to eight hours; for dipping, reduce 16 to 18 pounds to gallon; for brushing, reduce 18 to 20 pounds to gallon. Possesses exceptional covering properties, good color and remains well in suspension.

barrels and ½-barrels	25s
09 ½	10 ½

Paratone Primer (21118). Description—For use in connection with PARATONE RED. Weight, 20 pounds per gallon. For brushing, reduce 22 to 24 pounds per gallon. For small tank dipping, reduce 16 to 18 pounds per gallon.

barrels and ½-barrels	25s
09	10

309 Green Primer (Brush and Dip) (20714). Weight 17½ pounds per gallon. Dries in from five to six hours; for dipping, should be reduced 16 to 18 pounds per gallon; for brushing, 18 to 20 pounds per gallon. Gives brilliant green shade for both dip and brush work.

barrels and ½-barrels	25s
11 ¾	12 ¾

301 Yellow Primer (Brush and Dip) (853). Weight 18½ pounds per gallon. Dries in from eight to ten hours. For dipping, should be reduced 14 to 16 pounds to gallon; for brushing, 16 to 18 pounds per gallon. Gives splendid results for both brush and dip work.

barrels and ½-barrels	25s
12 ¾	13 ¾

A. I. P. REDS

499 Implement Maroon (20297). Weight 19½ pounds per gallon. Dries in from six to eight hours; for dipping bare iron, should be reduced 12 to 14 pounds; for dipping bare wood, 10 to 12 pounds to gallon; for brushing bare iron, 16 to 18 pounds, and bare wood, 14 to 16 pounds. Produces an unusually attractive shade of maroon.

barrels and ½-barrels	25s
13	14

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M S D PRICES

A. I. P. REDS—Continued

536 PARATOL RED Light (Brush) (21039). Weight 24 pounds per gallon. Covers solid at a reduction of from 20 to 24 pounds per gallon of naphtha for brushing. Dries in from six to eight hours.

barrels and 1/2-barrels	25s
13	14

537 PARATOL RED Light (Dipping) (20939). Weight 16 1/4 pounds per gallon. Covers solid at a reduction of from 14 to 16 pounds per gallon of naphtha for dipping. Dries in from six to eight hours.

barrels and 1/2-barrels	25s
14	15

538 PARATOL RED Medium (Brush) (21041). Weight 24 pounds per gallon. Covers solid at a reduction of from 20 to 24 pounds per gallon of naphtha for brushing. Dries in from six to eight hours.

barrels and 1/2-barrels	25s
13	14

539 PARATOL RED Medium (Dipping) (21040). Weight 16 1/4 pounds per gallon. Covers solid at a reduction of from 14 to 16 pounds per gallon of naphtha for dipping. Dries in from six to eight hours.

barrels and 1/2-barrels	25s
14	15

523 Non Fading Gear Vermilion (Light) (20589). Weight 20 pounds per gallon. Dries in from six to eight hours. For brushing, should be reduced 20 to 22 pounds per gallon. Produces light, brilliant shade. Absolutely permanent and should be introduced wherever possible.

barrels and 1/2-barrels	25s
35	36

PARATONE RED (Medium) (21119). Description—A splendid Red Paste Color designed to meet competition of Red Pastes sold at prices less than Paratol. Drying time, four to five hours. PARATONE RED is a Para Dye, Red Lead Color Combination. Weight 17 pounds per gallon. For brush work, reduce from 22 to 25 pounds per gallon. Can be dipped. It is not recommended for dipping in large tanks. For dipping in small tanks, reduce 26 to 18 pounds per gallon.

barrels and 1/2-barrels	25s
69 1/2	10 1/2

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M S D PRICES

A. I. P. REDS—Continued

ALLKOTE RED (21058). Description—ALLKOTE RED is designed as a Red Color Coat, but owing to the high content of lead which the formula carries, this product will also serve as a high grade primer. Designed for brushing or dipping. Weight 46 pounds per gallon. Dries in from six to eight hours. For dipping, reduce 16 to 18 pounds per gallon. For brushing, reduce 18 to 20 pounds to a gallon. Possesses exceptional covering qualities. Of rich red color and remains well in suspension.

barrels and 1/2-barrels	25s
12	13

A. I. P. TARTAR REDS (Paste)

517 Tartar Red Light (Brush) (20561). Weight 18.50 pounds per gallon. Dries in from six to eight hours; for brushing, should be reduced 17 to 19 pounds per gallon. Recommended particularly for brush work.

barrels and 1/2-barrels	25s
18	19

518 Tartar Red Light (Dip) (20610). Weight 15.50 pounds per gallon. Dries in from six to eight hours; should be reduced 12 pounds per gallon and used for dipping purposes primarily.

barrels and 1/2-barrels	25s
18	19

519 Tartar Red Medium (Brush) (20562). Weight 18.20 pounds per gallon. Dries in from six to eight hours; should be reduced 17 to 19 pounds per gallon for brush work. A popular shade among the trade.

barrels and 1/2-barrels	25s
18	19

520 Tartar Red Medium (Dip) (20664). Weight 14.80 pounds per gallon. Dries in from six to eight hours; should be reduced 12 pounds to gallon for dip work.

barrels and 1/2-barrels	25s
19	20

521 Tartar Red Deep (Brush) (20563). Weight 18.30 pounds per gallon. Dries in from six to eight hours; should be reduced 17 to 19 pounds to gallon for brush work.

barrels and 1/2-barrels	25s
18 1/2	19 1/2

522 Tartar Red Deep (Dip) (20665). Weight 14 pounds per gallon. Dries in from six to eight hours; should be reduced 10 to 12 pounds to gallon for dip work.

barrels and 1/2-barrels	25s
19 1/2	20 1/2

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M S D PRICES

A. I. P. GREENS

364 Special Wagon Box Green, L.L. (Brush and Dip) (20926). Weight 17 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For brushing bare iron, 14 to 16 pounds, and bare wood, 12 to 14 pounds. For dipping black iron, 14 pounds, bare wood, 12 pounds, primed iron, 12 pounds, primed wood, 10 to 12 pounds to gallon.

barrels and 1/2-barrels	25s
15	16

A warm toned, extra light green with a slight yellow tone, very clean in color.

366 New Wagon Box Green, L. (Dip) (20572). Weight 16 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping black iron, 12 pounds, bare wood, primed iron, and primed wood, 10 to 12 pounds to gallon.

barrels and 1/2-barrels	25s
14	15

367 New Wagon Box Green, M. (Dip) (20573). Weight 16 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping black iron, 12 pounds, bare wood, primed iron and primed wood, 10 to 12 pounds to gallon.

barrels and 1/2-barrels	25s
14	15

368 New Wagon Box Green, D. (Dip) (20574). Weight 16 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping black iron, 12 pounds, bare wood, primed iron, and primed wood, 10 to 12 pounds to gallon.

barrels and 1/2-barrels	25s
14 3/4	15 3/4

371 New Wagon Box Green, L. (Brushing) (194). Weight 22 pounds per gallon. Dries in from six to eight hours; should be reduced for brushing, 16 to 18 pounds to gallon.

barrels and 1/2-barrels	25s
17	18

373 New Wagon Box Green, M. (Brushing) (195). Weight 20 pounds per gallon. Dries in from six to eight hours; should be reduced for brushing, 16 to 18 pounds to gallon.

barrels and 1/2-barrels	25s
17	18

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M S D PRICES

A. I. P. GREENS—Continued

379 New Wagon Box Green, D. (Brushing) (196). Weight 21 1/2 pounds per gallon. Dries in from six to eight hours; should be reduced for brushing, 16 to 18 pounds to gallon.

barrels and 1/2-barrels	25s
17	18

New Wagon Box Green, Dip and Brush, are same shade, making it possible to dip parts and brush others, resulting in uniformity in shade after final assembling.

A. I. P. YELLOWS

322 Canary Yellow (3772). Weight 22 1/2 pounds per gallon. Dries in from eight to ten hours; should be reduced as follows: For dipping, 14 to 16 pounds to gallon; for brushing, 16 to 18 pounds.

barrels and 1/2-barrels	25s
16 1/2	17 1/2

325 Farm Wagon Gear Yellow (20785). Weight 21 1/2 pounds per gallon. Dries in from eight to ten hours; should be reduced as follows: For dipping 15 to 16 pounds, and brushing, 18 to 20 pounds per gallon. Used principally for gears, wheels and poles. Excellent results are obtained on wood, by dipping first coat, reduced at about 16 pounds to a gallon of naphtha, follow with semi-gloss coat made with approximately 14 pounds of color, one gallon of Pale Implement Finishing Varnish and one-half gallon of naphtha. For high-grade work, stripe and finish, or for medium grade work, merely stripe, using a gloss stripe. For cheaper work, which is only given one coat, recommended about 14 to 16 pounds of color to a gallon of Pale Implement Finishing Varnish, and from one-half to three-fourths gallon of naphtha.

Note—Paste should be reduced with naphtha before varnish is added, and only mixed as required for immediate use.

barrels and 1/2-barrels	25s
18 3/4	19 3/4

341 Light Chrome Yellow (3695). Weight 22 1/2 pounds per gallon. Dries in from eight to ten hours; should be reduced as follows: For dipping, 12 to 14 pounds; for brushing, 14 to 16 pounds per gallon.

barrels and 1/2-barrels	25s
17 1/2	18 1/2

342 Medium Chrome Yellow (3670). Weight 24 pounds per gallon. Dries in from eight to ten hours; should be reduced as follows: For dipping, 14 to 16 pounds; for brushing, 16 to 18 pounds per gallon.

barrels and 1/2-barrels	25s
17 3/4	18 3/4

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M S D PRICES

A. I. P. YELLOWS—Continued

346 Orange Chrome Yellow (3749). Weight 25 1/4 pounds per gallon. Dries in from eight to ten hours; for brushing, should be reduced 22 pounds to gallon.

barrels and 1/2-barrels	25s
19 1/2	20 1/2

If when ordering Yellows, straight, dipping or brushing goods are desired, specify accordingly.

A. I. P. BLUES

421 Light Blue (3682). Weight 20 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping, 14 to 16 pounds; for brushing, 16 to 18 pounds per gallon.

barrels and 1/2-barrels	25s
18 1/2	19 1/2

423 Medium Blue (3699). Weight 20 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping, 14 to 16 pounds; for brushing, 16 to 18 pounds per gallon.

barrels and 1/2-barrels	25s
17	18

424 Deep Blue (3758). Weight 17.60 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping, 14 to 16 pounds; for brushing, 16 to 18 pounds per gallon.

barrels and 1/2-barrels	25s
22	23

A. I. P. GRAYS

390 Light Gray (3734). Weight 22 1/4 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping, 16 to 18 pounds; for brushing, 18 to 20 pounds per gallon.

barrels and 1/2-barrels	25s
16	17

391 Medium Gray (3712). Weight 22 1/4 pounds per gallon. Dries in from six to eight hours; should be reduced as follows: For dipping, 14 to 16 pounds; for brushing, 16 to 18 pounds per gallon.

barrels and 1/2-barrels	25s
14	15

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M S D PRICES

AGRICULTURAL IMPLEMENT STRIPING COLORS (Paste) Quick-Drying

Put up in 5s P. C.

No.

552 Striping Vermilion (1052)	50
553 Striping Red (1053)	42
562 Striping Blue (1062)	39
573 Striping Chrome Yellow, M (1073)	32
590 Striping White (1090)	
591 Striping Black (1091)	

ALUMINUM PAINT

(29)	1s	5 00
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ALUMINUM PAINT PRIMER (Liquid)

For use under Aluminum Paint to get most brilliant and durable finish.

	1/4s	1s
Gray (6500)	2 70	2 50

ALUMINUM PAINT THINNER (Liquid)

For use in mixing Bronze and for thinning Aluminum Paint.

	1s	5s	bbis.
(076)	2 00	1 90	1 80

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M S D PRICES

ARIDOS (Liquid) "Keeps Out the Moisture"

A sanitary paint for creameries, cooling-rooms, etc.

	1s	5s	bbis.
Black (729).....	3 60	3 50	3 35
Blue, Sky (713).....	3 60	3 50	3 35
Emerald (706).....	3 60	3 50	3 35
Flesh (718).....	3 60	3 50	3 35
Gray (721).....	3 60	3 50	3 35
Gray, French (717).....	3 60	3 50	3 35
Green, Grass (708).....	3 60	3 50	3 35
Green, Satin (716).....	3 60	3 50	3 35
Ivory (711).....	3 60	3 50	3 35
Olive (719).....	3 60	3 50	3 35
Pink (724).....	3 60	3 50	3 35
Primrose (728).....	3 60	3 50	3 35
Red, Cardinal (705).....	5 40	5 30	5 15
Tan (707).....	3 60	3 50	3 35
White (710).....	3 60	3 50	3 35
Wine (726).....	5 40	5 30	5 15



M S D PRICES

Enamel Finish Information

Aseptic White

The following is a description of our Air Drying and Baking Aseptic White Undercoatings and Enamels listed on page 117.

Enamel Finish for Bedsteads

Bedstead Dipping Primer No. 16—Rx 6916

Reduced 50 per cent with benzine. Do not use Reducer No. 74—0974 because we find benzine works better with this particular material than our special Reducer. This Primer will air dry satisfactorily in 24 to 36 hours and bake in 3 hours at 160 degrees.

Dipping Bedstead Enamel No. 54—Rx 17654

Reduced 50 per cent with White Enamel Reducer No. 75—01075 for dip work and 33 1/4 per cent for spray work. This material can also be reduced with Reducer No. 74—0974 or turpentine, but when these Reducers are used the Enamel will not take as much Reducer as when reduced with 01075 and will not have near as high a gloss as when 01075 is used. This material will take a higher heat than any of our other Enamels without turning yellow or showing any bad effects. It will also air dry satisfactorily in 24 to 36 hours or can be baked at 170 to 180 degrees for 3 hours.

Kitchen Cabinet and Refrigerator Finish

For Two-coat work

For wood, galvanized or black iron—White Primer No. 12—Rx 17212

Wood—For brushing can be used full body, or if any Reducer is necessary, it will take 12 1/2 per cent reduction with Reducer No. 74—0974 or turpentine. For spraying reduce 33 1/4 per cent with Reducer No. 74—0974.

Galvanized Iron or Black Iron—Use full body for brushing and for spraying reduce 25 per cent with Reducer No. 74—0974.

Will air dry over night or bake at 150 to 160 degrees for 3 hours. This material should not be used in a dipping tank. If you find a demand for a Dipping Primer for this class of work, use Bedstead Dipping Primer No. 16—Rx 6916, using the same instructions as given for this material when used on bedsteads.

Aseptic White Undercoating No. 37—Rx 6937

Use same as 17212.

White Baking Enamel No. 68—Rx 17868

For spray work reduce 33 1/4 per cent with White Enamel Reducer No. 75—01075; for dip work reduce 50 per cent with White Baking Enamel Reducer No. 75—01075. Pure spirits of turpentine can also be used for dipping, but in using turpentine the material will not take as much Reducer and the gloss will not be near as high as when the Enamel Reducer is used. This material will air dry satisfactorily over night but can also be baked at 150 degrees for 3 hours. It should

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WHITE BAKING ENAMEL—Continued

not be given more than 150 degrees of heat because it will turn yellow. This Enamel can also be used for a one coat proposition. For this class of work we would suggest reducing it 33 1/4 per cent with White Enamel Reducer—01075 and air dry or bake as stated above.

One-Coat Work

One-Coat White Enamel No. 70—Rx 17870

This material will work satisfactorily on galvanized or black iron. Should not be used on wood. It can be reduced 25 per cent with Reducer No. 74—0974 or can also be reduced with Benzine for brush or spray work, but we prefer to sell our Reducer No. 74 to obtain best results. When used this way it will air dry over night or will bake at 150 degrees for 3 hours. We do not recommend this material for dipping purposes.

Wire Wheel Finish

For Repair and Repainting only—White Wire Wheel Primer No. 47—Rx 18047

Reduce 12 1/4 per cent with turpentine and spray. We do not recommend any other Reducer for this material. This material will not air dry satisfactorily but should be baked at 160 degrees for 3 hours.

White Wire Wheel Enamel No. 609—Rx 17609

Reduce 25 per cent with turpentine and spray. We do not recommend any other Reducer. This material will air dry satisfactorily over night or bake at 150 degrees for 3 hours. We do not recommend any higher heat for this Enamel. On account of this material having to stand outside exposure a good percentage of oil is required in its manufacture and for this reason when baked above 150 degrees, it will turn yellow.

Please understand that this recommendation is not for any work except repair and repainting of wire wheels—not for new work.

White Reed Enamel Finish

White Primer No. 12—Rx 17212

Will answer for a satisfactory Spraying Primer on all classes of this work.

White Baking Enamel No. 68—Rx 17868

Will answer satisfactorily for a White Reed Finishing Enamel for this class of work.

White Toy Finish and General Sundry

Articles

Dull White Toy Enamel No. 49—Rx 18049

Reduced 25 per cent with Reducer No. 74—0974 for spray. Will air dry satisfactorily over night or bake at 165 degrees for 3 hours. This Enamel covers good one coat and gives a good Dull or Egg Shell Finish.

Gloss White Toy Enamel No. 48—Rx 18048

Reduced 25 per cent with Reducer No. 74—0974 for spray or dip work. This material will air dry satisfactorily over night or bake at 160 degrees for 3 hours.

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Gloss White Toy Enamel No. 605—Rx 17605

Reduced 25 per cent with Reducer No. 74—0974 for spray or dip work. This material will air dry satisfactorily over night or bake at 160 degrees for 3 hours.

For two coat work use either White Primer No. 16 or White Primer No. 12—Rx 6916 for dipping and Rx 17212 for brushing or spraying. For a good clean Enamel Finish over these Primers use one coat of White Baking Enamel No. 605—Rx 17605.

With reference to the particular whiteness of the above Enamels, it would be very hard for anyone to explain in detail how one compares with the other from a standpoint of whiteness. We suggest that each Manager arrange to have quart samples sent to his Division so that when the representatives come in they can examine each material and in this way find out for themselves just how one compares with the other.

Aseptic White Enamels and Undercoatings

	5s	bbis.
Aseptic White Undercoating No. 16 (6916).....	2 40	2 25
Aseptic White Undercoating No. 12 (17212).....	2 30	2 15
Aseptic White Undercoating No. 37 (6937).....	2 25	2 10
Aseptic White Undercoating No. 47 (18047).....	3 00	2 85
Aseptic White Enamel No. 56 (17656).....	3 50	3 35
Aseptic White Enamel No. 68 (17868).....	2 50	2 35
Aseptic White Enamel No. 609 (17609).....	2 90	2 75
Aseptic White Enamel No. 605 (17605).....	2 65	2 50
Aseptic White Dull Enamel No. 49 (18049).....	2 35	2 20
Aseptic White Enamel No. 48 (18048).....	2 00	1 85
Aseptic One-Coat Enamel No. 70 (17870).....	2 90	2 75
Aseptic Reducer No. 74 (0974).....	65	50
Aseptic Enamel Reducer No. 75 (01075).....	1 50	1 35

M S D PRICES

BLACK JAPANS (Air-Drying)

	1s	5s	bbis.
Premier (097).....	1 50	1 40	1 25
Trunk (0735).....	1 20	1 10	95
Implement (0734).....	1 10	1 00	85
No. 5 (0700).....	85	75	60
Climax (02605).....	(bbis. only)		55

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Motor Radiator Conn. Blk 18/31 = 1.00

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 twenty to thirty minutes and hard in four to five hours. Furnished ready for application.

TRUNK BLACK (Air-Drying)

Has good working and flowing properties. Dries dust free in thirty minutes and hard in six 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 ironwork requiring a dense black. Has exceptionally good covering properties. Dries dust free in twenty to thirty minutes and hard in five to six 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, boilers, sheet-iron work, etc. For brush work, one part naphtha to four parts japan, and for dipping, one part naphtha to two parts japan is recommended. Dries dust free in fifteen to twenty minutes and hard in four to five hours.

CLIMAX (Air-Drying)

Similar to No. 5 Air-Drying Japan, sets up about the same, but a trifle slower in drying, practically semi-gloss, very tenacious and elastic.

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M S D PRICES

Black Baking Japans

HIGH GRADE FENDER JAPAN FINISH

For use on fenders, hoods, mud guards, etc.

First Coat Rubber Finish No. 98—Rx 11498, to be reduced 20 percent with No. 74 Reducer—Rx 0974, which will give a Beasme reading of 30. Second Coat Finest Black Fender Finishing Enamel No. 54—Rx 01554, reduced 50 percent with No. 74 Reducer—Rx 0974, which will give a Beasme reading of 32. This coat should be rubbed to a surface, after being baked, with pumice stone and water, after which apply one more coat of the material same reduced the same way. For commercial or medium grade work, use two coats of 01554 reduced as explained above, or when the metal is not of the best grade, use one coat of Rubber Finish No. 98, rubbing this coat slightly and finish with one coat of Finest Black Fender Finishing Enamel No. 54—Rx 01554.

All of the above materials should be baked at 425 degrees for 30 minutes. By this we mean that it will take from 30 to 40 minutes to obtain 425 degrees of heat, then hold at this temperature for 30 minutes. In cases where you find it is impossible to get this required heat and only from 375 degrees to 400 degrees can be obtained, the length of the bake should be increased to 1½ hours. By this we mean to take from 40 to 45 minutes to obtain the heat of from 375 to 400 degrees and hold at this temperature from ¾ to 1 hour.

Cold ovens must also be taken into consideration in obtaining the required heat. The first bake in the morning when commencing work will always take a trifle longer than the second, third, or later bakes during the day or night work. This is due to the oven being cold from standing over night, and it will take from 30 to 45 minutes to warm the oven up, so don't expect to obtain your heat for the first bake as readily as you do when the oven is warm.

The subject of heat is one of the most important factors to consider in the finish of Black Baking Japans. A good many times you find that the thermometers being used in determining the heat in the oven do not show the correct heat that is being obtained. This is usually due to the incorrect placing of the thermometer or improper circulation of air to obtain correct heat. In this case it will be impossible for us or anyone else to satisfactorily decide on what particular heat would answer satisfactorily in this oven. The only thing to do would be to get a new thermometer and hang it in the oven during the process of baking and find out exactly what the temperature is.

HIGH GRADE BLACK BAKING JAPAN No. 75—Rx 01575

To be used on automobile bodies, high grade hardware specialties, registers, locks and finest grade of materials outside of automobile finishes, sewing machines, adding machines, typewriters, etc.

For the best results on automobile bodies and similar articles, this material should be reduced 20 percent with Reducer No. 74—Rx 0974, which gives a Beasme reading of 30 degrees. To obtain best results for japanning with this material, other articles should be taken into consideration

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for the correct reduction. For instance, this Japan for use on small hardware specialties articles, registers, etc. could be used a trifle heavier. The baking time of this material is 425 degrees from 15 to 20 minutes. By this we mean that the oven should be brought to this degree of heat in 30 minutes and held at this heat for 15 or 20 minutes. The same special consideration should be given to this material as to our Finest Black Fender Finishing Enamel with reference to the heat required to obtain best results.

No. 60 BLACK BAKING JAPAN—Rx 0760

High Grade Black Baking Japan for use on hardware specialties, locks, toys, registers, kitchen utensils and fine grade of springs. This Japan should be reduced 100 to 150 per cent with 0974 according to the work in hand and the desired finish required. For spring work it should be reduced the limit—150 per cent. For registers it should not be reduced over 75 per cent, etc. This Japan should be baked at 375 degrees from 15 to 30 minutes according to the work in hand, taking 30 to 45 minutes to obtain the required heat.

No. 72 BLACK BAKING JAPAN—Rx 0772

Medium Grade Black Baking Japan to be used on hardware, specialties, toys, registers, kitchen utensils, medium grade of springs, etc. This Japan will reduce 200 per cent for spring work and accordingly for other materials; will bake 500 to 600 degrees in 5 to 10 minutes for spring work when reduced 200 per cent and accordingly when reduced less for other articles. By this we mean that should this same material be used on small hardware specialties, registers or toys, it could be baked at 375 to 400 degrees by bringing the heat up to this required degree in about 30 to 45 minutes and holding it there from 30 to 45 minutes.

No. 20 BLACK BAKING JAPAN—Rx 02630

Good Cheap Black Baking Japan to be used on the same articles as explained in the Medium Grade, but especially adapted for spring work. For this particular purpose it will take 200 to 250 per cent reduction with 0974 and can be baked at 500 to 600 degrees from 5 to 10 minutes with excellent results.

Japans are usually made by placing glaucite in a steel kettle and melting. After adding drying agents and oils, it is heated to certain heats, cooled and thinned with any of the reducing agents, according to the quality of the material, and then allowed to age from three to four months.

OVENS

This is one of the most important subjects that should be discussed when a representative calls on a manufacturer using this class of material for these reasons: invariably ovens are constructed promiscuously and in a good many cases the heat, ventilation and circulation of fresh air is a secondary consideration. Unless a thermometer is used to regulate the heat, correct ventilation in the oven and the proper circulation of air, the best results cannot be obtained. If every one of our Managers as well as representatives would thoroughly consider this important factor in obtaining the best results with Black Baking Japan, we are satisfied that fifty per cent of the complaints registered against Black Baking Japan would be eliminated.

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Blueprints showing the correct style of oven that should be used have been forwarded to all Managers for distribution to the representatives.

With further reference to the oven it should be so placed that the least amount of labor and time is used in getting the work from the drain boards to them. Ovens are usually heated by gas, except where live steam can be had and a low bake required. The most improved and up-to-date ovens are electric. One of the most important features of a good oven is proper ventilation to carry off the fumes and gases so they will not settle back on the work and you do not run chances of explosions. It is also important to have a thermometer, as it is not possible to determine the heat by placing the hand on the oven door, by the flame of the gas, or any other means except the thermometer. The ordinary thermometer will not do; it must be one that extends six or eight inches into the oven to get the correct heat.

The real systematic and energetic Japanner will use a hydrometer in testing his Japan to keep it at the correct Beaume all the time. This is no hard task and only takes a very few minutes at night or in the morning; preferably at night. The advantage of doing it at night is that the Japan has all night to settle out and will be in excellent condition for dipping the next morning. The evaporation over night will not change the hydrometer reading sufficiently to cause any trouble if the Japan is covered with a satisfactory tight cover. The hydrometer used for this is referred to as a Light Liquid Hydrometer.

To keep down dust in the oven wipe out the corners and edges with a neutral oil or take some of the same Japan that you are using and apply it on the corners and places where dust may collect and during the first bake you make you will find the Japan bakes the dust and dirt right into the oven and you will eliminate considerable of this trouble.

Whenever Japan shows any tendency of being dirty, the tank should be cleaned out and the Japan strained. This will depend upon how clean the room in which the work is done is kept and also how clean the material is before being allowed to be dipped in the Japan.

Exceeding care should be exercised in seeing that the material to be dipped is clean and free from grease or acids which might be left on from the cleaning process. If you are careless in this respect, the Japan and finish is sure to suffer.

The hooks used to hang the work up with should not be allowed to become heavy with Japan as this causes dirty work. The Japan should be burnt off as soon as they show this condition. It is very important that hooks be made to fit the work properly and also that the work hangs correctly to get the best drain.

The following method is used in quite a few Japan rooms as a cleaning process. The articles to be japanned are placed in an oven and baked at a heat ranging from 500 to 550 degrees for 3 to 4 hours. Any grease or smut left on the articles to be japanned is naturally oxidized by this high heat and the articles come out dry and clean. This, however, does not take off all the small particles of dust that may be found in the seams and it is advisable to take a brush, after the articles have been taken out of the oven, and clean the seams out so you will be sure that there is no dust floating over your work when it is dipped.

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TANKS

With reference to the tank used for the dipping of Fender Japan, we want to call particular attention to the drawing sent to all Managers describing a proper tank for the dipping of this class of material. It is absolutely necessary that the tank be of the required size to satisfactorily handle this class of work without holding the fender in two or three different positions to obtain a satisfactory dip. The fender should be placed in the tank and drawn out with one swoop, taking out the nose end of the fender first and bringing out the tail end or skirt of the fender last. In this way you obtain a complete flow of the Japan and get a drain at the proper angle and will not have any trouble with eggs. In this tank you should have a screen about six or eight inches from the bottom so that in dipping your fenders you will not strike bottom and agitate any settlements that may have gone to the bottom of the tank.

Also one of the most important features in this tank is that it should have a sub-straining tank at one end of the main tank that extends down to within one foot from the bottom of the main tank, and in this sub-straining tank you should have a copper mesh that will take up all small particles when fresh Japan is added to the main tank and also take up these particles from the Japan that has run from the drain board into a tub or bucket and then poured back into this sub-straining tank.

Another good point about having this sub-tank extend down to within one foot from the bottom of the main tank is that in adding Japan or pouring back the Japan that has run from the drain board, you don't disturb the top of the Japan and cause a lot of bubbles in the Japan so that it cannot be used for two or three hours after it has had the fresh Japan added. You can readily see that the Japan must circulate down into the bottom of the sub-tank and in that way enter into the bottom of the main tank, causing the least amount of disturbance. This tank is especially adapted for use in automobile factories. For Spring Japan work it is not necessary to have this sub-tank, but it is necessary to have the screen in the bottom of the tank.

BLACK BAKING JAPANS (Liquid)

	5s	8s	Ds
First Coat Rubber Finish No. 98 (11498)	1 70	1 55	1 30
Finest Black Fender Finishing Enamel No. 54 (01554)	1 35	1 20	1 15
High Grade Black Baking Japan No. 75 (01575)	1 10	95	90
High Grade Black Baking Japan No. 60 (0760)	90	75	70
Black Baking Japan No. 72 (0772)	90	75	70
Black Baking Japan No. 30 (02630)	80	65	60

BLACK BAKING JAPAN REDUCER

	1s	5s	bbis.
Reducer No. 74 (0974)	75	65	50

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M S D PRICES

Oxydon Finishes

FORMERLY RUBBER FINISHES (Baking)

Oxydon Finishes are made by grinding Black, such as Carbon Black, in a good Oil Varnish to a very fine consistency. This paste is added to different grades of Black Baking Japan; the reason for this is to get covering and that much sought-for Satin, Rubber, Egg Shell or Dull Finish. The desired effect as to gloss is governed by the amount of this Black paste added to the Black Baking Japan. For instance—if a Flat or Egg Shell Finish is desired, more of this Black paste would be added than if a Gloss Rubber Finish was desired.

The quality of Oxydon Finishes is governed by the quality of Black Baking Japan used in mixing this Black Paste with it. To obtain the highest grade, elastic and most durable Oxydon Finish, it is necessary to use a high quality long oil Black Baking Japan. On the other hand, the cheaper the Black Baking Japan, the more brittle your Oxydon Finish will be.

The amount of Oxydon Finish business possible can only be realized by the following list of articles now being finished this way:

Automobile accessories, lamps, horns, all metal surfaces, hardware, specialties, telephones, meter boxes, toys, novelties, camera parts, gas and gasoline stoves, lanterns, etc.

Oxydon Finish No. 80-6980—The highest quality of Oxydon Finish it is possible to make. It is a dense black and reduces 12 1/2 per cent for spraying, and 25 per cent for dip work, with benzine or 0974; will bake from 2 to 2 1/2 hours at 300 degrees.

Oxydon Finish No. 42-6942—A high grade Oxydon Finish. When reduced 66 2/3 per cent it dries about the same as 6980 when reduced 25 per cent. To be used where the customer desires material to stand considerable reduction or to take considerable reducer. This material will reduce 66 2/3 per cent for spraying and 75 per cent for dip work with benzine or 0974; will bake from 2 to 2 1/2 hours at 300 degrees.

On account of this material being of such a heavy consistency, the desired gloss obtained is governed by the amount of reducer. For instance, if a high gloss is required, the material should not be reduced any more than 40 to 50 per cent; if less gloss is desired, the material can be reduced 66 2/3 per cent, and for dip work the material, by reducing 75 per cent, will have still less gloss. In taking these matters up with the trade, it would be wise, if they are getting too much gloss, to use more reducer.

Oxydon Finish No. 34-6436—Highest quality ready-to-use Oxydon Finish. Should not be reduced for spraying or dip work. Will bake from 2 to 2 1/2 hours at 300 degrees.

Oxydon Finish No. 32-6432—A good grade of Oxydon Finish ready for use. No reducer should be used. The only difference in this material and 6436 is that 6432 dries with a trifle less gloss. Can be used for spraying or dip work and will bake from 2 to 2 1/2 hours at 300 degrees.

Oxydon Finish No. 74-17874—A high grade Steel Blue Oxydon Finish, made to represent finish of blue steel used in the manufacture of guns and high-grade instruments. This material is furnished ready for use and should not be reduced for dipping, and then a very small amount of benzine or 0974 can be added. Will bake from 2 to 2 1/2 hours at 300 degrees.

Oxydon Finish No. 67-14767—A good Egg-Shell Oxydon Finish. Will reduce 75 to 100 per cent for spraying or dip work with benzine or 0974 and will bake from 2 to 2 1/2 hours at 300 degrees.

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Oxydon Finish No. 92-17392—A fair grade Oxydon Finish. Can be used on stoves, oil cans, etc. Will reduce 66½ per cent. for spraying, and from 75 to 100 per cent for dip work, with benzine or 0974; will bake from 2 to 2½ hours at 300 degrees.

Oxydon Finish No. 32-180032—This is a good grade Oxydon Finish, and can be used on stoves, oil cans, etc. The difference between this material and 17392 is that 18007 does not carry as much gloss as 17392.

Oxydon Frostine, 01046—This can be brushed full body or reduced 10 per cent with turpentine for dip work and baked for 1½ hours at 350 degrees. To obtain best results with Frostine, it should be applied over a gloss or a finish like 6982 when reduced about 66½ per cent. or 6980 when reduced 25 per cent. or 6438 when applied full body. Frostine is a clear Varnish and the finish obtained by causing the varnish to check in the process of drying.

The baking time of all these materials referred to of from 2 to 2½ hours at 300 degrees means that the material should be baked for this length of time at the required heat; not that the material should be placed in a cold or warm oven and the baking time taken from then on. The heat should be allowed to advance gradually until it gets up to the required degree of 300 and then allowed to remain at this heat from 2 to 2½ hours to obtain best results. Or if necessary, can be baked at a lower heat by increasing the time or a higher heat by decreasing the time.

	5s	bbis.
Oxydon Finish No. 80-(6980).....	2 15	2 00
Oxydon Finish No. 82-(6982).....	2 05	1 90
Oxydon Finish No. 36-(6436).....	1 90	1 75
Oxydon Finish No. 38-(6438).....	2 05	1 90
Oxydon Finish No. 74-(17874).....	2 55	2 40
Oxydon Finish No. 67-(14767).....	1 75	1 60
Oxydon Finish No. 92-(17392).....	1 25	1 10
Oxydon Finish No. 32-(18032).....	1 50	1 35
Oxydon Frostine (01046).....	2 05	1 90

BRIGHTEN UP WHITE (Liquid)

For interior use

	1s	5s	bbis.
Flat (17637).....	2 65	2 55	2 40
Gloss (17633).....	3 00	2 90	2 75
Undercoat or Flat (17212).....	2 40	2 30	2 15
Egg Shell Milk White (14375).....	2-84	2-85	2-88
4-20	2-85	2-86	2-89

BRAS-BRITE

	¾s	½s	1s	5s
(14755).....	1 60	1 50	1 30	1 20

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M S D PRICES

Bronze Powders

ALUMINUM BRONZE (Dry)

Screw-top cans

	1s	5s	bbis.
No. 8000 (292 Dry).....	1 50	1 45	1 40

DRY BRONZE

	1s	per lb.
C. M. F. L. Aluminum XXX.....	2 50	35
C. M. F. L. Aluminum A.....	2 25	30
Brilliant Aluminum (292).....	1 50	25
Silver Bright Aluminum (310).....	1 50	25
C. M. F. L. Gold XXX.....	2 50	35
C. M. F. L. Gold A.....	2 25	30
No. 10,000 Gold.....	1 50	25
No. 5,000 Gold.....	1 50	25
No. 1,000 Gold.....	1 20	20
No. 8,000 Gold.....	1 50	25

BULLETIN COLORS (Paste)

For sign-board, bulletin and wall work.

	25s	1s	5s
Dragon Bulletin Red (20555).....	85	90	90

BULLETIN COLORS (Liquid)

	1s	5s
Black (15450).....	2 35	2 25
Blue (15358).....	3 00	2 90
Buff (15353).....	2 75	2 65
Green (15359).....	3 35	3 25
Green, Willow (15915).....	3 20	3 10
Red Dragon (15919).....	—	—
Yellow, Light (15415).....	3 35	3 25
Yellow, Dark (15400).....	3 35	3 25

COFFIN ENAMEL (Paste)

	25s
White (8657).....	30

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M S D PRICES

CONCRETE FLOOR FINISH (Liquid)

Over dry surface will dry hard over night, to be walked on following day.

	1s	5s	bbis.
Brown, Light (466).....	2 45	2 35	2 20
Dust Color (469).....	2 45	2 35	2 20
Gray (487).....	2 45	2 35	2 20
Green, Moss (451).....	2 45	2 35	2 20
Maroon (378).....	2 45	2 35	2 20
Orange (452).....	2 45	2 35	2 20
Red (453).....	2 45	2 35	2 20
Slate (468).....	2 45	2 35	2 20
Tan, Light (485).....	2 45	2 35	2 20
Yellow (376).....	2 45	2 35	2 20

CONCRETE WALL FINISH (Liquid)

	1s	5s	bbis.
Brown, Dark (15388).....	2 90	2 80	2 65
Brown, Light (15389).....	2 90	2 80	2 65
Buff (15386).....	2 90	2 80	2 65
Cream, (15308).....	2 90	2 80	2 65
Gray, Dark (15390).....	2 90	2 80	2 65
Gray, Extra Light (15477).....	2 90	2 80	2 65
Gray, Light (15384).....	2 90	2 80	2 65
Green Stone (15387).....	2 90	2 80	2 65
Red, Venetian (15510).....	2 90	2 80	2 65
Tan (15391).....	2 90	2 80	2 65
Terra Cotta (15385).....	2 90	2 80	2 65
Yellow, Colonial (15602).....	2 90	2 80	2 65
White (15392).....	3 15	3 05	2 90

CONDUIT PIPE PAINT (Liquid)

For underground work.

	1s	5s	bbis.
Black (0727).....	65	55	40

COKE OIL (Liquid)

For foundry use.

	5s	bbis.
Premier.....	—	—
Captain.....	—	—

Prices upon application

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M S D PRICES

CREAM-CAN ENAMELS

Ice cream, cream and milk can and similar metal containers.

	1s	5s	bbis.
Yellow (17671).....	3 25	3 15	3 00
Red (17672).....	3 75	3 65	3 50
Gray (17670).....	2 50	2 40	2 25
Green (17673).....	2 75	2 65	2 50
Blue (17674).....	2 60	2 50	2 35

ELEVATOR PAINTS (Liquid)

For plain exteriors.

	1s	5s	bbis.
Brown (1626).....	1 65	1 55	1 40
Red (5471).....	1 65	1 55	1 40
Slate (411).....	2 25	2 15	2 00

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M S D PRICES

Enamels

GAS ENGINE ENAMELS (Liquid)

For gloss finishing on gas engines, etc.

	1s	5s	1/2-bbls. & bbls.
Black (6371).....	2 05	1 95	1 80
Blue, Medium (7004).....	3 00	2 90	2 75
Brown (14428).....	2 25	2 15	2 00
Gray, Dark (6484).....	2 15	2 05	1 90
Gray, Silver (7700).....	2 25	2 15	2 00
Gray, Steel (6496).....	2 10	2 00	1 85
Green, Brewster (6712).....	2 50	2 40	2 25
Green, Bronze (6575).....	2 50	2 40	2 25
Green, Chrome (6605).....	2 35	2 25	2 10
Green, Dark (6372).....	2 25	2 15	2 00
Green, Light (6712).....	2 50	2 40	2 25
Green, Medium (6714).....	2 35	2 25	2 10
Maroon, Light (6357).....	2 20	2 10	1 95
Maroon, Dark (6366).....	3 00	2 90	2 75
Red, Rich (6645).....	2 50	2 40	2 25
Vermilion (6665).....	3 00	2 90	2 75
Wine (17546).....	2 50	2 40	2 25

DADO ENAMELS (Liquid)

	1s	5s	bbls.
Dust Color (669).....	2 40	2 30	2 15
Gray (487).....	2 40	2 30	2 15
Slate (468).....	2 40	2 30	2 15
Moss Green (451).....	2 40	2 30	2 15
Light Brown (466).....	2 40	2 30	2 15
Maroon (378).....	2 40	2 30	2 15



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M S D PRICES

LUSTRAL ENAMELS (Liquid)

For gloss finishing-coats on metal and wood surfaces, including machine tools.

	1s	5s	1/2-bbls. & bbls.
Black (6371).....	2 05	1 95	1 80
Blue, Medium (7004).....	3 00	2 90	2 75
Brown (14428).....	2 25	2 15	2 00
Gray, Dark (6484).....	2 15	2 05	1 90
Gray, Silver (7700).....	2 25	2 15	2 00
Gray, Steel (6496).....	2 10	2 00	1 85
Green, Brewster (6712).....	2 50	2 40	2 25
Green, Bronze (6575).....	2 50	2 40	2 25
Green, Chrome (6605).....	2 35	2 25	2 10
Green, Dark (6372).....	2 25	2 15	2 00
Green, Light (6712).....	2 50	2 40	2 25
Green, Medium (6714).....	2 35	2 25	2 10
Maroon, Light (6357).....	2 20	2 10	1 95
Maroon, Dark (6366).....	3 00	2 90	2 75
Red, Rich (6645).....	2 50	2 40	2 25
Vermilion (6665).....	3 00	2 90	2 75
Wine (17546).....	2 50	2 40	2 25

SPECIAL LUSTRAL ENAMELS (Liquid)

Supplied in consistency ready for brushing. For dipping, should be reduced as required.

No.	1s	5s	bbls.
622 Blue (6622).....	2 50	2 40	2 25
625 Blue (6625).....	2 65	2 55	2 40
631 Blue (6631).....	2 75	2 65	2 50
690 Brown (14428).....	2 25	2 15	2 00
680 Gray (14251).....	2 50	2 40	2 25
685 Gray, intermediate coat (14250).....	2 25	2 15	2 00
602 Green (6602).....	2 15	2 05	1 90
605 Green (6605).....	2 15	2 05	1 90
606 Green (6606).....	2 40	2 30	2 15
608 Green (6608).....	2 40	2 30	2 15
616 Green, Olive, M (6616).....	2 40	2 30	2 15
642 Maroon (6642).....	2 10	2 00	1 85
643 Maroon (6643).....	2 00	1 90	1 75
645 Maroon (6645).....	2 75	2 65	2 50
648 Maroon (6648).....	3 30	3 20	3 05
649 Maroon (6649).....	2 75	2 65	2 50

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M S D PRICES

SPECIAL LUSTRAL ENAMELS—Continued

No.		1s	5s	bbis.
688	Maroon (17546).....	2 60	2 50	2 35
640	Red (6640).....	2 35	2 25	2 10
644	Red. Spartan. M (6664).....	3 25	3 15	3 00
665	Red. Spartan. D (6665).....	3 05	2 95	2 80
906	Red. Tartar. L (14906).....	3 00	2 90	2 75
907	Red. Tartar. M (14907).....	2 00	2 90	2 75
908	Red. Tartar. D (14908).....	3 00	2 90	2 75
663	Vermilion (6663).....	"	"	"
671	Yellow. M (6671).....	3 00	2 90	2 75
672	Yellow. O (6672).....	3 00	2 90	2 75

*Prices upon application.

METER ENAMELS (Liquid)

For gloss finish on gas and water meters.

	1s	5s
Black (7100).....	2 35	2 25
Red (7337).....	2 30	2 20

FACTORY COATING

Cold-water paint for inside use in factories, etc. Five pounds of powder, mixed with water, will make a gallon, which will cover approximately 200 square feet.

	bbis.
Per pound.....	05

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M S D PRICES

SPIRIT ENAMELS (Liquid)

Quick-drying high-gloss finishing enamels.

	1s
Black Enamel (01132).....	2 50
Blue. Yale. Light (17636).....	3 00
Blue. Yale. Dark (17641).....	3 00
Brown. Golden (17637).....	3 00
Clear (01096).....	2 50
Gray. Silver (17638).....	4 00
Green. Emerald (17639).....	3 00
Red. Tartar (17643).....	2 75
Red. Tuscan (17642).....	3 75
Tan (17644).....	3 00
Yellow. Aurora (17640).....	3 00
White Primer (17635).....	3 50
White Finishing (6017).....	4 50

S-W FILLERS (Pastes)

For filling open-grained woods.

	25s	100s	1/2 bbis. &
Antique Oak (4).....	10	9 1/2	9
Golden Oak (5).....	12	11 1/2	11
Golden Oak. Dark (20845).....	10	9 1/2	9
Light Oak (1).....	10	9 1/2	9
Red Oak (3).....	12	11 1/2	11
Transparent (20049).....	10	9 1/2	9
Mahogany (6).....	12	11 1/2	11
Walnut (2).....	11	10 1/2	10
Early English (20845).....	10	9 1/2	9

FLAT BLACKS (Liquid) (Air-Drying)

	1s
Bauer Barff Finish (6771).....	2 00
Egg-Shell Finish Black (42).....	2 00
Flat Black Finish for Wood (6771).....	2 00

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M S D PRICES

FLAT-TONE (Liquid)

Prepared ready for the brush.

See Trade Sales
4/28/20

	1s	5s	bbis.
Azure, Pale (15192).....	2 60	2 50	2 40
Bright Sage (15197).....	2 60	2 50	2 40
Brown, Coconut (15199).....	2 60	2 50	2 40
Buff (15189).....	2 60	2 50	2 40
Buff Stone (15193).....	2 60	2 50	2 40
Caen Stone (16210).....	2 60	2 50	2 40
Cream (15187).....	2 60	2 50	2 40
Gray, Lichen (15188).....	2 60	2 50	2 40
Gray, Pearl (15191).....	2 60	2 50	2 40
Gray, Silver (15195).....	2 60	2 50	2 40
Green, Forest (15407).....	2 60	2 50	2 40
Ivory (15186).....	2 60	2 50	2 40
Ivory White (16236).....	2 60	2 50	2 40
Ivory Tan (16227).....	2 60	2 50	2 40
Pink, Shell (15194).....	2 60	2 50	2 40
Tan (15201).....	2 60	2 50	2 40
White (15185).....	2 60	2 50	2 40

FLAT-TONE MIXING SIZE

	1s	5s	bbis.
(01083).....	1 65	1 55	1 45

FLAXOAP AND AUTO SOAP

A pure linseed oil soap, particularly adapted for washing automobiles and carriages.

	50s	1/2-bbls.	bbis.
Flaxoap (M 15).....	17	16	15
Auto Soap (M 98).....	12 1/2	12	11 1/2

Prices F. O. B. Cleveland

M S D PRICES

FURNITURE GRAINING INK (Paste)

For imitating oak on plain woods.

	5s	25s	100s
Golden Oak (20549).....	25	23	22

FURNITURE WAX (Paste)

For furniture finishing, etc.

	5s	25s	regs
(58).....	35	32 1/2	31 1/2

GALVANIZED IRON PRIMERS (Liquid)

To prevent scaling of finishing coats.

	1s	5s	bbis.
Gray (6500).....	2 50	2 40	2 25

GAS ENGINE UNDERCOATINGS (Paste and Liquid)

For superheated surfaces.

	25s	1/2-bbls. & bbls.
Gas Engine Primer (Paste) (64).....	11	10
Gas Engine Filler (Paste) (66).....	9 1/2	8 1/2
High Heat Engine Filler (21504).....	11	10
Gas Engine Primer (Liquid) (6701).....	1s	
Gas Engine Sealer, Dark (Liquid) (7284).....	2 25	
Gas Engine Sealer, Gray (Liquid) (14250).....	2 25	
Gas Engine Sealer, Maroon (Liquid) (7300).....	2 15	
Gas Engine Sealer, Red (Liquid) (7253).....	2 15	
Gas Engine Sealer, Green (Liquid) (7325).....	2 25	

GAS HOLDER PAINTS

For painting gas holder tanks.

	5s	bbis.
Rich Red No. 26 (15626).....	2 15	2 00
Moss Green No. 98 (15498).....	2 40	2 25
Silver Gray No. 68 (15768).....	2 40	2 25

M S D PRICES

KEG PAINTS (Liquid)

For marking kegs, buckets, etc.

	1s	5s	bbis.
Black (79).....	2 40	2 30	2 15
Blue (78).....	3 00	2 90	2 75
Green (77).....	3 00	2 90	2 75
Red (76).....	3 60	3 50	3 35
Wine (80).....	2 60	3 50	3 35
Yellow (75).....	3 00	2 90	2 75

LACQUERS (Air-Drying)

	1s	5s	bbis.
Black (6462).....			
Blue, Light (7245).....			
Blue, Medium (6090).....			
Blue, Dark (7361).....			
Bronze (14042).....			
Gold (7331).....			
Green (7181).....			
Red (7182).....			
Wrought Iron (Clear) (7430).....			
Transparent (0864).....			

Prices upon application

LACQUERS (Baking)

For tin and other metal work.

	1s	5s	bbis.
Blue, Light (X6370).....			
Blue, Medium (6090).....			
Blue, Dark (14054).....			
Bronze (14082).....			
Gold (14433).....			
Green (X5437).....			
Red (X5438).....			
Wrought Iron (Clear) (7430).....			

Prices upon application

LINOLEUMS AND RUBBER TILE CEMENTS

For cementing these floor coverings to wood, metal, concrete or stone surfaces.

	1s	5s
Linoleum Cement (17323).....	3 50	3 40
Rubber Tile Cement (14758).....	2 25	2 15

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M S D PRICES

LITHOGRAPHERS' VARNISH (Liquid)

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

	5s	bbis.
All 0 numbers.....	35	25
No. 1.....	37	27
No. 2.....	42	32
No. 3.....	47	37
No. 4.....	52	42
No. 5.....	67	57
No. 6.....	90	80
No. 7.....	1 10	1 00
No. 8.....	1 40	1 30

When quoting delivered prices, add freight.

PLATE OIL

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

	5s	bbis.
No. 0 1/2.....	65	60
No. 1.....	67 1/2	62 1/2
No. 2.....	70	65
No. 2 1/2.....	75	70
No. 3.....	80	75
No. 4.....	85	80
No. 5.....	95	90

When quoting delivered prices, add freight.

MACHINE PAINTS AND FILLERS (Paste)

For iron surfaces.

	25s	1/2-bbis. & bbis.
Machine Paints, A, B (60-61).....	11	10
Machine Paint, C & D (62-63).....	11	10
Machine Paint, E (64).....	11	10
Machine Paint, Red (65).....	9 1/2	8 1/2
Machine Paint, Jet Black (3480).....	11	10
Machine Paint, White (3484).....	13	12
Machine Filler, Dark (66).....	9 1/2	8 1/2
Machine Filler, Red (68).....	11 1/2	10 1/2
Machine Filler, Pink (20569).....	10 1/2	9 1/2
Machine Filler, Maroon (20076).....	8 1/2	7 1/2
Machine Filler, White (3532).....	13	12
Machine Filler, Dark (Special) (20420).....(bbis. only)		7 1/2

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M S D PRICES

MACHINE PRIMER AND SEALERS (Liquid)

Also for gas engine work.

Machine Primer (6701)	2 25
Machine Sealer, Dark (7284)	2 25
Machine Sealer, Gray (7250)	2 25
Machine Sealer, Green (7325)	2 25
Machine Sealer, Maroon (7300)	2 25
Machine Sealer, Red (7553)	2 25

OIL-PROOF MACHINE PAINT (Liquid)

For half flat finish coats on fine machinery.

Black (7682)	2 00
Gray No. 76 (14917)	2 25
Gray No. 77 (7572)	2 25
Gray No. 78 (7778)	2 25
Gray No. 79 (7385)	2 25
Green (14893)	2 25

Machine and Gas Engine Finishes

COMPREHENSIVE DIRECTIONS FOR FINISHING FINE MACHINERY

One of the most important features to consider in the preparation of any surface, metal particularly, is that it should be thoroughly clean and entirely free from rust, grease, oil, etc. In the large factories, the rust is generally removed by sand-blasting, but where a sand-blast can not be employed, good results can be secured by using wire brushes, emery cloth, sandpaper or carborundum paper. After the rust has been removed the surface should be washed with benzine, or preferably a solution composed of about three parts of benzine and one part of wood alcohol. When dry it is ready for the Primer.

PRIMER

For the Primer, we would recommend Machine Primer Liquid, which will be found listed at the top of this page. This should be brushed (as it comes from the package) over the entire surface, worked well into the crevices and corners around bolt heads, screws, etc. This Primer is very tough and elastic, adheres perfectly, and will produce an excellent foundation for subsequent coats. It should be allowed to dry thoroughly, then lightly sanded, just enough to knock off the ribs, being careful not to cut through to the metal. Primer dries over night. In some cases you will find that manufacturers are disposed to use Paste Primer or Machine Paint, reducing to a brushing consistency with turpentine. This

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M S D PRICES

PRIMER—Continued

method will give satisfactory results when the right materials and proportions are used, but you will readily note the advantage of using a Primer that is ready for use, as the goods and proportions are right, and it contains the necessary amount of binding liquids so that it will adhere perfectly.

FILLER

Machine or Gas Engine Filler is supplied in paste form, can be knifed, strapped or brushed. If it is knifed or strapped, it could be used as it comes from the package or thinned slightly with turpentine or benzine. If brushed, it should be thinned to brushing consistency with turpentine or benzine. In event it is knifed or strapped, care should be exercised not to apply too heavily, for if the Filler is applied too heavily it will not dry thoroughly throughout, and unless each coat is thoroughly dry, some difficulty might be experienced on account of cracking or blistering, as the moisture must necessarily come out eventually. After the last knife or strap coat has been applied it is well to apply a final coat by brushing.

If all coats are brushed, each coat, of course, should be allowed sufficient time to dry thoroughly, and if each alternate coat is crossed or brushed in an opposite direction to the preceding coat, the finished surface will be more uniform. After the last coat has been applied, some manufacturers go over the surface with a brush, saturated with benzine or turpentine only, and this has a tendency to dissolve the ridges and brush-marks and make the surface smoother. To secure a thoroughly smooth surface, however, the last coat must be sanded down with emery cloth, carborundum paper or sandpaper. Filler dries in five to six hours.

SEALER

Following Filler coats a coat of Sealer should be applied. These goods are supplied in liquid form, and will seal up the pores of the Filler, making the surface non-porous, so that the finishing coat will hold up to the best advantage. The Sealer is offered in Black, Red, Maroon, Green and Gray, as listed in the price list, page 130, so that you can select a shade that will be best adapted as a ground for the color that will be used for finishing. In this way the Sealer not only renders the surface non-porous, but acts as a ground-coat so that the full tone and shade of the finishing coat will be very apparent. It dries with an egg-shell or semi-gloss finish, and should be sanded lightly before subsequent coats are applied.

The sanding operation should, of course, be done very carefully, so as not to cut through the Sealer, as this would result in a lack of uniformity and gloss in subsequent coats in that they would be flat when applied to those parts where the Sealer is removed by sanding.

If the engine or machine is to be tested, this should be done after the Sealer is applied and before it is sanded. Any oil which would come in contact with the surface after the Sealer would be applied, would not cause any difficulty, but of course, when the test is completed the oil must be thoroughly removed by washing with benzine or gasoline. When dry, sand as above stated and finish. Sealer should be allowed over night for thorough drying.

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M S D PRICES

FINISHING COAT

Following the Sealer the finishing coat is applied, either Oil-Proof Machine Paint, Lustral or Gas Engine Enamel or Machine Enamel. All of these goods are supplied in liquid form, ready for brushing. The Oil-Proof will produce a rich velvet, half flat finish and is impervious to the action of lubricating oils.

In applying the Oil-Proof Machine Paint, it is well to use a badger, a fitch or practically any soft bristle brush. The badger, however, would give best results and should be about 2 1/2 inches wide. Under favorable conditions Oil-Proof Machine Paint, Machine Enamel, Lustral Enamel or Gas Engine Enamel will dry over night.

If it is desirable to produce a better gloss finish than would be obtained by either of the Enamels mentioned, a coat of Free-Flowing Color Varnish could be applied, rubbed, striped and finished with a clear varnish.

One point in finishing machinery that is frequently overlooked is the condition of the brushes. If a satisfactory finish is expected, it is necessary to use good brushes on machinery as well as on any other surface, and short brushes or stumps can not be expected to give satisfactory results.

All of the materials mentioned herein are listed in the price list. They are all well constructed and especially designed for the purpose mentioned.

Metal Furniture Finishes

PRIMERS (Liquid)

	1s
Metal Primer for Light Oak (14456).....	2 50
Metal Primer for Dark Oak (14456).....	2 50
Metal Primer for Circassian Walnut (14456).....	2 50
Metal Primer for Bird's-eye Maple (14456).....	2 50
Metal Primer for Mahogany (4907).....	2 10
Metal Primer for Copper Bronze (4907).....	2 10

SURFACERS (Paste)

	25s
Surfacer for Light Oak (8513).....	18
Surfacer for Dark Oak (8513).....	18
Surfacer for Circassian Walnut (8750).....	18
Surfacer for Mahogany (8750).....	18
Surfacer for Bird's-eye Maple (8751).....	18

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M S D PRICES

GRAINING GROUND (Paste)

	25s
Graining Ground for Light Oak (8744).....	30
Graining Ground for Dark Oak (8744).....	30
Graining Ground for Circassian Walnut (8997).....	33
Graining Ground for Mahogany (8745).....	35
*Graining Ground for Bird's-eye Maple, per gallon (6937).....	2 35

*Ground Color for Bird's-eye Maple is White, ready for use, and should be grained with water colors (Distemper Colors). Varnish and baking give sufficient color to the ground, which should not be baked more than two and one-half hours at 180 degrees, or three and one-half hours at 160 degrees.

GRAINING COLORS (Paste)

	25s
Graining Color for Light Oak (20488).....	25
Graining Color for Dark Oak (20698).....	40
**Graining Color for Circassian Walnut (20698).....	25
Graining Color for Mahogany (20698).....	40
Graining Color for Mahogany in Distemper (253).....	25
Graining Color for Bird's-eye Maple (264-272).....	27

**Graining Colors for Circassian Walnut, not mixed but used separately and blended together.

FINISHING (Liquid)

	5s	bbls.
Metal Furniture Baking Varnish (01005).....	4 15	4 00

***Copper Bronze Finish (14832).... Prices upon application....

***Copper Bronze Finish—Usually stippled fine or coarse for various effects, and striped or decorated, and finished with Metal Furniture Baking Varnish.

Where the manufacturer or consumer has had experience with the air-brush or sprayer, these goods are often applied with it up to and including the Ground Color.

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Metal Furniture Finishing

In order to simplify matters as much as possible, we have subdivided the subject of Metal Furniture Finishes covering the more important branches of the business, and submit the following as representative of the goods and methods that would generally be used for producing the various effects:

CLASS A—DIVISION 1—IMITATION WOOD FINISHES

The imitation of each different wood is carried through in practically the same manner, the difference being in the color of the various materials, and, of course, the difference in graining.

CLASS A—DIVISION 1

Operation 1—The surface should be thoroughly cleaned and entirely free from rust, dirt, and grease. If necessary, remove rust with sand-blast, wire brushes or emery or sandpaper, and wash with gasoline. The addition of about 25% of wood alcohol to the gasoline will be conducive to best results.

Operation 2—Primer—supplied ready for use. One coat is generally used and is applied by brushing; baked four hours at 180 degrees.

Operation 2-A—Surfacer—supplied in paste form. Can be brushed or knifed and should be reduced with turpentine to the desired consistency for either brushing or knifing. Surfacers are only used to fill joints or when the metal is rough and it is necessary to use a pigment surfacer to fill the depressions or pits. Sand to surface, being careful not to cut through Primer. Bake three hours at 160 to 180 degrees, using the lower temperature for the lighter shades.

Operation 3—Ground Color—supplied in semi-paste consistency. Should be reduced with turpentine to a brushing consistency and brushed one coat. It flows out smoothly and covers well. Bakes in four hours at 180 degrees. Sand lightly, using fine sandpaper.

Operation 4—Graining Color—supplied in paste form. Reduce with turpentine to a body consistent with the color used. The grainer frequently tempers the graining color to suit surface conditions and his own ideas of blending. Applied and blended or grained to resemble grain of the wood. Bakes in three hours at 180 degrees. Some manufacturers prefer water color for graining, and for this purpose we would recommend our Distemper Colors, although we consider our regular Graining Colors superior to water colors, as they are ground in oil and will adhere better.

Operation 5—Clear Varnish—brushed and baked four to five hours at 180 degrees. Rubbed with powdered pumice-stone and water.

Operation 6—Clear Varnish—brushed and baked four to five hours at 180 degrees. Either rubbed or left in the gloss as desired.

Operation 6 can be eliminated, depending on the results desired, and only one coat of varnish used.

CLASS A—DIVISION 2

Solid Color Finishes—Metal Furniture Filing Cabinets, etc. The usual method of finishing the above is as follows: Everything is dipped one coat of Primer, which is usually reduced about 25 per cent with turpentine, drained well and baked for three and one-half hours at 180 degrees to 200 degrees. Primer used is always an approximate match for the Enamel to follow, so that this one coat will suffice for the interiors or parts not always in view. The dipping of this also insures the thorough coating of the metal at all points, thus preventing any rusting taking place.

Following this, Primer is sanded lightly on all exterior surfaces and one coat of Metal Finishing Enamel Baking brushed on. This is baked at 180 to 200 degrees for three and one-half hours. Rubbed with powdered pumice and water; stripe or transfer applied, and when dry, followed by one brush-coat of our Metal Furniture Finishing Varnish Baking. This is also baked for three and one-half hours at 180 to 200 degrees, and either left in the gloss or rubbed with powdered pumice and water and left in the rubbed finish.

CLASS B

This would comprise the same materials and procedure throughout as Class A, but for cheaper grades of work the Clear Varnish can be omitted when there is no striping or transfer work. This class of finish is also either left in the gloss or rubbed and left dull. The latter is the more common and really the most desired, as this character of finish mars or scratches less readily. We believe it preferable to use linseed or machine oil instead of water for rubbing this class of finish, as this gives a little richer tone to the color. Sometimes rotten stone is used to rub instead of pumice, it being much softer and finer and does not tend to scratch as much and leaves a more velvet finish than when pumice is used.

CLASS C

This class of finish is used quite generally on metal lockers and in places where a high-class finish is not necessary and not sufficiently economical to suit the manufacturer. Various grades of materials are used from our Lustral Quality Enamels up to those mentioned above. The cheaper goods are either air-dried, approximately eighteen hours or baked two and one-half hours at 160 degrees, reduced approximately 20 per cent, and dipped or brushed as may suit the manufacturer. Usually not more than one coat is applied. The best recommendation for this class of work would be as follows:

Apply a dip-coat of our Primer previously mentioned (Class A—Division 2), reduced approximately 50 per cent with Varnish Color Reducer, and baked approximately three hours at 180 degrees, or dip one coat of Primer exactly same as Class A—Division 2, baked three and one-half hours at 180 degrees, and rub face of doors, prominent parts, etc. Stripe and brush one coat of varnish; bake three and one-half hours, at 180 degrees.

M S D PRICES

CLASS C—Continued

We have various reducers, both gloss and turpentine substitutes, which we are glad to recommend where we know the prices, conditions and materials to be used.

The solid color finishes are generally Olive Green or Maroon and comprise a variety of different shades. We have made several of each, and by establishing a large volume of business on selected shades, we will be enabled to quote a more favorable price, but will not list them regularly.

We can not consistently attempt to make definite recommendations for these large accounts where the solid finishes are used until we have specific information as to their individual requirements, but the information we have given you will be sufficient for you to work on, and we will cover the situation more thoroughly as the occasion requires.

The prices, however, on the Primers would generally be about \$1.50 to \$1.75 per gallon in lots of 50 gallons or more, and on the Enamels would range from \$1.75 to \$2.00 per gallon in 50, 50-gallon lots or over.



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M S D PRICES

METALLIC PAINTS, VENETIAN RED, YELLOW OCHRE (Pastes)

	25s	1/2 bbls. & bbls.
Metallic Brown H (1021)	7 1/2	7
Metallic Brown F (198)	8 1/4	7 1/4
Iron Ore Red, F (191)	8	7 1/2
English Venetian Red, H (84)	8 1/2	6 7/8
English Venetian Red, A (187)	13 1/2	8 1/2
French Yellow Ochre, H (193)	3 1/2	4 1/2
French Yellow Ochre, A (186)	12 1/4	9 1/4

Metal Protective Paints

FOR PREVENTING RUST AND PRESERVING METAL STRUCTURES (Liquid)

	5s	bbls.
Carbon Paint, Red Diamond Brand (9998)	2 90	2 75
Metalastic, Black (5891) and Brown (5993)	2 30	2 15
Metalastic, Gray (9350)	2 75	2 60
Metalastic, Green (9260)	2 75	2 60
Non-corrodible Graphite (489)	2 55	2 40
Reinforced Red Lead (16444)	2 65	2 50
Special Liquid Red Lead (15984)	2 30	2 15
Carbon Black (15219)	1 90	1 75
Metallic Brown (15220)	1 90	1 75
Graphite Black (16333)	1 65	1 50

CARBON PAINT, RED DIAMOND BRAND

A chemically inert paint made on a charcoal base. It was the first protective paint made on that principle, and was introduced by us many years ago. Since then other manufacturers have imitated it, and finding in the principle of manufacture a point of more than ordinary durability and protective value, have made it their leader. None of these imitations, however, have the same strong points of quality, since a large part of the value in Carbon Paint, Red Diamond Brand, is in the superiority of the linseed oil and the handling of the pigment. Made in liquid form only.

METALASTIC, BLACK AND BROWN

A careful combination of graphite and other inert materials, with strictly pure linseed oil, that has met with a large sale and gives excellent satisfaction. We especially recommend it on account of its economy in use, and its adaptability to meet the needs of difficult shop conditions. Will be found particularly valuable where rapid and hard drying qualities are essential. Made in liquid form.

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M S D PRICES

NON-CORRODIBLE GRAPHITE

A pure graphite paint of entirely different character from the usual natural or combination graphites which contain a large percentage of inert materials. For durability and protective qualities, we recommend this as the best coating yet devised. It is made only in the natural, dull graphite color, and contains only the pure natural graphite pigment combined with specially treated pure linseed oil. Has superior working, brushing and covering qualities: is free from any tendency to settle hard in the package. Made in liquid form only.

REINFORCED RED LEAD

Made on a red lead base to meet the demand for goods of this character. Though a substitute for red lead, it does unquestionably give better results, as it has not so high an oxidizing power and consequently allows the linseed oil to remain elastic for a much longer period. Has better working qualities and greater spreading power than red lead alone, and equal, if not greater, opacity. Made on specifications of the U. S. Government War Dept. No. W. D. 40. Made in liquid form only.

SPECIAL LIQUID RED LEAD

A liquid Red Lead Paint to sell where necessary to compete with cheaper goods.

CARBON BLACK

Being made on a carbon base from a selected stock, thoroughly incorporated with high-grade liquids of superior moisture-resisting qualities. It affords the consumer exceptional value from the standpoint of cost and durability. It works easily under the brush, covers well, dries firmly and represents a quality free from the tendency to settle hard in the package. Made in liquid form only.



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M S D PRICES

PETRELOID (Liquid) "ANTI-DAMP"

For wall and foundation work.

	1s	5s	bbls.
Black (6727).....	1 10	1 00	85

POLE PAINT (Liquid)

For poles, cross-arms, and other similar surfaces.

	1s	5s	1/2-bbls. & bbls.
Black (1627).....	1 65	1 55	1 40
Drab (5731).....	1 85	1 75	1 60
Green, Dark (5858).....	2 25	2 15	2 00
Green, Olive, D (5861).....	1 95	1 85	1 70
Green, Olive, L (5859).....	2 00	1 90	1 75
Red, Light (5471).....	1 65	1 55	1 40
White (5855).....	2 65	2 55	2 40



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M S D PRICES

PETROLEID (Liquid) "ANTI-DAMP"

For wall and foundation work.

	1s	5s	bbia.
Black (6727).....	1 10	1 00	85

POLE PAINT (Liquid)

For poles, cross-arms, and other similar surfaces.

	1s	5s	$\frac{1}{2}$ -bbia. & bbia.
Black (1627).....	1 65	1 55	1 40
Drab (5731).....	1 85	1 75	1 60
Green, Dark (5858).....	2 25	2 15	2 00
Green, Olive, D (5861).....	1 95	1 85	1 70
Green, Olive, L (5859).....	2 00	1 90	1 75
Red, Light (5471).....	1 65	1 55	1 40
White (5855).....	2 65	2 55	2 40



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M S D PRICES

REED PRIMERS AND FINISHING ENAMELS (Liquid)

For baby cabs, wicker work, etc.

	1s	5s	bbia.
Reed Primer, Natural (7500).....	1 75	1 65	1 50
Reed Primer, Gray (17228).....	2 05	1 95	1 80
Reed Primer, Cream (17247).....	2 25	2 15	2 00
Reed Primer, Old Ivory (17415).....	2 25	2 15	2 00
Reed Primer, White (17585).....	2 35	2 25	2 10
Reed Finishing, Gray (17227).....	2 60	2 50	2 35
Reed Finishing, Cream (17229).....	2 75	2 65	2 50
Reed Finishing, Old Ivory (17409).....	2 75	2 65	2 50
Reed Finishing, White (17396).....	2 60	2 50	2 35

SMOKE-STACK PAINTS (Liquid)

For super-heated surfaces.

	1s	5s	bbia.
Salamander Black (01306).....	1 50	1 40	1 25
.....			
.....			
.....			

WOODCRAFT STAINS (Liquid)

	1s	5s	bbia.
Early English (14699).....	2 65	2 55	2 45
Weathered Oak (14698).....	2 65	2 55	2 45
Mahogany, Light (14697).....	3 30	3 20	3 10
Mahogany, Dark (14696).....	3 30	3 20	3 10
Cherry (14695).....	3 30	3 20	3 10
Fumed Oak (14694).....	2 65	2 55	2 45
Modern English (14693).....	3 30	3 20	3 10
Green Weathered (14692).....	2 65	2 55	2 45

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0007-SWP-000011371

M S D PRICES

GOLDEN OAK STAIN (Liquid)

For sundry staining uses.

	1a	5a	bbls.
(0636).....	2 00	1 90	1 80

HANDCRAFT STAINS (Liquid)

For producing artistic effects on furniture, modern interiors, etc.

	1/2-gal. each	5a per gal.	bbls.
Antwerp Oak (14501).....	1 60	2 45	2 80
Bog Oak (14502).....	1 85	2 95	2 80
Brown Oak (14509).....	1 85	2 95	2 80
Cathedral Oak (14503).....	1 85	2 95	2 80
Early English Oak (14568).....	1 60	2 45	2 80
Flemish Oak (14504).....	1 85	2 95	2 80
Fumed Oak (14510).....	1 60	2 45	2 80
Old English Oak (14505).....	1 85	2 95	2 80
Tavern Oak (14506).....	1 60	2 45	2 80
Weathered Oak (14507).....	1 60	2 45	2 80
Green Weathered Oak (14578).....	1 60	2 45	2 80
Mahogany (14508).....	2 00	3 25	3 10
Walnut (14500).....	1 85	2 95	2 80

WATER STAIN PERMANENT MAHOGANY, DARK

1/2-gal. glass bottles, each

(14600).....	1 25
--------------	------

This Stain, generally known as an Acid Type Stain, is of the best possible shade and tone for all first-class finished woodwork, including pianos and high-grade furniture of birch or mahogany. It is absolutely permanent and fast when exposed to strong light. This stain is intended for the highest type of mahogany finish on birch and mahogany, and will have a tendency to slightly raise the grain of the wood. Because of its tendency to do this, its use should be recommended accordingly.

M S D PRICES

TRUNK PAINTS (Semi-Paste)

No.	25-gal. lots	bbls.
9 Brown (15015).....	1 40	1 25
11 Brown (15004).....	1 40	1 25
24 Brown (15012).....	1 40	1 25
34 Brown (15034).....	1 40	1 25
32 Gray (15032).....	1 65	1 50
44 Green (15044).....	1 55	1 40
22 Olive (15011).....	1 65	1 50



M D S PRICES

VARNISH COLORS (Liquid) FOR DIPPING

For toys and sundry uses. Can also be brushed. Sold in barrels and 5s only. 25 gallon lots or over.

This is a special line developed for taking care of quantity business. They cover well one coat when brushed or sprayed over bare iron. They dry quickly. Where extra quick drying is not essential, durability and elasticity can be improved by the addition of raw linseed oil. This line is not equal in quality to our Lustral and Special Lustral Enamels, which are of a superior quality. This line is particularly adapted for toy and novelty manufacturers where inexpensive enamel is required. Color card of these enamels is available.

No.	5s	bbis.
110 Red (17862)	1 90	1 75
109 Green (17863)	1 85	1 70
131 Yellow (17864)	1 85	1 70
167 Blue (17865)	1 90	1 75
135 Gray (17866)	1 75	1 60

VERNIS MARTIN FINISH, Baking

For bedsteads, furniture, novelty work and decorating.

	1s	5s
Bronze (Dry) (333 Dry)		
Bronzing Liquid (0901)	2 60	2 50
Finishing (7297)	3 85	3 75
Satin Finish (7755)	2 50	2 40

WAGON-MAKERS' SKEIN LEAD (Paste)

For setting thimble and steel skeins on axles.

	100s	1/2-bbis. & bbis.
White (8)	9 1/2	9

150

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 supercedes 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

	bbis.
Cream Gray (16675)	2 10
Light Gray (15699)	2 10
Dark Gray (409)	2 25
Battleship Gray (16676)	2 10
Gray Slate (1628)	1 75
Dark Red (5471)	1 40
Chocolate Brown (1626)	1 40
Colonial Yellow (403)	2 25
Orange Yellow (404)	2 55
Bright Red (16617)	1 60
Tobacco Brown (492)	2 31
Metallic Brown (399)	1 90
Olive Green (402)	2 15
Moss Green (415)	2 25
Ivy Green (405)	2 15
Bottle Green (413)	1 90
Black (15219)	1 85
White (16430)	2 35

TANK PAINTS

Light Gray (15699)	2 10
Dark Gray (409)	2 25
Battleship Gray (16676)	2 10
Quaker Gray (16614)	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 (16136)	1 85
Brown Metallic Primer (15220)	1 85

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11/13/18

M S D PRICES

METALASTIC	
Gray (9550)	2 85
Brown (5993)	2 40
SUSPENDED RED LEAD	
10444)	2 60
BARREL PAINTS (Pastes)	
Mineral Red (20448)	06 1/2
Brown (20617)	06 1/2
Bright Red (20447)	07 1/2
Yellow (20449)	07 1/2
Green (20585)	07 1/2
Straw Color (3253)	08
Light Blue (20404)	08
Dark Blue (20419)	08
White (20512)	08
ENGINE ENAMELS	
Red (6665)	2 75
Green (6605)	2 25
CONCRETE FLOOR PAINTS	
Gray (487)	2 35
Slate (468)	2 35
GALVANIZED IRON PRIMER—GRAY	
(6500)	2 35
FIRE PLUG RED	
(6665)	2 75
SALAMANDER SMOKESTACK BLACK	
(01308)	1 40
BRIGHTEN UP WHITE	
Gloss (17633)	2 75
Mor-Lite Egg Shell White 14375)	2 40
LIQUID GRAPHITE PAINT	
(16136)	1 85
EBONOL PIPE LINE PAINT	
(0727)	45
ALUMINUM PAINT	
(29)	5 25
B304-T E19 1886	152

Black Finishing Varnishes

There is a demand for Black Finishing Varnishes from Custom Shops for use on fenders and hoods requiring a durable, high lustre Black Varnish which shall be of a dense Black Color, of good covering, durable and over which Finishing Varnish shall not be necessary.

Jet Black Finishing Rx-6977

This is a bone black varnish of intense blackness, dries dust free in about 4 hours, hard over night and may be put into service in 48 hours. Its working qualities are excellent. Covers solid one coat over any dark background.

1s - \$3.25 Bham & Knox \$3.35

Black Finishing Varnish Rx-17207/129

This material resembles Jet Black Finishing Varnish 6977. It has the same drying time as described above, but where it is necessary to meet competition of a lower price Black Finish, this material will answer the purpose.

1s - \$2.75 Bham & Knox \$2.85
3.25 3.35

Chassis Black Fin Var Rx-17873

is very dense in color, strong in covering, will cover over a Dark Gray Primer, can be put

into service 24 hours after application, and an Ideal Black for general custom shop use.

ls-\$2.25 Bham & Knox \$2.35
Black Rubbing Varnishes for Coupe Limousine and Sedan work are:

Superfine Black Rubbing Var Rx-6981

This material represents the highest grade Black Rubbing from a point of blackness it is possible to make. Dries hard to water rub in 36 to 48 hours.

ls - \$2.75 Bham & Knox \$2.85

Black Body Rubbing Varnish Rx-6987.

This material is a very fine Black Rubbing for body work; not quite as black in color as 6981, but carries considerable more pigment. 6987 flows free and can be water rubbed in 36 to 48 hours.

ls - \$2.75 Bham & Knox \$2.85

Mfrs Sales bulletin 477 Nov 13, 1918.

M-P White Paste (21769) 12/21/18

*100% - 14 1/2
25% - 15
12 1/2% - 15 1/2*

**Oxyden Finishes
(Formerly Rubber Finishes)**

Bulletin 493 12/26/18

	5s	bbls
No. 80 - Rx 6980	2.25	2.10
No. 82 - 6982	2.15	2.00
No. 36 - 6436	2.00	1.85
No. 38 - 6438	2.15	2.00
No. 74 - 17874	2.65	2.50
No. 67 - 14767	1.85	1.70
No. 92 - 17392	1.25	1.10
No. 21 - 18007	1.25	1.10
Frostine 01046	2.15	2.00

Birmingham and Knoxville
10¢ higher

SHERWIN-WILLIAMS
CREAM-CAN ENAMELS



Yellow



Red



Gray



Green



Blue

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

FACTORIES: CLEVELAND, OHIO; NEWARK, NEW JERSEY; LONDON, ENGLAND.
SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES



1/14/19

Sash Colors

	5s	bbls
Rich Red 15626	2.00	1.85
Moss Green 15498	2.15	2.00
Bottle " 328	1.85	1.70
Slate 409	2.05	1.90

"A" prices 15¢ less

Birmingham and Knoxville
10¢ higher

CC88 A18 473

0007-SWP-000011376

Neutral Green Tolls Pl. 16445
 1.60 for Cleveland, Chicago 11/18/19

May 23, 1915.

S.E. I E Gray
 -16475-

Here is a heavy bodied paint in
 shade half way between our
 Creosote Paint Slate and
 Con Earn Gray that can be sold
 at 89¢ per gallon in barrels.

12/1 9/9/15

To meet the demands of the shell,
 ammunition, rough box, rifle case,
 etc. manufacturers for a one
 coat paint, we have perfected
 S.E. I E Gray, Rx-16475 which
 meets practically every require-
 ment demanded of a paint of this
 type, in that it can be brushed,
 will stand from 25 to 33% reduc-
 tion for spraying or 33-1/3 to 50% r
 reduction with Reducer No 74
 for dipping, dries to handle in
 from 1 1/2 to 2 hours, to pack in
 about 4 hours or to recoat over
 night and can be depended upon
 to give satisfaction and pass
 government inspection.

(138-1)

April 6, 1915

One Coat Enamel Y-2326

"A" prices

	1s	5s	bbls
Eastern	2.75	2.65	2.55
Birmingham	2.80	2.70	2.60

Semi-Paste Paint adv. 354 9/3/18

	1s	5s	bbls
White.....	3-20	3-90	2-95 2-90
Regular Colors	3-10	2-69	2-65 2-60
Pr Crown Green	3-45	2-25	2-20 3-15

Birmingham - 1/8¢ advance
 Knoxville

Semi-Gloss Egg-Shell Ivory Enamel

	1s	5s	bbls
Y-2189			
Eastern	2.75	2.65	2.55
Birmingham	2.80	2.70	2.60

Y-2190 - Primer

	1s	5s	bbls
Eastern	2.00	1.90	1.80
Birmingham	2.05	1.95	1.85

(For Furniture Trade)

M-P Flat Wall Fin 1s 5s 44s
 White (16235) 2.35 2.30 2.25
 Knoxville 10¢ higher 9/3/18
 Page 146 - Large getting Trade line 15¢

2-28-19

MANUFACTURERS SALES DEPARTMENT

Representatives Confidential Price List

Quick-Drying Coach Colors
Free-Flowing Color Varnishes
DeLuxe Finishing Enamels
Automobile and Carriage Undercoatings



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

Factories: CLEVELAND, CHICAGO, NEWARK, MONTREAL,
LONDON, ETC.

SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES

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N15778.01

0007-SWP-000011378

M S D PRICES

Special Prices to Consumers on Quick-Drying Coach Colors

(Ground in Japan)

FOR CONFIDENTIAL USE OF REPRESENTATIVES
ONLY

Small buyers should not be sold at lower
than B prices

A prices should be obtained from District
Managers

BLACKS (Ground in Japan)

Prices per pound—net weight

	B	list
Ivory Drop, XXX (121)_____	ST	60
English Coach, A (175)_____	NR	50
Ivory Drop Black (120)_____	NS	45
Chemically Refined Lamp (179)_____	ST	60
Special Lamp Blacks, 20s (8488)_____	AF	35

REDS (Ground in Japan)

No. 40 French Carmine L (Glaze) (149)_____	TSY	7 25
French Carmine L (Glaze) (4363)_____	NHY	4 50
English Vermilion, L and D (145 L and D)_____	market	market
American Vermilion, L and D (243-245)_____	FY	30
Royal Durbur, M (8273) and D (8190)_____	HTY	2 00
Royal Durbur, L (8272)_____	NSY	4 50
Parian Scarlet, L, L (4038)_____	OY	90
Parian Scarlet, L (4039)_____	OT	95
Parian Scarlet, M (4040)_____	DY	1 20
Parian Scarlet, D (4041)_____	HYY	1 35
Chinese Scarlet, L (1325)_____	HAT	1 65
Chinese Scarlet, M (4700)_____	HAT	1 65
Chinese Scarlet, D (4056)_____	DY	1 20

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M S D PRICES

REDS—Continued

Prices per pound—net weight

	B	list
Extra Permanent Vermilion (4044)_____	HFT	2 25
English Rose Pink (170)_____	OT	1 00
Turkey (178)_____	OY	95
Carmola, L (8148)_____	OT	1 00
Tuscan (125)_____	SY	55
Indian (124LD)_____	NT	45
Royal (Venetian) (126)_____	NR	50
Ibis Red (8001)_____	TT	70
Turkish Crescent (4360)_____	HYY	1 35
Dragon's Blood (4056)_____	DY	1 20

WINES (Ground in Japan)...

Wine Color, D (250)_____	HYT	1 40
Special, No. 4209 (4209)_____	RT	1 15
Wine Color, B (248)_____	FT	85
Carriage Part Lake (248)_____	FT	85
Claret (8005)_____	DT	1 25

LAKES (Ground in Japan)

*Maroon (Glaze) (250)_____	DT	1 25
Covering (248)_____	OY	95
Claret (Glaze) (250)_____	HYT	1 35
*No. 40 French Carmine (149)_____	TSY	7 25
*Munich Lake (154)_____		

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

GREENS (Ground in Japan)

Vermilion, No. 43 (4003)_____	TN	70
Carmine, No. 17 (4017)_____	OY	95
Red, L, No. 43 (4003)_____	TN	70
Red, D, No. 74 (25074)_____	TN	70
Scarlet, No. 74 (25074)_____	TN	70
Blue, L, No. 31 (8931)_____	TN	70
Blue, D, No. 57 (8957)_____	SY	55
Blue, Special No. 18 (8818)_____	SY	55

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M S D PRICES

GRAYS (Ground in Japan)

Prices per pound—net weight

	B	list
Automobile Gray, (L8291-D8308)	TF	75
Auto Drab (8512)	TF	75
Torpedo Gray (8919)	TF	75
Silver Gray (8358)	TF	75
Armor Gray (1421)	TF	75
Arabian Gray (8911)	TF	75
Mercedes Gray (8918)	TF	75
Taupe Gray (8842)	TF	75
Petri Gray (8510)	TF	75
Pawn Gray (1416)	TF	75
Gunmetal Gray (25172)	TF	75
Confederate Gray (25173)	TF	75
Elephant Gray (25166)	TF	75
Stone (8509)	TF	75
Road Dust (25192)	TF	75
Maltose (25197)	TF	75
Antelope (25193)	TF	75

WHITES (Ground in Japan)

Ivory (4388)	TN	70
Flake (144)	TN	70
Special Flake (4579)	TN	70
French Zinc in Varnish (4681)	TY	70
Henric (255)	TY	70
French Zinc (4369)	ST	60
Silver (145)	SD	65
White Lead (4607)	NY	60

BLUES (Ground in Japan)

Cobalt (Glass) (244)	DT	1 30
Supplite, L (4725) and D (4146)	OY	95
Imperial, L and D (4391-4319)	BN	1 10
Chinese (147)	HAR	1 70
OT Copenhagen (8283)	BN	1 10
OT Frankfurt (147)	HAR	1 70
OT Limousin (8859)	BN	1 10
OT Moscow (25168)	OT	1 00
OT Rangoon, L and D (4391-4319)	OT	1 00
OT Portland (25129)	DT	1 30
OT Ultramarine (Glass) (148)	BT	1 15
OT Yale, L and D (8009D-4856L)	FT	85

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M S D PRICES

BLUES—Continued

Prices per pound—net weight

	B	list
Azure (241)	FT	85
Cadillac (25147)	RT	1 15
Silk (25196)	SY	55
Normandy (25195)	OY	95
Crystal (25194)	TT	70
Grotto (241)	FT	85
Horizon (25180)	TF	75
Rolls Royce, LL (25181)	FY	80
Rolls Royce, L (25182)	FY	80
Copenhagen (25183)	FY	80
Chandler Electric (25186)	FT	85

BROWNS (Ground in Japan)

Golden (8456)	ST	65
Antique (4380)	OY	95
Chocolate (133)	T T	70
Hoffman (4200)	TH	68
Golden Tan (4887)	FR	90
Biege (1315)	ST	60
Quaker (4861)	ST	60
Pullman (8390)	NR	50
Raw and Burnt Sienna (128-129)	ST	60
Vandyke (132)	TH	68
Raw and Burnt Umber (130-131)	ST	60
Portland Amber (4109)	ST	60
Pigskin Tan (8845)	ST	60
Olive Brown (25187)	ST	60
Beaver Brown (25163)	ST	60
Khaki (25169)	ST	60
Manila Tan (25190)	ST	60
Circassian (25191)	ST	60
Moleskin Tan (25184)	TY	70

GREENS (Ground in Japan)

Milori, L (135 L)	DR	1 30
Milori Green, M (135 M)	DT	1 30
Milori Green, D (135 D)	HYT	1 40
Apple Green L (4384)	OT	1 00
Apple Green, D (4387)	OT	1 00
Rockaway (8151)	FY	80
Nonpareil, L and D (4630-4632)	SD	65

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M S D PRICES

GREENS—Continued

Prices per pound—net weight

	B	list
Brewster, L. M and D (4620-8305-4622)	TN	70
English Brewster, No. 8859 (3843)	TF	75
Automobile, L and D (4733-4735)	ST	60
Bronze (257)	SY	55
Palmetto, D (4712)	FY	80
English Surrey, L and D (4794-4716)	FY	80
Extra Coach, L (134-L)	ST	60
Extra Coach Green, M (134 M)	ST	60
Extra Coach Green, D (134 D)	TY	70
Quaker (136 M)	TY	70
Adams Express (8852)	HYT	1 40
New Merrimac (4624)	ST	60
Victoria (4646) 4616	OY PR 95	98-365/7
Cadillac (1525)	TY	70
Pearless (4616)	OY	95
Pullman (8390)	NR	50
Olive Drab (25167)	SY	60
Peacock (25177)	FT	85
Panama Green (25185)	ST	60
Naiad (135)-Z	DK HFT/50	1-40
Cactus (25189)	DY	1 25
Lizard (4384)	OT	1 00
Tropical (134-D)	TY	70
Mountain Sage (25179)	TY	70
Peacock (25177)	FT	85
Forest (25185)	OT	1 00
Stone (8311)	TF	75
Sea de Nil (25178)	TY	70

YELLOW (Ground in Japan)

Maple (180)	DY	1 25
Gold Imitation (177)	SY	55
Dutch Pink (Glass) (169)	ST	60
Automobile, L, M and D (138 L M D)	FY	80
Extra Coach and DCL-4633 D-4262	FY	80
Peacock (4567)	SY	55
Forest (4567)	ST	60
Chrome L, M, O and DO (138 L M O DO)	FY	80

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M S D PRICES

YELLOW—Continued

Prices per pound—net weight

	B	list
Canary (4262)	ST	60
Jamestown (4262)	ST	60
Primrose (8289)	SY	55
Pale Alto (4567)	SY	55
Scraw Color (4158)	SY	55
Yellow Ochre (1343)	NR	50
Metropolitan Cream (8784)	SY	55
Golden Ochre (142)	NR	50
Cream Color (8230)	SY	55

STRIPING COLORS (Ground in Japan)

(Quick-Drying)

	Prices per pound	Tubes each
	B list	net
English Vermilion Pale (1451)	market	market
Extra Permanent Vermilion (4044)	HFT	2 25
Royal Durbar Red Medium (8273)	HTY	2 00
Imitation Gold (177)	SY	55
Lining White (8993)	SY	55
Striping Blue (241)	FT	85
Chrome Yellow, Lemon (138 L)	FY	80
Chrome Yellow, Medium (138 M)	FY	80
Chrome Yellow, Orange (138 D)	FY	80
Chrome Yellow, Dark Orange (138 DO)	FY	80

STANDARD EXPRESS LINE AND MAIL COLORS (Ground in Japan)

Prices per pound—net weight

	B	list
U. S. Mail Red (8334)		
U. S. Mail Red Ground (6001)		
U. S. Mail White (144)		
U. S. Mail Blue (8935)		
U. S. Mail Blue Ground (8924)		
Adams Express Standard Green (8852)		
Adams Express Standard Vermilion (8834)		
American Express Standard Blue (144)		

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MSD PRICES

STANDARD EXPRESS LINE AND MAIL COLORS (Ground in Japan)—Continued

Prices per pound—net weight

	B	Net
American Express Standard Vermillion (1536)	—	—
Southern Express Standard Green (8852)	—	—
Southern Express Standard Vermillion (1536)	—	—
U. S. Express Standard Vermillion (145 D)	—	—
U. S. Express Standard Yellow (138 M)	—	—
Wells Fargo Express Standard Blue (25129)	—	—
Wells Fargo Express Standard Vermillion (8002)	—	—
Amour & Co., Standard Yellow (1470)	—	—
Swift & Co., Standard Vermillion (8001)	—	—
U. S. Parcel Post Coach Green (8021)	—	—
U. S. Parcel Post Cardinal Red (4607)	—	—
	—	—
	—	—
	—	—
	—	—

Prices on application



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M S D PRICES

Net Prices to Large Consumers on Quick-Drying Colors

(IN TUBES)

Small trade must not be sold from this list

For such trade, see Quick-Drying Tube List in Trade Sales Price List

	Net price per dozen tubes
No. 40 French Carmine (Glaze) 1/4-pound tubes, net	19 00
French Carmine, L (Glaze) 1/4-pound tubes, net	10 00
English Vermillion, L and D	12 00
Naples Yellow	3 50
Chrome Yellow, L, M, O and DO	2 50
Perfect Yellow	2 50
Gold Imitation	2 25
Striping Black	2 00
Green Lake (Glaze)	—
Milori Green, L, M and D	3 25
Extra Coach Green, L, M and D	2 25
Fern Leaf Green	2 25
Prussian Blue	5 75
Ultramarine Blue (Glaze)	2 75
Imperial Blue, L and D	3 50
Azure Blue	2 75
Flake White	2 00
Silver White	2 00
Ivory White	2 00
Special Flake White for striping	2 00
Auto Gray, L	2 25
Torpedo Gray	2 25
Mercedes Gray	2 25

The above colors are put up in large collapsible tubes varying in weight according to the bulk of the color.

No. 40 and French Carmine, L, are put up in 1/4-pound tubes net weight.

Only the colors named above are put up in tubes.



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M S D PRICES

Free-Flowing Color Varnishes

ELASTIC FLOWING

Free-Flowing Color Varnishes work easier and cover more surface than Solid Rubbing. Dry to moss in eighteen hours.

Can be rubbed with pumice-stone and water in thirty-six to forty-eight hours.

Put up in one-gallon pails and quart slip-cover cans. When furnished in quarts, prices are 20c per gallon higher than prices listed below.

Vermilion (7068)	7 75
Rose Lake (7821)	4 15
Dark Carmine (6890)	3 65
*Spartan Carmine (7014)	4 50
National Red, L (7863)	5 00
National Red, D (7866)	5 00
*Royal Darbar Red, L (7033)	6 50
Royal Darbar Red, D (7555)	4 25
*Dragon Red, L (14360)	4 00
*Dragon Red, D (14088)	4 00
Carmine Maroon (7846)	4 00
Auto Gray, D (7851)	4 00
Fawn Gray (18017)	3 75
Communal Gray (18018)	3 75
Confederate Gray (18019)	3 75
Elephant Gray (18014)	3 75
Platinum Gray (7847)	3 75
*Arabian Gray (7853)	3 75
*Mercedes Gray (7850)	3 75
Virginia Cream (7841)	3 75
*Sapphire Blue, D (17595)	4 00
Motor Blue (7848)	3 25
Couch Painters Blue (6894)	4 15
Limousine Blue (7856)	3 75
Cadillac Blue (17593)	3 75
Auto Yellow (7850)	4 00
*Everglade Green (6997)	3 25
Acacia Green (17547)	2 75
Olive Drab (18010)	3 00
Fennock Green (18011)	3 25
*Palmetto Green (17594)	3 50
English Brewster Green (7839)	2 85
Furless Green (6754)	2 75
Brewster Green, L and D (7003-6760)	2 75

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M S D PRICES

FREE-FLOWING COLOR VARNISHES—Continued

Cadillac Green (6994)	3 15
London Smoke (7874)	3 50
Pigskin Tan (18012)	3 50
Olive Brown (18015)	3 50
Beaver Brown (18013)	3 50
Khaki Drab (18016)	3 50
Ebony Black Body Rubbing (6976)	2 75
Ebony Black Gear Rubbing (7858)	2 50
Superfine Coupe Black Rubbing (6881)	2 75
Jet Black Finishing (6977)	3 25
Black Finishing (17307)	2 75
Chassis Black Finishing (17573)	2 25
Black Body Rubbing (6887)	2 75
Inside Body Black, No. 125 (17392) 1s	1 60
Inside Body Black, No. 125 (17392) 1bbls	1 40

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

DE LUXE FINISHING ENAMELS

Holland Blue (6856)	4 25
Chesterfield Blue (6855)	4 25
Roxbury Vermilion (6854)	3 75
Colonial Cream (6859)	3 50
Perfection Yellow (6857)	4 25
Aurora Yellow (6858)	4 25
Buckeye Brown (6862)	3 25
Everglade Green (6860)	4 25
Tyrol Green (6861)	3 50
Fawn Gray (6852)	4 25
White (6851)	4 25
Cardinal Red (6853)	4 25
Black (17307)	3 25
Taupe Gray (6876)	3 50
Rich Wine (6879)	4 50
English Surrey Green (6878)	3 50
Siège Brown (6877)	3 50

For finishing coats on automobiles and motor truck bodies and wheels. Dry to recast in 48 to 72 hours.

Auto and Carriage Under-coatings

METAL BODY PRIMERS (Liquid)

Gray (14270)	2 90
Red (14847)	2 90
Black (14755)	2 90
Gray, No. 99 (14999)	2 75
Red, No. 98 (17004)	2 15
Black, No. 60 (17160)	2 05
Gray, No. 92 (17082)	2 05

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M S D PRICES

COACH BODY PRIMER

	1s	5s
Liquid Brushing (6275)	2 50	2 40

BODY UNDERCOATS (Pastes)

	25s	Drums
Prices per pound—net weight		
Coach Body Rough Stuff, Dark (8776) and (8927)	16	15
Coach Body Rough Stuff, Yellow (8838)	22	21
Coach Body Rough Stuff, White (8754)	21	20
Coach Body Rough Stuff, First Dark Coat (8478)	16	15
Coach Body Rough Stuff, First Coat-Red (8762)	16	15

COACH GEAR PRIMERS (Liquid Brushing)

	1s	5s
Coach Gear Primer, Dark Gray (14947)	2 95	2 85
Coach Gear Primer, Dark (6338)	2 60	2 50
Coach Gear Primer, Red (7436)	2 79	2 60
Coach Gear Primer, Maroon (14993)	2 90	2 50

COACH GEAR FILLERS (Liquid Brushing)

	1s	5s
Coach Gear Filler, Black (7443)	2 75	2 65
Coach Gear Filler, Red (7442)	2 30	2 40
Coach Gear Filler, Maroon (7572)	2 75	2 65

COACH GEAR FILLERS (Pastes)

	25s	Drums
Prices per pound—net weight		
Black (8662)	17	16
Red, L (8498)	17	16
Red, D (8737)	18	17
Yellow (8423)	19	18
Cream (8767)	19	18
Maroon (8505)	19	18
Gray (8974)	17 1/2	16 1/2

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M S D PRICES

SANDING FILLERS FOR GEARS (Pastes)

	25s	Drums
Prices per pound—net weight		
Red (8920)	17	16
Dark (8902)	17 1/2	16 1/2

COACH GEAR PRIMERS (Liquid Dipping)

	5s	bbls.
Coach Gear Primer, Dark Gray (14943)	2 55	2 40
Coach Gear Primer, Dark (7503)	2 40	2 25
Coach Gear Primer, Red (7466)	2 15	2 00
Coach Gear Primer, Maroon (7914)	2 30	2 35

CHASSIS AND GEAR FILLERS (Pastes)

	25s	Drums
Prices per pound—net weight		
Black (8662)	16	15
Red, L (8498)	16	15
Red, D (8737)	17	16
Yellow (8423)	19	18
Cream (8767)	19	18
Maroon (8505)	19	18
Gray (8974)	17 1/2	16 1/2

SANDING SURFACERS

	Per pound	Per gallon
	25s	1s
Slate Gray (25536)	17	2 50
Gray (25537)	17	2 50
Maroon (25535)	15	2 00
White (25538)	19	3 75
Blue (25539)	17	2 50
Yellow (25540)	19	3 25

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M S.D. PRICES

Perfect Method Undercoatings

(LIQUID)

BODY PRIMERS

Black (4901)	2 25	2 15
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BODY FILLERS (Rough Surf)

First Coat (4976)	2 25	2 15
Black (4900)	2 25	2 15

GEAR PRIMERS

Black (4902)	2 25	2 15
Red (4907)	2 25	2 15

GEAR SURFACERS

Black (4903)	2 25	2 15
Red (4908)	2 50	2 40

GEAR FILLERS

Black (4903)	2 25	2 15
Red (4908)	2 50	2 40

GLAZING PUTTY (Pastes)

Dark (4904)	25
Red (4909)	25
Yellow (4913)	25

07 1	01	(01221) 100000
08 1	01	(01221) 100000
09 1	01	(01221) 100000
10 1	01	(01221) 100000
11 1	01	(01221) 100000
12 1	01	(01221) 100000
13 1	01	(01221) 100000



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101 012 100000-3

M S.D. PRICES

U. S. Government Paints

Enormous quantities of paint, varnish, and various finishes are being used by the Government and Government contractors in connection with munitions and equipment such as shells, projectiles, motor trucks, wagons, aeroplanes, etc., as well as finishes for the various cantonments and soldiers' quarters at the camps throughout the country. We are in a position to serve the Government to the best possible advantage on account of our manufacturing and distributing facilities and the manufacturing staff we have for producing the best possible materials for each individual purpose.

In many cases it is necessary to supply materials to meet certain Government specifications and in order that you may be in a position to line up all of this business quickly, we are giving you herewith a list of the items that have been developed up to this date in connection with the present war contracts.

PROJECTILE PAINTS

Projectile Paint, White, Rx 17646, bbls.,	\$1.75 per gal.
Projectile Paint, Slate, Rx 17645, bbls.,	1.50 per gal.
Projectile Paint, Yellow, Rx 17647, bbls.,	2.90 per gal.
Projectile Paint, Green, Rx 17648, bbls.,	2.55 per gal.
Projectile Paint, Red, Rx 17649, bbls.,	1.25 per gal.
Projectile Paint, Black, Rx 17650, bbls.,	1.50 per gal.

All of the Projectile Finishes mentioned have been definitely approved by the Navy Department, Bureau of Ordnance, by Lieutenant R. S. Holmes.

All of the above materials are absolutely lead-free and conform to the Government specifications as set forth in Ordnance pamphlet No. 368. They dry to handle in about two hours, are very tough and elastic and represent the ideal coating for the purpose. The specifications require that these materials be used on shells as indicated below:

"ROTATING BAND TO POINT: The exterior of the projectile from the rotating band to point, except bourrelet, shall be painted with a thin, hard, smooth, lead-free paint of the color designated below:

Armor-piercing projectiles	black.
Common projectiles	slate color.
Class "B" projectiles	green.
Shrapnel	white with red band.
Target projectiles	no paint—vaseline.
Anti-aircraft projectiles	no paint—vaseline.

"The exterior of the projectile from rotating band to base shall be painted in the same manner as the exterior from rotating band to point, except for projectiles used with cartridge cases. On projectiles used with cartridge cases the exterior, from rotating band to base, shall be coated with vaseline."

Certain numbers of these shells will also require white and yellow, the white to be used on conical shrapnel. We have not been definitely advised on just what part of the shell or the character of the shells on which the yellow is to be used.

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M S D PRICES

"PROJECTILE INTERIOR: The specifications require (1) that the interior of all projectiles shall be carefully cleaned and smoothed; (2) after being thoroughly cleaned and smoothed, the cavities of all projectiles, except target and anti-aircraft projectiles, shall be painted with an anti-acid lacquer or paint approved by the Bureau of Ordnance. In general, cavity paint must conform to the following specifications:

"Body shall consist of suitable hydrocarbons entirely free from acids and without admixture of any metallic compounds for dryers or any other purposes. It shall contain no nitro-cellulose or other nitrated material. The solvent shall be suitable as a carrier for the hydrocarbon used and shall be free from acids. It shall be of such a quality that the requisite thinning material to be used shall be readily obtainable in the market. When used on steel surfaces, the paint shall set to touch in ten minutes and be free from tackiness in thirty minutes after drying at every atmospheric temperature. The coating when dry shall be a firm, tough, glossy coating which will not crack, peel, or flake.

"(3) The cavities of anti-aircraft projectiles which are to be filled with day tracer fluid shall be coated with a thin, hard, lead-free paint to prevent the cavities from rusting.

"(4) The cavities of target projectiles need not be painted. To meet these requirements we will supply Anti-Acid Paint Black, No. 02605, at 34c per gallon, in barrels.

Color plates representing these actual materials will be prepared as soon as possible, but inasmuch as the goods are made to match the Government standard shades as shown in the circular, we do not believe you will have any difficulty in dispensing with color cards.

Shipment may be made from Cleveland, Chicago, or Newark.

MOTOR TRUCK AND WAGON FINISH—Olive Drab

Rx No. 16431, formerly No. X-7061-C, bbls., \$2.40 per gal.

6 pounds White Lead in Oil
1 pound Raw Umber
1 pint Turpentine
1/2 pint Japan
1 quart Linseed Oil

This material meets the above specifications and, as the name indicates, is designed for use in finishing motor trucks and army wagons. Three coats of the same goods are generally applied.

MOTOR TRUCK AND WAGON FINISHES

Special "A" Priming for Metal; Red Lead Paint.

Dry Red Lead 80. lbs.
Raw Linseed Oil 15.
Turpentine, 3 1/2 quarts 5.
Price: \$4.50 per gal., 18c per lb.

M S D PRICES

Special "B" Rx 02804, First Coat Priming for Wood.

Raw Linseed Oil 62.5 lbs.
Turpentine, 33-5 gals. 25.0
Brown Japan Drier, 1 2-3 gals. 12.5

(7 1/2 lbs. to the gal.) 100.

Price: \$1.28 per gal., 17c per lb.

Special "C" Rx 21808, Olive Drab, Paste.

White Lead in Oil 80.5 lbs.
Eng. Drop Black in Oil 11.0
Chrome Yellow, M. in Oil 6.5
Burnt Sienna in Oil 2.0

Price: 18 1/2c per lb. 100.0

Special "D" Rx 21809, Olive Drab, Second Coat.

"C" Paste 85.0 lbs.
Turpentine 2.0 gal.
Brown Japan, 1/2 pt. 1/2 pt.
(19 1/2 lbs. to the gallon)

Price: \$3.32 per gal., 17c per lb.

Special "E" Rx 21810, Olive Drab, Third Coat.

"C" Paste 78.0 lbs.
Raw Linseed Oil 19.0
Brown Japan 3.0

(18 lbs. to gal.) 100.0

Price: \$3.33 per gal., 18 1/2c per lb.

HELMET FINISH

Rx No. 17651, barrels, \$1.90 per gal.

This material is made to meet the following specifications:

34.3 pounds White Lead Ground in Oil.
1.7 pounds Chrome Yellow, Med., Ground in Oil.
4.3 pounds Drop Black Ground in Oil.
24.0 pounds French Ochre Dry Powder.
10.3 pounds Exterior Rubbing Varnish.
3.0 pounds Brown Japan Drier.
22.4 pounds Turpentine.

100.0 pounds Total.

For application with the air-brush or sprayer, we recommend a reduction of about 15 per cent with Special Flat Reducer No. 14, Rx 0974. For application by dipping, we recommend a reduction of about 33 per cent with the same Reducer.

In event the interior of the helmet is dipped two coats, the drain should be alternated to improve the flowing.

If it is necessary that only the outside or top side of the helmet be given two coats, the first coat could probably be applied to the best advantage by dipping and on those parts that require a second coat, the air-brush could be used to advantage.

E 215 Standard 3
215 Olive Drab #16462 +05 lbs ft per
1-2115 2.00 9/30

M S D PRICES

AEROPLANE FINISHES

Wings: The wings are finished with nitrate and acetate Lacquers on which information will be supplied in the near future.

Pilot-House or Cabin, and Framework: The pilot-house or cabin, and framework are generally finished in the natural effect and for this purpose we have sold large quantities of Respar at \$2.75 per gallon in five, also Aerospas Exterior, 01079, at \$2.00 per gallon in 5a. Both of these Varnishes are durable finish. For the interior of the pilot house, we offer Interior Aerospas, 01141, which is a very elastic, quick drying, waterproof Varnish, at \$1.25 per gallon in 5a.

Instrument Boards: The instrument boards are finished in Black Walnut and may be brought up with a coat of Oil Stain Black Walnut, Rx 35, price \$1.35 per gallon in 5a, followed with a coat of Inside Aerospas, 01141.

Propellers: The propellers are generally finished in natural and we recommend for this purpose Aerospas Exterior, 01079, as mentioned above. The wooden parts are generally spruce, which is a close-grained wood and will require no filler. In some instances, however, ash is used and if a thoroughly smooth surface is desired this should be filled with our regular Paste Filler Transparent, Rx 20049, listed on page 126 of the M S D price list.

Insignia: The insignia is painted Red, White and Blue and Q. D. Colors will be used for this purpose, followed with a coat of Aerospas Exterior Varnish, 01079. For the Q. D. Reds, supply Q. D. Chinese Scarlet, Light or Medium, Persian Scarlet L. L., or Extra Permanent Vermilion. All of these Reds are non-bleeding, so they will not affect the White. For the White use Q. D. Flake White and for the Blue supply Q. D. U. S. Mail Blue. All of these colors are regularly listed in the Q. D. price list along with the respective Grounds. No special Ground color is required for the White, as the necessary number of coats of White are used to produce an opaque white surface.

AEROPLANE ENGINES

Our regularly listed Gas Engine Finishes mentioned on pages 123 and 128 of the M S D price list are satisfactory for this purpose, that is, Gas Engine Primer, Gas Engine Sealer, Gas Engine Filler, Gas Engine Enamel, or Lustral Enamel.

In some cases, however, it is desirable to use the minimum number of coats, sacrificing whatever may be necessary in the way of appearance and in that case Gas Engine Enamel or Lustral Enamel may be used directly over the bare iron although much better results would be obtained if at least a coat of Primer was used instead of applying the Enamel directly over the bare iron and the improvement in the results would more than offset the additional cost and time involved.

To the best of our knowledge no definite specification covering Aeroplane Finishes, with the exception of the Lac-

M S D PRICES

quers, have been issued. We are, however, in close touch with the Government departments on this proposition and will advise you as soon as specifications are available. In the meantime, kindly be sure to send us any data in connection with the subject which you may be able to secure.

CANTONMENTS

An extensive variety of materials are being used in finishing the cantonments such as SWP: Preservative Shingle Stains; Creosote Paint; Mine, Mill and Factory Paint; Roof and Bridge Paint; Commonwealth Barn Gray and Red; Metal Protective Paint; First Quality Oil Colors, and various Stains and Enamels such as are regularly listed. These products will meet Government requirements.

As a general rule the cantonment jobs are done by contract on a basis of cost, plus a certain percentage. Alternate bids are submitted, one including painting and one without painting. Therefore, the contractor's profit is greater where painting is included and what we must do is to get in touch with the contractor and all others concerned, working all ends thoroughly, as it is essential that you ascertain definitely who will do the actual purchasing, also whether anything at all in the way of specifications is involved and then concentrate your efforts accordingly.

For the general painting, our Creosote Paint under the label of Fireproof Cantonment Paint, will enable you to secure the business. Our regular prices will apply.

This information will be supplemented from time to time and in the meantime quick definite action is absolutely essential in order to line up this business. We are depending upon each and every representative to give special attention to each and every prospect in his territory, knowing that by so doing a splendid volume of business can be secured.

Wood Preservative Oil
(to meet specifications of the
Emergency Fleet Corporation)
40¢ in bbls carloads fob Chicago
5/18/17

Ry Bulletin 572 8/27/18

U S Gov Express Co Finishes

SW Ex Undercoat Gray Enamel
Rx-17869 1s-\$2.50 5s-2.40

SW Ex Finishing Gray Enamel
Rx-17861 1s-\$2.50 5s-2.40

Birmingham and Knoxville
10¢ advance

Ex press Gray in Japan Rx-8358
40 in 1s and 5sps

These goods meet the Government
requirements in shade and quality

Yellow Pine Sealer #1.15 7/6/18
<01228>

{new} Yellow Pine Sealer Clear
<02132>

Put in 8-12-20

MANUFACTURERS SALES DEPARTMENT

Representatives Confidential Price List

EFFECTIVE AUGUST 10, 1920

VARNISHES



THE SHERWIN-WILLIAMS CO.

FACTORIES:

CLEVELAND, CHICAGO, NEWARK, MONTREAL, LONDON, ENG.
SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES

E B30 4U H20 1151

M S D VARNISHES

Varnishes for Manufacturing Trade

(In Condensed Form)

RUBBING AND POLISHING VARNISHES

	1s		5s		bbls.	
	Less than 6 gals.	6 gals. or over	Less than 50 gals.	50 gals. or over		
Special Piano Polishing (0354).....	4 10	3 85	3 75	3 65	3 50	
Double Quick Rub- bing and Polishing (01823).....	3 75	3 50	3 40	3 30	3 15	
Finest Rubbing and Polishing (0814).....	3 70	3 45	3 35	3 25	3 10	
Quick Rubbing and Polishing (01819).....	3 00	2 75	2 65	2 55	2 40	
Tripolac Rubbing and Polishing (01825).....	2 85	2 60	2 50	2 40	2 25	
Heavy Rubbing and Polishing (0860).....	2 80	2 55	2 45	2 35	2 20	
Dull Rubbing (0833).....	3 75	3 50	3 40	3 30	3 15	

GLOSS FINISHING VARNISHES

Fine Cabinet Fin- ishing (Brushing) (0862).....	2 75	2 50	2 40	2 30	2 15	
Heavy Gloss Coach (Dipping) (01205).....	2 20	1 95	1 85	1 75	1 60	
Gloss Chair Coach (Brushing) (01159).....	2 15	1 90	1 80	1 70	1 55	
Dipping Coach (0881).....	2 20	1 95	1 85	1 75	1 60	
Quick Dipping Coach (01830).....	2 10	1 85	1 75	1 65	1 50	

FIRST COATERS (Clear)

Mission-lac (0679).....	2 55	2 30	2 20	2 10	1 95	
Hard Drying Coater (01037).....	2 35	2 10	2 00	1 90	1 75	
Quick First Coater (0373).....	2 25	2 00	1 90	1 80	1 65	

FIRST COATERS (Pigment)

Pale Flowing Sur- facer (14164).....	2 30	2 05	1 95	1 85	1 70	
Flint Surfac- er (14400).....	2 20	1 95	1 85	1 75	1 60	
Quick Sanding Sur- facer (40).....	1 75	1 50	1 40	1 30	1 15	

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M S D VARNISHES

	1s	5s	bbk.
	Less 6 gals. than or 6 gals. over	Less 50 gals. than or 50 gals. over	
FIRST COATERS (Spirit)			
Quick Sanding Marvelac (02717-5)	2 85	2 60	2 25
Marvelac (02710-1)	2 60	2 35	2 00

FLAT DRYING OR DULL FINISH VARNISHES

Velvet Finish No. 1044 (01044)	2 90	2 65	2 45
Velvet Finish No. 7539 (7539)	4 10	3 85	

AIRPLANE FINISHING VARNISH

Rezpar (02121)	3 85	3 60	3 40
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YELLOW PINE SEALER

(01238)	2 10	1 85	1 65
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GASKET SHELLAC

(02720)	2 85	2 60	2 40
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AUTOMOBILE AND CARRIAGE VARNISHES

Berger's English Body Finishing (01511)	4 75	4 50	
Berger's English Pale Rubbing (01512)	4 25	4 00	
Berger's English Gear Finishing (01513)	4 25	4 00	
Wearing Body Finishing (01216)	4 25	4 00	
Pale Body Rubbing (01515)	4 00	3 75	
Pale Perfection Gear (0915)	3 75	3 50	
Quick Rubbing (0839)	3 75	3 50	
Elastic Gear Finishing (099)	3 75	3 50	

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M S D VARNISHES

	1s	5s	bbk.
	Less 6 gals. than or 6 gals. over	Less 50 gals. than or 50 gals. over	
MOTOR TRUCK, WAGON AND IMPLEMENT VARNISHES			
Motor Truck Finishing Varnish (0971)	3 35	3 10	2 75
Motor and Wagon Gear Finish (01206)	3 10	2 85	2 65
Durable Wagon Coach (01062)	2 60	2 35	2 15
Pale Durable Implement Coach (0993)	2 35	2 10	1 90
Implement Dipping (01703)	2 25	2 00	1 65

BAKING AND TIN DECORATING VARNISHES

Extra Pale Enamel Baking (Exterior) (01509)	4 10	3 85	3 75
Metal Furniture Baking (01005)	4 60	4 35	4 15
Whitest Enamel Baking (Interior) (0985)	3 00	2 75	2 55
Sanitary Clear Baking Lacquer (Processing) (01227)	2 25	2 00	1 80
Gold Baking Lacquer (Processing) (02133)	1 90	1 65	1 45
Tin Can Baking Varnish (0252)	2 70	2 45	2 25
Adhesive Lacquer (02143)	1 10	1 65	1 45

MIXING VARNISHES—MISCELLANEOUS

Pale Rubbing and Mixing (01517)	4 35	4 10	3 90
Whitest Elastic Mixing (01509)	4 10	3 85	3 65
High Gloss Mixing (0359)	3 60	3 35	3 15

COACH JAPANS

Gold Size Japan (098)	3 60	3 35	3 15
Coach Painters Japan (069)	3 10	2 85	2 65

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M S D VARNISHES

	1s		5s		bbls.	
	Less 6 gals. than 6 gals.	or over	Less 30 gals. than 30 gals.	or over		
DRIERS						
White Liquid Drier (01040).....	2 45	2 20	2 10	2 00	1 85	
Hercules Drier (0904).....	2 60	2 35	2 25	2 15	2 00	
Dry-o-white (0229).....	1 80	1 55	1 45	1 35	1 20	
Japan Drier (033).....	1 75	1 50	1 40	1 30	1 15	

REDUCERS

Universal Thinner (0261).....	1 60	1 35	1 25	1 15	1 00	
Special Reducer No. 1 (0974).....	1 25	1 00	90	80	65	
Special Reducer No. 2 (0655).....	1 50	1 25	1 15	1 05	90	
Chimax Reducer (Same Color) (0614).....	1 35	1 10	1 00	90	75	
Reliable Reducer (Auburn Color) (0615).....	1 30	1 05	95	85	70	
Enamel Reducer No. 1 (01125).....	1 65	1 40	1 30	1 20	1 05	
Enamel Reducer No. 2 (0368).....	2 10	1 85	1 75	1 65	1 50	
Aseptic Enamel Reducer (Water White) (01075).....	2 60	2 35	2 25	2 15	2 00	
Metal Furniture Enamel Reducer (Pale) (02901).....	2 35	2 10	2 00	1 90	1 75	
Turpentine Reducer (Water White) (0956).....	1 90	1 65	1 55	1 45	1 30	
Perfect Method Oil (01121).....	Prices on application.					
Lansoline (01243).....						
Elastic Reducer (Pale Amber Color) (0696).....						

ASPHALTUMS

Finest Turpentine Asphaltum (097).....	2 60	2 35	2 25	2 15	2 00	
No. 1 Asphaltum (0957).....	1 40	1 15	1 05	95	80	
Quick Drying As- phaltum (02605).....	1 30	1 05	95	85	70	

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M S D VARNISHES

	1s		5s		bbls.	
	Less 6 gals. than 6 gals.	or over	Less 30 gals. than 30 gals.	or over		
BRONZING LIQUIDS						
No. 1 Bronzing Liquid (0220).....	2 60	2 35	2 25	2 15	2 00	
No. 2 Bronzing Liquid (0992).....	2 25	2 00	1 90	1 80	1 65	
No. 3 Bronzing Liquid (0326).....	2 15	1 90	1 80	1 70	1 55	
Aluminum Bronz- ing Liquid (0901).....	2 65	1 90	1 70	1 60	1 45	

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VARNISH TIP
 Bulletin #33 June 15, 1920.
 Subject: PAINT OILS, DRIERS
 AND REDUCERS

In the next few weeks remain-
 ing before you close up for the year
 make every opportunity of PUTTING
 ACROSS your Varnish estimate.

Paint Oils, Driers, and Redu-
 cers are all counted in on this
 total, and we are giving you with
 this bulletin our low limit prices,
 quantity basis.

It is to be understood that
 shipments in drums are not to be
 considered in the "Special Discount
 Plan"

LET US HELP YOU GET THE
 \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$

P. F. Kinnison
 Manager

Full S&D list
 All reps.

Bulletin #54. SUBJECT: Paint Oils, Driers, Reducers.---July 1, 1920

PAINT OILS

01154 - #54 Paint Oil	15gal-30gal-55gal	50gal
01343 - Linoline		
01121 - PM Paint Oil		
	\$1.45	\$1.50
	1.35	1.40
	1.10	1.15

DRIERS

033 - Japan Drier	\$1.15	\$1.10	1.05	1.10
0229 - Dry-C-Nite	1.25	1.20	1.15	1.20
0904 - Hercules Drier	1.95	1.90	1.85	1.90

REDUCERS

0261 - Universal Thinner	1.20	1.25
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Prices are NET - F O B factory. Add freight when a delivered price
 is needed.

LFG/NH
 S&D List
 All Rep.

P. F. Kinnison

5-5-20

PAINT OILS

	15 gal-30	DRUMS	50 gal	BBL
01154 - #54 Paint Oil	-	-	1.45	1.30
01243 - Linseed Oil	-	-	1.35	1.40
01121 - P M Paint Oil	-	-	1.05	1.10

DRIERS

033 - Japan Drier	1.15	1.10	1.05	1.10
0229 - Dry-O-Mite	1.25	1.20	1.15	1.20
0904 - Hercules Drier	1.95	1.90	1.85	1.90

REDUCERS

0261 - Universal Thinner	1.25
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The above prices are F O B Factory.

Page 2
Bulletin #53

PAINT OILS

	15 gal-30	DRUMS	50 gal	BBL
01154 - #54 Paint Oil	-	-	1.45	1.30
01243 - Linseed Oil	-	-	1.45	1.50
01121 - P M Paint Oil	-	-	1.20	1.25

DRIERS

033 - Japan Drier	1.15	1.10	1.05	1.10
0229 - Dry-O-Mite	1.25	1.20	1.15	1.20
0904 - Hercules Drier	1.95	1.90	1.85	1.90

REDUCERS

0261 - Universal Thinner	1.25
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Prices are NET - F O B Factory.

VARNISH SALES DEPARTMENT

Bulletin No. 33 Oct. 10, 1919.
Subject: UNIVERSAL THINNER.

Supplementing Mr. Manry's bulletin No. 54, which outlined in detail the qualities and sales points of Universal Thinner 0261, let me call your attention to the fact that this material is classified as Varnish. Full sales credit will be given you in the making of your Varnish estimate.

This is a fine opportunity for you to get a good "strangle hold" on your Varnish estimate early.

Prices on the Eastern basis are as follows:-

	"B"	"A"
50 gal. 1.40 Drums	.85	OT
50 gal. 1.50 Barrels	.90	RY
5-bbl. 1.60 5's	1.05	DT

P. H. Kinnison

Manager.

Full S & B list.

All reps
Pacific Coast & Denver points add 15¢
Birmingham, Dallas, Knoxville, Atlanta 10¢
Houston, Oklahoma City 10¢
Savannah and New Orleans 5¢

VARNISH SALES DEPARTMENT

Bulletin No. 34 Oct. 17, 1919.
Subject: QUICK SANDING MARVELAC
02717 and 02718

Temporarily and for probably a period of two to three weeks, please withdraw all prices on Quick Sanding Marvelac, and await further definite price bulletin.

During this short period that we will withdraw Quick Sanding Marvelac, 02717 and 02718, please sell our regular Marvelacs 02710 or 02711, White and Orange instead.

The latter do not sand quite so quickly as the Quick Sanding Marvelac, but will be perfectly safe for the average business.

P. H. Kinnison

Manager.

Full S & B List

All reps.
Pacific Coast & Denver points add 15¢
Birmingham, Dallas, Knoxville, Houston
Atlanta, Oklahoma City 10¢
Savannah and New Orleans 5¢

PALE DURABLE COACH VARNISH

0993

55 Body. Pale, Elastic, Waterproof.
Reduce 25 to 40% with benzine for
dip, 20% for spray and 20% for
brush work. When so reduced dries
to pack, reseat or walk on over
night.

PALE ELASTIC COACH VARNISH

01213

70 Body. Flows out well under the
brush, dries overnight with a good
glass to reseat or walk on. For
woodwork, floors and porch ceilings.
Is waterproof and will not show
white when struck with a blunt object.
01213 is 0993 reduced to brushing
body.

Sept 20, 1918

Special Hard Oil 0209	1	60	1	75
Gov Hard Oil 0367	1	45	1	60
Spec Int Fin 01141	1	60	1	75
081 Floor 01081	1	80	1	65
Pale Lustral Coach 01116	1	55	1	70
0-7 Floor Oil 0381		65		30
Unlabeled Hard Oil 0399	1	45	1	60
Spe Imp Coach 01701	1	80	1	45
Pale Dnr Imp Coach 0198	1	50	1	65
Spe Imperial Coach 01073	1	35	1	40
Air Plane Repair 02121	2	35	2	40
Double Quick Rub & Pol				
01223	1	90	205	
Tripolac "A" R & P 01225	1	75	1	90
Spec Japan Drier 03004		75		90

01223 - Double Quick Rubbing &
Polishing has been developed after
practically two years work in our
Varnish Test Department, and is
designed to take the place of 0814
Fin Rub & Pol where a quicker
drying, high grade polishing varnish
is required. 01223 can be recoated
in 48 hours and rubbed in 2 to 3
days. It is more than a match for
Glidden's Skin Cote, and in actual
tests in various customers' facto-
ries, we have beaten Skin-Cote in
actually landing the business.
Remember 01223 is strictly high
quality Rubbing & Polishing to be
sold where a quicker drying Varnish
is wanted than 0814.

01825 - is a quicker drying and easier working Varnish than our Old Tripolac 0565 regularly listed. It can be sold for less money, as you will note in comparing the above price with the regular price on Tripolac; 01825 can be described as a second grade of 01823. It costs less and does not have quite the quality of the latter, nevertheless it is higher grade than a good many Rubbing and Polishing Varnishes sold at a higher price, and by some of our trade is liked better than the Old Tripolac. Our idea in developing both 01823 and 01825 has been to produce a quicker drying varnish with all of the essential qualities left in them. This with the idea of meeting the demands of the trade, which demands have constantly been for quicker and quicker drying Varnishes. We have met these demands and deserve good business on each.

0993 - 5 - 15¢ above the price
for 1000

July 11, 1917.

Low-Priced-Varnishes

The cheapest Varnish we have is V-1517 which we can sell at 62¢ in drums. This piece of goods is fairly heavy in body and will stand reduction of about 15 to 25% with benzine or turpentine.

Rx-0690	low-limit	price	65¢	bbls
Rx-0839	"	"	80¢	"
Rx-0881	"	"	95¢	"
Rx-0993	"	"	95¢	"
Ox-01159	"	"	1.25	"

Air-Plane Repair 570
2.00 in Hla } B'ham 5¢ add.
2.15 in 53

3-25-19

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**MASTER PAINTERS' INTERIOR VARNISH
01801**

70 Body. Medium in color. Will set dust free in 2 hours, dry hard in 24 hours. Can be rubbed and polished in 48 hours. Dries with a high gloss, is water and gas proof. Can be used on all inside work. Will resist hot water. Can be offered to contractors on competitive business where a high grade varnish is demanded at a lower price.

MASTER PAINTERS' FLOOR VARNISH 01307

72 Body. A trifle darker than medium. Will set out of dust in $1\frac{1}{2}$ to 2 hrs, and hard overnight. Is water and mar proof and can be sold to contractors in competition with high grade floor Varnishes. As a dark varnish appears to have a heavier film 2 coats of M.P.F.V. will often prove satisfactory on a 3 coat specification.

VELVET FINISH 01044

85 Body. Dust free in 2 hours, hard overnight. Is water resisting and contains no wax. Over a coat of gloss varnish produces a dull rubbed effect without the labor of rubbing. There is an increasing demand for varnish of this type for interior woodwork, furniture, pianos, victrolas, etc. Gloss coat should be mopped with

curled hair or rubbed with powdered pumice stone and water before application of 1044. In extreme cases where can has set on shelves for a long time, stir material thoroughly before application, or, better still, pour off most of the liquid and work the sediment in the bottom of the can well into suspension and then pour back the liquid.

3-25-19

PAGE NO. 8

FINEST RUBBING AND POLISHING VARNISH
0814

60 Body. Pale in color. Dust free in from 2 to 3 hours. Can re-coat every other day and rub in 3 to 5 days. Used extensively by the manufacturers of pianos, high grade stands, tables, etc. Everything considered there is nothing better in the rubbing and polishing varnishes. Can be sprayed, dipped or brushed.

RUBBING AND POLISHING VARNISH 01825

60 Body. Medium pale. Dust free in 2 to 2½ hours. Can re-coat in 24 hours and rubbed and polished in from 3 to 4 days. Will serve for brush, spray or dip work on the highest grade furniture where a lower priced varnish is required.

SPECIAL AGRICULTURAL COACH VARNISH
01703

55 Body. Is water and mar proof. Dust free in 2 hours and hard to pack in 24 hours. Brush at 20% reduction with benzine, spray or dip at from 25 to 40% reduction. Is similar to 0993 in many ways.

DIPPING COACH VARNISH 0881.

Our most popular dipping coach for chairs and medium priced furniture, novelties and all general small piece woodwork. 60 Body. Reduce 33 1/3 to 50% with benzine for dipping. When so reduced dries hard over night. If second coat is to be applied allow 24 hours between coats. This varnish is medium pale in color. It is practically water proof, will not spot or scratch white easily.

DIPPING COACH VARNISH 01830

60 Body. Medium in color. Will stand from 33 1/3 to 50% reduction with benzine for dipping. Recommended for chairs and lower grade furniture where a low priced varnish is demanded. Similar to 0881 in working, drying and wearing qualities.

Oct 1, 1919

215 7/11/19 7/11/19
212 General Interior 018012 212-10
212 Floor 01807 212-10
Special Floor 0881 1-80 1-25

The above are our present low limit "A" prices in barrels. B prices are 15, above. 5s - 15, over barrels. 15 - 15, over 5s.

Knoxville and Birmingham prices 10% higher than above.

6/11/19

Pale Durable Implement Coach 0993
1s 5s bbls drums
"A" 1.65 1.50 1.40 1.35
"B" 1.80 1.65 1.55 1.50
Spec Agri Coach 01703
"A" 1.50 1.35 1.25 1.20
"B" 1.65 1.50 1.40 1.35
Pale Elastic Coach 01313

8/1/19
"A" 1-65/17 1-50/160 1-40/145 1-35/140
"B" 1-80/190 1-65/175 1-55/160 1-50/155
Special Coach 01702 - 25¢ less than 0993

Marvelac Clear 02717 \$1.60 bbls Chi
" Orange 02718 1-60 " "
" #2 Clear 02710 1-45 " "
" #2 Orange 02711 1-45 " "

02717 1-2.05 195 180 175 120 7/20/19
02718 1-1.90 180 165 150 120 7/20/19

VARNISH SALES DEPARTMENT

Bulletin No. 30

Sept. 8, 1919.

Subject: DRIERS IN KIDDS

A good many Varnish estimates are made during the first three months of the year. Driers help a great deal.

Are you taking full advantage of the sales possibilities in our three Driers. See your efficiency information on Driers.

The following low limit prices may be used, effective immediately.

		15 gal.	30 gal.
Hercules Drier	0904	\$2.20	\$3.10
Dry-O-Wite	0325	1.30	1.20
Japan Drier	033	.95	.85

P. J. Kinnison
Manager

For Pacific Coast & Denver points add 15¢
Birmingham, Dallas, Nashville, Houston 10¢
San Antonio, Oklahoma, Atlanta, Knoxville 10¢
Savannah and New Orleans 5¢
Full S & D List
All Reps.

VARNISH SALES DEPARTMENT

Bulletin No. 30

Sept. 8, 1919.

Gasket Shellac 02720 is being sold and approved by the Trade. You want to take advantage of this opportunity to help make your Varnish estimate early. This Product is classified as Varnish. It is filled in the following packages.

	Low limit price
1's-Round Friction Top cans	\$2.00
5's-Varnish kit with nozzle	1.90
5b's-The usual package	1.75

It is heavy bodied, possessing splendid cementing and sticking qualities.

All large manufacturers of Engines, Motors, and all Automobile accessory jobbers represent prospects for Gasket Shellac business.

This is a Varnish tip for YOU. Get a quarter pint sample, and test it out against competitive Products and see its wonderful adhesive qualities.

P. J. Kinnison
Manager

Pacific Coast & Denver points add 15¢
Birmingham, Dallas, Nashville, ----- 10¢
Houston, San Antonio, Oklahoma, ----- 10¢
Atlanta, Knoxville ----- 10¢
Savannah and New Orleans ----- 5¢
Full S & D List
1 Reps.