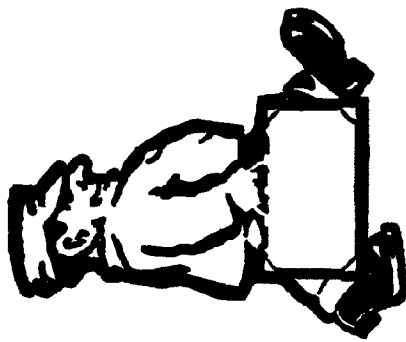




July's a great month for outings, vacations, fishin' and the like of that. It's a good month to rest up from the Spring Campaign and to fill your tank with air for the Fall. Here's hopin' you enjoy July!

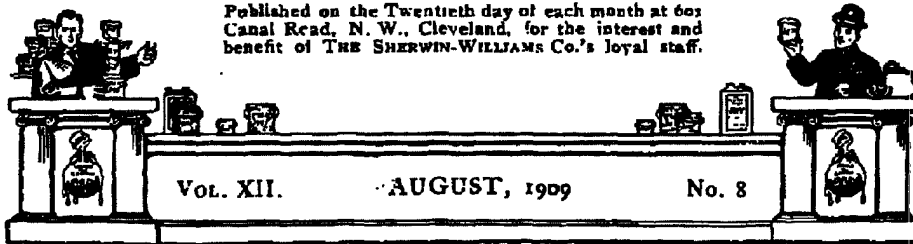
The Little Point Men

The Chameleon

AUGUST, 1909

The Chameleon.

Published on the Twentieth day of each month at 603
Canal Road, N. W., Cleveland, for the interest and
benefit of THE SHERWIN-WILLIAMS Co.'s loyal staff.

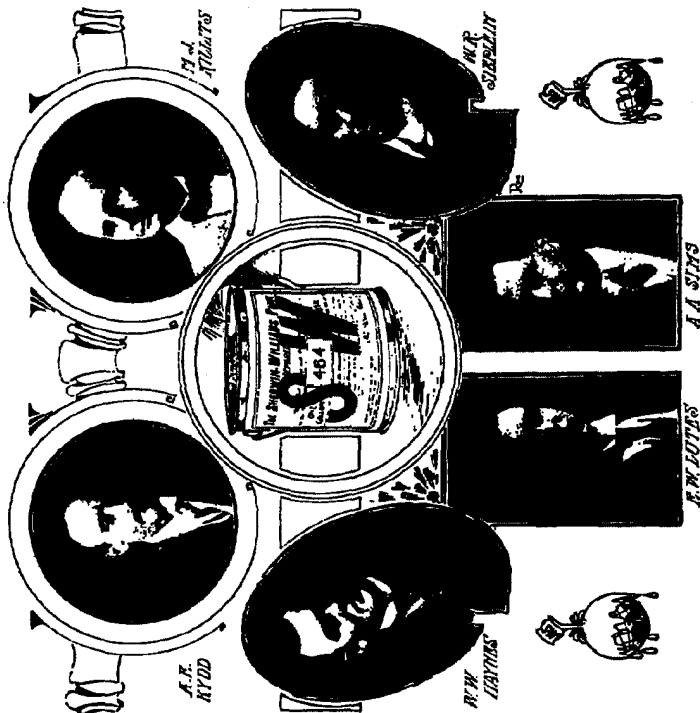


BACK IN EARNEST.



Y THE time this CHAMELEON is in the hands of its readers, practically all will have taken their summer vacation. Rivers, lakes, trees, fishing and summer recuperation are now but myths. Each one of us is back in earnest, ready to fight to the finish in an effort to make this fall the best ever. It's hard sometimes to bring our minds back to paints and varnishes after we have been enjoying ourselves, but, after we are once back and our thoughts and energies have again become concentrated on the work ahead, it is an easy matter to become enthusiastic and ambitious to win laurels in the great Fall Campaign. Everywhere opportunity, with its elusive bait, lies waiting to be seized. Prosperity lies on every hand. Our plans are made. They need executing. And if there ever was a season when better or more thorough preparations for an aggressive fight have been made, we don't know of it. It isn't on our records.

As an example of what has been done in the way of business-getting propositions, we have but to mention the window trim, our personal letters, our free electrotypes, our extensive magazine advertising, our Decorative Department's Ideal Plan of Home Decoration, etc. This latter is a brand new feature, and is described fully in the Supplement of August 16th. Our representatives will have no need for complaint. Everything is ready. At the word "go" we will have a complete force working for a common end, backed by advertising schemes and selling helps second to none. There never was a better equipped army. And, as for ability, records for the months just past show conclusively that it is in evidence in every one. As the fight goes on, THE CHAMELEON will report proceedings. Here's for victory!



Some Recent Changes in Our Sales Organization.

WE ARE pleased to announce that Mr. W. W. Haynes, who has been the very successful Sales Manager of our Omaha Sales Division, has been transferred to the position of Sales Manager of the Cincinnati Sales Division. This change will be a promotion for Mr. Haynes, as some recent changes in our Cincinnati Division have made it of more importance than heretofore by the addition of more representatives and more territory.

We feel that there is a great opportunity for the rapid development of our business out of Cincinnati, and Mr. Haynes has been so successful in his work in the Southwestern District that we are looking forward confidently to new and splendid records in his new position.

Mr. Haynes has made very rapid progress with our organization, having joined our Company four years ago as a representative in Colorado. The second year he won the prize as Top-Notcher representative of the entire Company and was promoted to the position of Sales Manager at Omaha. Last year he made a fine record for the Omaha Division and

this year stands fourth in the Top-Notcher Competition for Sales Managers on June 1st, with a fine prospect of finishing in first place on September 1st.

Mr. A. E. Kydd, who has been our efficient Sales Manager in the Newark Sales Division, has been transferred to Cleveland to take the position of Sales Manager in the Cleveland Sales Division. Mr. Kydd is well known to all our staff, having originally joined our staff at Montreal, then being transferred to Newark in charge of the Promoting Department, and for the past several years has had charge of the sales of the Newark Sales Division.

Mr. Kydd is taking up his new work in Cleveland with a determination to make the Cleveland Sales Division one of the banner divisions in the Company. On severing his connection with the Newark Sales Division, Mr. Kydd was the recipient of some beautiful gifts from the loyal staff with whom he has been so long associated.

Insecticides Sales Department.

The rapid development of our business on insecticides has necessitated our adding to our force some specialists on spraying and spraying materials. We have accordingly secured the services of Mr. M. J. Killits, formerly General Manager of the Toledo Rex Spray Company, as Field Superintendent for our Insecticide Sales Department. We have also employed Mr. Addison Hyde, formerly Superintendent of Manufacturing for the Toledo Rex Spray Company, to take charge of the manufacture of Lime-Sulfur Solution at our new plant just completed in Chicago. We have engaged Mr. Robert R. Gibson, formerly State Chemist of Idaho, as our Consulting Chemist in the Insecticide Sales Department.

These gentlemen are thoroughly conversant not only with our new Lime-Sulfur Solution, but with the whole subject of spraying and spraying materials, and we are planning to use their services in the rapid development of our business on such good products as Arsenate of Lead, Paris Green, Lime-Sulfur Solution and Bordeaux Mixture. We are planning to have some one of these gentlemen spend at least a few days with each of our representatives who has an output for insecticides on his territory, and we are sure that our representatives will be glad to know that we have such a thoroughly competent staff to assist them in the development of this portion of their business.

Adrian J. Hayes
Gen'l Mgr. Sales & Distribution.

Changes in Organization of Manufacturing Department.

The following bulletin, sent out by Mr. Beardslee on August 5th, explains the changes in the manufacturing organization:

I wish to advise you of the following changes in the organization of the Manufacturing Department.

OUR President left for New York on August 4th, sailing on the Mauretania, for Europe. Upon his arrival at Queenstown, the 9th of August, he sent a cablegram reading, "Splendid trip," from which may be inferred that he is in excellent spirits. Mr. Coringham will remain for some time in London in the interest of our London plant. On the homeward trip he will leave September 1st on the Adriatic.

Investment (I) over the period 1970-1980

Paint Specifications.

O many of our representatives are now meeting with requests from manufacturers, railways and street railways for quotations on paints made to meet particular specifications, that we feel that they should be provided with some good arguments as to why it is poor policy for manufacturers, railway companies or street railway companies to insist upon specifying the materials of which their paints shall be made.



The following article from the *Electric Railway Journal* is directly to the point, and should be carefully read by every one of our managers and representatives:

Specifications in general are intended to outline for the benefit of the manufacturer the requirements of the purchaser and to serve as a basis for estimating the prices named in an accompanying contract. They may be divided into two classes—first, those which state in a general way the purchaser's requirements as to quality and quantity of material and such other details as are necessary to guide the maker in selecting his own methods of manufacture best suited for producing the desired result; and, second, those which add to the general requirements precise instructions as to composition of materials, methods of manufacture, tests to determine acceptance and other restrictions of a similar nature. It is only to be expected that the more rigid the specifications are made under which material is purchased, the higher the price will be. Under some circumstances, however, rigid specifications, resulting in higher prices, may be economical in the end, but in other instances a rigid specification not only causes higher prices, but may result in the delivery of material actually inferior to that which could have been supplied at a less cost under less severe restrictions. In the purchase of transmission wire, for example, tensile strength, ductility and electrical conductivity are the essential requirements. It will pay the purchaser to insist on a given minimum standard for all of these characteristics and to test each reel or shipment, subject to rejection if it fails to meet the requirements. In the purchase of paints, however, a rigid specification is detrimental to the best results in the end.

The value of any specification lies chiefly in the ability to check each requirement and insist on its fulfillment. It is useless to specify exact methods of manufacture unless the raw materials are also specified, and both are useless if the purchaser has no means of checking up either one. Paints are complex mixtures of widely different elements, and their exact analysis is an extremely difficult task for the most experienced chemists. Even when the chemistry is known, the variations in the methods of manufacture may have a decided effect on the resistive properties of the paint, and this feature can only be followed up by an inspector at the factory. This would be feasible, perhaps, if very large quantities were purchased at one time, but few railways buy enough paint in a whole year to warrant the expense of this kind of inspection for a single order. Furthermore, if a chemical analysis is made, it should be done only by an experienced paint chemist who knows how to interpret his results. If water is found it does not necessarily follow that water has been added to the paint as an adulterant. Some of the pigments commonly used contain water of a combination which cannot be driven out during the process of grinding and mixing, but which shows up at once in a chemical analysis.

So difficult is paint analysis recognized to be, that one large steam railroad company, which has adopted a policy of purchasing all supplies under rigid specifications and maintains for its exclusive use an elaborately equipped testing laboratory, has prepared its paint and varnish specifications in such a way that a really inferior product is furnished under them, simply because the better grades contain so many elements that an accurate analysis cannot be made of them. This railroad, following out the plan of purchasing everything on a strictly competitive basis, is straining a point in the matter of quality of paint and varnish for the sake of absolute uniformity and the maintenance of an open market. The average street railway cannot afford to do this. The honesty and repute of the paint maker from

which it buys is sufficient guarantee of results, provided always that good paints of established merit are bought. It will not pay to haggle over a few dollars' difference in the price of unknown brands and reputable brands. Buy the best, even if the price is somewhat higher, for the chances are all in favor of the higher-priced paint being the better paint.

Securing the Order.

BY B. H. STEWART.



S. H. Stewart.

AFTER all is said and done, the most important part of the work of a salesman, and the one which ultimately spells his success or failure, is getting the order. A salesman may be a good talker, know his line pretty well and personally be a good fellow, but will not be successful and will soon have to make room for someone else if he does not have the keen insight to know when the psychological moment arrives, and when it does, to clinch the deal by securing the order. I do not mean that the salesman who takes the most orders is the really successful one, for many times he is not. Some salesmen secure orders in nearly every town, yet their year's business shows a decrease rather than a gain. Others seem satisfied to sell one or two products, which, nine times out of ten, are lower in price than the other fellow's and carry very little profit.

If he dealers in all towns are becoming better buyers and know when an article is a bargain. They watch the market closely and cannot easily be fooled. The salesman who sizes up his man, maps out his line of action and has his arguments all thought out to combat the ones that will be brought up by his prospective buyer, is the one who will take the largest order, sell the full line, increase his business and make more money for the Company, thereby increasing his own salary and becoming a more valuable salesman. All concerns are looking for keen, bright salesmen who can land the big business.

While traveling in Minnesota I heard the following story about a Norwegian who was conducting a general store in a small town. You know there are lots of Norwegians up there, and they are a bright lot of fellows, too. A friend was visiting Ole one day, when in came a traveling man selling breakfast food. He went through with his little piece, after which Ole turned him down, saying he had more breakfast food than he could sell in several weeks and that no one could sell him any more. About an hour after this salesman left, another one came in, also selling breakfast food. Ole told him he had plenty of similar goods on hand, etc., but the fellow would not be denied; he not only talked about his product, but opened his grip and showed his goods, compared his packages to the ones in stock and finished by booking a good order.

After he went out, Ole's friend asked him to explain why he turned the first salesman down and bought from the second. "Well," said Ole, "this fellow overruled every objection I made, and when I ran out of objections I had to buy."

In securing an order, it is merely a matter of getting the buyer out of

objections, but to do it a salesman must know his line, believe in it and present his proposition in the right way. With such a high-class line as is made by the Sherwin-Williams Co., backed up by forceful advertising, it really should be an easy matter to eventually land an agent in every town and secure a big order.

An old and successful fisherman, when asked how it was he always caught a good string of fish, said: "When they won't bite, I make them by changing bait until I find one that lures them." This could be very well applied to business. When a salesman finds one product does not appeal to his prospect, he should keep changing until he gets an opening; when this opening presents itself, if he is a real salesman, he will take advantage of it by securing the order. He will also go through the entire line and make his arguments so strong that he will be remembered when he calls again, have a larger order awaiting him, and eventually secure the dealer's entire business.

Secure the confidence of your buyer first, then get him out of objections and the order will come.

Making a Grand Finale.

FROM MR. GABLE'S BULLETIN OF AUGUST 19TH.



IT IS the idea of every company to make a grand finish. You were, when a small boy, surely impressed with the big display at the circus which closed the performance, for the chariot races were always the last. When you attended the theatre in after life, you found it still the desire of those in charge to make a grand finish. It is the idea of everyone, whether in the show business or otherwise, to make at the very end a wonderful display, in order that those who are looking on may depart greatly pleased.

There is but one way that we can please the Executive Department, and that is to have a profitable business. The best way for you to please your local office is to have a satisfactory business, and the customer, by selling him something which will more than please the consumer. When the goods become so popular on your territory that one cannot go from town to town without seeing the famous S-W. Products, you will become so pleased that the art of selling paint will be a joy rather than a problem, and this will make business easy for you to secure.

We are constantly planting the agents more thickly than ever before, and we do not want people to say that they are surprised because there is no S-W. representative in the town, or that the agent does not have the right kind of display. It is our desire to make, during the last two weeks of August, sales which will be as large as for the entire month one year ago. We want every order to loom so large that it will be a grand display when set on the shelves of the agent. We want every representative to feel so good over the prospect that the coming year will be an exceptionally bright one, and when you are finally gathered together to attend the Convention, we want to present so grand a display that we can really and truly call it a *Grand Finish*.

Did You Read the S. W. P. Supplement?



THE S. W. P. Supplement, which was mailed from Cleveland on Monday, August 16th, contained full information regarding our plans for the Fall Campaign. Every representative will be able to secure a full description of the fall window trim, our plans for personal letters, electrotypes, magazine advertising, Decorative Department work, etc., by reading this newspaper. With the Supplement we sent out an eight-page number of the S. W. P., devoted entirely to the Decorative Department. Together these two features form what should prove splendid advertising for us this fall. The co-operation of our representatives will help greatly in bringing this about. If you haven't read your paper, read it now. It's full of advance information.



Central District Central Division's Ideal Outing.

The 29th annual outing of the employees of our Central Division took place on Thursday, July 22d. The Weather Man was kind and left as his offering to the gleeful picnickers a day devoid of moisture, but not entirely lacking in lowering clouds. Two trains and the steamer Eastland transported the crowds some sixty miles to Cedar Point, on Lake Erie. By the time they arrived at the grounds every one felt like appeasing his appetite. Baskets were unpacked, tables spread, and all pitched in. Men, women and children ate with a proverbial craving born of a half day's travel.

The Outing Committee this year thought it would be best to arrange for fewer games, thus leaving the people to spend their time as they chose. This scheme proved a good one and served to add enthusiasm to the events on the program. The Thread and Needle race was won by Mr. Belmont and Miss Wagner, causing a roar of laughter throughout. The Pipe race had an unusually large number of entries, but Mr. Stinchcomb got up his "Irish" and won out. The Childrens' Blind Grab, though arranged primarily for the little ones, proved a source of continued merriment to the onlookers. Wide grins and fondly cherished prizes characterized this grab.

The judges were Mr. S. P. Fenn, Mr. G. A. Martin and Mr. F. E. Davis. Messrs. Cottingham, Joyce and Beardsee were unable to attend the outing.

As Cedar Point offered no baseball facilities in the way of a diamond the two games were played in the water. While the men from the office were trying conclusions with the men from "across the bridge" all available balls were broken and the game had to be called, the score standing 2 to 2

at the time. The Office Juniors and the Factory Juniors fought it out longer, and when the smoke had cleared away and the game had been declared off on account of "wet grounds," the office youngsters were ahead something like 26 to 9.

That ended the games and participants and spectators were left to follow their own dictates in amusement matters. Some chose the water and the gambols on the beach. Some "tripped the light fantastic" in the Dancing Pavilion, while still others wandered aimlessly yet gaily about the grounds. In striking evidence everywhere was Mr. R. W. Levenhagen, Manager of Central District. He seemed to enjoy everything and was noticeable in various "Fresh Air" conferences on the beach or along the walks.

Six o'clock saw the last stragglers take the last train toward the Forest City after the cry of "Onward, Cleveland, Onward," had been passed along. Some took the Eastland earlier in the afternoon, preferring the lake trip and entirely willing to sacrifice an hour and a half of additional pleasure. The next day found the lightheartedness of the day before still in the air, and "between the halves" one might hear occasional references to the delightful outing or some similar comment from someone whose zeal had not abated. It was a glorious trip and the employees could not help but take added strength and zest from its many variations.



Enjoying the Water Just Before the Water-Ball Game.

Atlantic Coast District

Newark Sales Division.

All our loyal representatives are away from their territories and are enjoying a well-earned rest. May they all return refreshed and ready to "beat out" during the coming year all previous years' records on their respective territories.

We wish to assure each and every one of our men of our appreciation of the work that they have done during the past year. Conditions in some of the territories were very hard to overcome, and the splendid records made on the individual territories speak volumes for the loyalty, enthusiasm and good salesmanship of our men in the field.

The outlook for the coming year is brighter than ever, and with the same loyalty and the same enthusiasm shown during the past twelve months, there is no reason why we should not uphold the splendid reputation of "The Grand Old Atlantic Coast District." Here's to a record year!

New England Sales Division.

We take pleasure in announcing the appointment of Mr. F. J. Grechan as Manager of the Promoting Department, which we feel is a valuable addition to the New England Division.

Mr. Grechan has been in the employ of the Company for the past three years, starting as billing clerk, and during the last two years filled positions as entry clerk, advertising stock clerk, record clerk and order clerk. His work in these positions was so successful that it was decided to give him full charge of the Promoting Department and once more establish a good, live Promoting Department in the New England Division.

Mr. F. J. Grechan.

We feel sure that with his past record and the co-operation of the Chief Clerk and Manager he will make a success of his new position.

The Outing.

The New England Sales Division held its annual outing at Nahant on the first day of July. The affair was a success from the start, we having enjoyed a delightful sail down the harbor before arriving at our destination. We then enjoyed a fish dinner, which, by the looks of the numerous waitresses running in and out from the kitchen, we judge was thoroughly relished by the entire gathering.

Immediately after dinner we indulged in our regular baseball game

between the Warehouse and Office forces. It was a "whitewash" from the start, the Office being victorious in the first inning, the score standing 5 to 2. Mr. Dyer, our enthusiastic stockkeeper, was there with the cheering for a while, but when the score kept piling up he even went so far as to attempt to quit in the fifth inning. Both Mr. Porter and Mr. DeWolfe were on the cheering line, Mr. Porter keeping score and Mr. DeWolfe keeping order. The teams were captained by Mr. F. J. Grehan, of the Office, and Mr. C. W. Dyer, of the Warehouse. The battery for the Office comprised Mr. E. E. Buausejour and Mr. F. J. Grehan, from the Promoting Department, and their work demonstrated to the crowd that they could throw out more than the regular "hot air." The battery for the Warehouse appeared crippled at almost all times, and they shifted pitchers four times. The score wound up with a nice, neat figure of 16 to 5.

We then adjourned to the hotel, where a little dancing and an occasional song were indulged in before taking the returning boat. The day was a delightful one, and the temperature made one feel like enthusiastically indulging in all the sports.



Pacific District

San Francisco Sales Division.

We were favored this month with a visit from Mr. Samuel Wharton, President of the Wharton-Yarborough Paint and Glass Co., our good agents at Nashville, Tenn. Mr. Wharton was greatly impressed with San Francisco and commented very highly upon the manner in which our city has risen in three years from ashes.

Our representatives have all returned to their territories following a beneficial and pleasant vacation. The rest has put them in good condition to tackle the hard work ahead, and we expect to make a strong finish September 1st.

Flat-tone is rapidly gaining favor among the Master Painters of the Pacific Coast, and our latest recruit is Wm Bernstein, who is using our wall finish on the new David Hughes building, San Francisco, a fourteen-story office structure.

As an example of persistence on the part of our Promoting Department, we are pleased to report a sale to The Northern California Hospital Association, of Eureka, Cal., including nearly 100 gallons of S. W. P. and several hundred pounds of Flat-tone. This business has been solicited by the Promoting Department for over a year, and is a substantial reward for their efforts.

It is with much regret that we announce the recent illness of Miss Anna Seaberg, who was stricken with typhoid fever the latter part of May. Miss Seaberg has been connected with the Promoting Department

of San Francisco for several years, and is a conscientious and untiring worker. She has our wishes for a speedy recovery.

On July 31st we had the pleasure of entertaining Mr. Henry Hamilton, of Dallas, Texas, who handled the Sherwin-Williams line for over thirty years in that city. We found him an enthusiastic admirer of our products, and took genuine pleasure in showing him every courtesy possible.

The Sherwin-Williams line will play an important part in the finishing of the Sacramento Hotel, Sacramento, Cal. Architects Sellon and Hennings specified Enamcoide and Handcraft Stain, and we have already shipped large quantities of both for immediate use.

Western District

Chicago Sales Division.

[Note.—The group shown on the cover was taken at Cedar Lake during the Chicago outing.—Editor.]



The delightful weather enjoyed at our Annual Picnic, held at Cedar Lake, Indiana, July 23d, assisted in making it a great success. The special train was well filled and immediately upon disembarking its happy load the amusements commenced.

A very exciting baseball game arranged between the Office and Factory proved the principal attraction, resulting in a victory for the Office team. The score was 8 to 2. Mr. Craig, who was announcer, rooted for the Office team, encouraging them greatly.

An excellent orchestra provided music for the dancing. After some very keen competition, Miss Hildegarde Hedin and Mr. Robert Booth were awarded the prizes in the Priz: Walz.

The Dry Color Department conquered the Paint Department in the Tug of War, and the following are the winners of the races:

1. Thread the Needle—Elmer Smith
Doris Motherwell
2. Foot Race—Girls under
Lucille Freis
- 12 years—Hazel Hohmann
3. Sack Race—Boys under
Anthony O'Connor
- 12 years—Chas. Mearik
4. 100-Yard Dash—for men—Elmer Smith
5. 50-Yard Dash—for ladies—Ethel Dugan
6. Pipe Race—Elmer Smith
7. Running Broad Jump—Elmer Smith
8. Mixed Three-Legged
Race—Vernon Chitty
Ethel Dugan

Everybody agreed on having had a most pleasant time and the return was made at 7:30 p. m.

On Friday, July 30th, the ninth annual outing of the employees of the Montreal Sales Division was held at Isle Gros Bois. Five hundred and fifty employees and their friends took the steamer Boucherville at 8 o'clock in the morning, and, with the aid of the weather man, enjoyed themselves until 8 in the evening. One feature of the outing this year that made the games hotly contested was the awarding of numerous useful and costly prizes. The following summary includes the events and the winner of first place in each. Space forbids our mentioning all the contestants and prizes:

J. F. Ellard. Time 12 1-5 seconds.
Thermos Bottle.
F. Possnett. Perfume Bottle.
J. F. Ellard. Pipe.
Miss Renaud. Belt Pin.
J. Daze. Scarf Pin.

50-Yard Dash (Ladies)—
Broad Jump—
50-Yard Dash (Girls under
Sorting Boots—



Group at Montreal Outing.

50-Yard Dash (Boys under 12)—
Potato Race (Lady and Gentle-
man)—
Throwing 16-lb. Weight—
Boys' Sack Race—
Cock Fight—
Tug of War—
Baseball—

The closing feature of the day was a prize walk. In this event Mr. P. J. O'Brien won a pocketbook, while his partner, Miss J. Howard, won a beautiful handbag.

SALES DEPARTMENT NOTES.

Competition Report to August 1st, 1909.

Leaders in New S. W. P. Agents.

Kansas City Division,		
R. H. Wofford.....	60	
E. J. Chase.....	40	
W. P. Clark.....	38	
Winnipeg Division,		
W. J. Miller.....	37	
K. W. Pearson.....	28	
W. R. Poteruff.....	12	
Central Pacific Division,		
R. L. Rogers.....	26	
W. E. Garner.....	7	
St. Louis Division,		
J. A. Seeger.....	24	
J. P. Reels.....	20	
K. W. Jay.....	16	
Montreal Division,		
R. Archibald.....	23 each	
G. E. Honner.....	22	
D. Crevier.....	14	
J. F. Ryan.....	14	
Northwestern Division,		
T. M. Bude.....	19	
V. P. Bennett.....	17	
C. F. Bennett.....	14 each	
F. A. Randall.....	14 each	
Chicago Division,		
M. M. Miller.....	19	
P. L. Munroe.....	15	
G. J. Manasse.....	12	
Texas Division,		
J. L. Twaddell.....	18	
C. L. Cannon.....	17 each	
D. L. Rice.....	17	
C. M. Rice.....	14	
Cleveland Division,		
W. N. Chisholmen.....	13	
I. M. Benedict.....	10	
Portland Division,		
L. R. McDade.....	13	
A. C. Carder.....	7 each	
W. H. Luley.....	7	
C. P. Christiansen.....	6	
New England Division,		
H. W. Parnam.....	16	
A. T. Herry.....	14	
E. T. Porter.....	11	
Central Atlantic Division,		
G. E. Minchree.....	16	
G. E. Elliott.....	16	
C. M. Jordan.....	6	
Omaha Division,		
F. A. Brown.....	16	
F. E. Byron.....	14	
E. K. Cannon.....	12	
Newark Division,		
G. S. Sperrigan.....	12 each	
R. S. Mack.....	9	
R. S. Mack.....	9	
A. D. Collins.....	7	
Los Angeles Division,		
S. G. Harlow.....	11	
G. E. Wise.....	7 each	
J. O. Knighten.....	7 each	
G. W. Burdell.....	2	
Savannah Division,		
H. T. Hinrich.....	10 each	
L. D. Wilson.....	10 each	
F. D. Spencer.....	9	
A. D. Kiser.....	7	
Cincinnati Division,		
W. D. Reynolds.....	9	
W. D. Reynolds.....	9	
I. V. Barr.....	6	

Leaders in New Dealers and New Other Accounts.

Kansas City Division,

E. H. Nolte.....	202
R. B. Wofford.....	99
H. B. Sevier.....	82

Newark Division,

F. L. Foy.....	148
R. S. Maddock.....	103
W. S. Crook.....	93

Cleveland Division,

I. M. Benedict.....	137
F. A. Levenhagen.....	98
W. N. Cline.....	85

Northwestern Division,

C. F. Bennett.....	118
T. M. Brude.....	68
V. P. Bennett.....	66

Central Atlantic Division,

J. P. Minetree.....	112
A. Larkins.....	75
F. E. Drew.....	71

Savannah Division,

F. D. Spencer.....	86
A. D. Kiser.....	92
H. T. Hinsh.....	78

Portland Division,

J. B. K.....	77
C. E. ..	
L. B. ..	

Cincinnati Division,

S. H. Robinson.....	85
B. L. Reynolds.....	80
J. L. Pendery.....	77

Omaha Division,

R. I. Lott.....	84
C. M. Atwood.....	71
F. A. Brown.....	52

Chicago Division,

P. L. Munger.....	83
J. W. Ward.....	80
M. M. Miller.....	73

New England Division,

W. I. Kelley.....	81
H. W. Putnam.....	65
A. L. Berry.....	57

Texas Division,

E. S. Donnelly.....	67
K. Miller.....	65
D. L. Price.....	57

Los Angeles Division,

J. O. Knighten.....	81
G. E. Wise.....	40 each
G. W. Rurrill.....	
S. G. Harless.....	72

St. Louis Division,

I. A. Steger.....	56
H. P. Reeds.....	
G. E. L. Dyson.....	48 each
R. W. Jay.....	
R. H. Sheppard.....	47

Central Pacific Division,

B. L. Rogers.....	50
S. W. Smith.....	39
H. W. Gerber.....	32

Winnipeg Division,

H. H. Eager.....	36
W. J. Miller.....	25
W. K. Parsons.....	20

Montreal Division,

D. Crovier.....	26 each
R. Vincent.....	
J. E. Auger.....	24
J. W. Benson.....	22



Group Taken at St. Louis Outing.