

BUYING ACCOUNT IMPRINT—BE EXACT.....

HIGH STANDARD COLOR CARD USED—NO.....

D. C. W. COLOR CARD USED—NO.....

COOPERATIVE NEWSPAPER AGREEMENT

Dealer's Share	Lowe Bros. Share	Total	Dealer's Share	Lowe Bros. Share	Total	Dealer's Share	Lowe Bros. Share	Total
1926.....			1931.....			1936.....		
1927.....			1932.....			1937.....		
1928.....			1933.....			1938.....		
1929.....			1934.....			1939.....		
1930.....			1935.....			1940.....		

COMPETITOR'S REPORT: Fill in form below when selling Buying Account and revise when taking Spring Stock Order. Write opposite our corresponding products competitive lines carried. Also check Lowe Brothers Products carried.

ADVERTISING REPORT: Place a check mark in advertising column of each product if dealer is displaying our headboards and paddles.

	Adv.		Adv.
High Standard Liquid Paint.....		Galvanized Iron Primer.....	
Flat Black.....		Rich-Tone Shingle Stain.....	
Mellotone.....		Concrete and Cement Coating.....	
Mellotone Glazing Liquid.....		D. C. W. Paint.....	
Sealcote.....		Aluminum Paint.....	
Porch and Deck Paint.....		Blackboard Slating.....	
Truck and Tractor Paint.....		Blak-En-Al.....	
Screen Enamel.....		Leads and Zincs.....	
Iron Enamel.....		Flat Brick Colors.....	
Neptunite Varnish Stain.....		Gold Paint.....	
Neptunite Graining Compound.....		Par-O-Keet Lacquer.....	
Neptunite Graining Tool.....		Neptunite Varnishes.....	
Penetrating Mahogany Stain.....		Neptoseal.....	
Crack Filler.....		Little Blue Flag Japan Driers.....	
Non-Fading Oil Stain.....		Little Blue Flag Varnishes.....	
Mahogany Glaze Color.....		Little Blue Flag Automobile and Carriage Varnishes.....	
Linduro Enamel.....		1 Plus 1.....	
Extra White Enamel.....		D. C. W. Grainers' Ground Color.....	
Interior Enamel.....		Paste Wood Filler.....	
Bath Tub Enamel.....		Paint and Varnish Remover.....	
Enamel Undercoating.....		Automobile Polish.....	
Floor Enamel.....		Furniture Polish.....	
Auto Enamel.....		Yacht White.....	
Auto Top Finish.....		Brilliant Bronzing Liquid.....	
Auto Lead Primer.....		Oil and Graining Colors.....	
Old Crow Enamel.....		Japan Colors.....	
Mello-Gloss.....		Distemper Colors.....	
Mello-Gloss Reducer.....		D. C. W. Paste Colors.....	
Standard Barn Paint.....		Sundries.....	
Dayton Ready-Made Colors (D. R. M.).....		Agency Flange Sign.....	
Kalsomine and Wall Size.....		Window Transparencies.....	
Fire Proof White.....		Paint Prospect Book.....	
Standard Metallic Paint.....		Number of Display Windows.....	
Derby Red Barn Paint.....		Will he use Window Displays.....	

SALESMAN'S TERRITORY RECORD

Buying Account or Prospective Agency Form

Territory.....		State.....		Town.....	
County.....		Hotel.....		Population.....	
Date Buying Account First Sold.....			Date Promotion First Requested on P. A.....		
Name Buying Account.....			Street Address.....		
Name Prospective Agent.....			Street Address.....		
Proposition.....		Business.....		Rated.....	
Freight F. O. B.....		Shipping Instructions.....			
Buyer's Name.....				His Habits, Hobbies or Peculiarities.....	

If Buying Account or Prospective Agent Listed Above is in a Distributor's Territory Give Distributor's Name

Name.....	City.....	State.....
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TOTAL PURCHASES

1926.....	1929.....	1932.....	1935.....	1938.....	1941.....	1944.....
1927.....	1930.....	1933.....	1936.....	1939.....	1942.....	1945.....
1928.....	1931.....	1934.....	1937.....	1940.....	1943.....	1946.....

Last Varnish Contract Number..... Date Made.....
(Varnish Contracts cannot be made in Distributor's Territory)

Names of Clerks

Names of Members of Firm

RECORD OF SALESMANS CALLS ON BUYING ACCOUNT OR PROSPECT AGENT DURING FISCAL YEAR

Insert date of each call. To indicate date of return calls use check mark under proper month. Mark X after date when spring stock order taken.

[illegible]**Painter's Name**

Address

Date Last Call

What Tested

LAST TRUNK DISPLAY MADE FOR BUYING ACCOUNT OR PROSPECTIVE AGENT AND CLERKS—DATE TESTING

Competitor's Product

Lowe Brothers Product

Date _____

IS THIS ACCOUNT THE MOST DESIRABLE FOR OUR AGENCY?

Other Desirable Accounts—Name

Line House Paint Carried

Last Call

SALESMANS TERRITORY RECORD

AGENCY FOR

Territory _____ State _____ Town _____
 County _____ Hotel _____ Population _____
 Date Agency First Established _____
 Name of Agent _____
 Rated _____ Street Address _____
 Proposition _____ Business _____
 Freight F. O. B. _____ Shipping Instructions _____
 Buyers Name _____ His Habits, Hobbies or Peculiarities _____

If Agent Listed Above is in a Distributor's Territory Give Distributors Name.

Name _____ City _____ State _____

TOTAL PURCHASES

1914	1917	1920	1923	1926	1929	1932
1915	1918	1921	1924	1927	1930	1933
1916	1919	1922	1925	1928	1931	1934

Last Varnish Contract Number _____ Date Made _____
 (Varnish Contracts cannot be made in Distributor's Territory)

Names of Clerks

Names of Members of Firm

RECORD SALESMANS CALLS ON AGENT DURING FISCAL YEAR

Insert date of each call. To indicate date of return calls use check mark under proper month. Mark X after date when spring stock order taken.

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Total Calls
1921													
1922													
1923													
1924													
1925													
1926													
1927													
1928													
1929													
1930													
1931													
1932													
1933													
1934													

Painters Name	Address	Date Last Call	What Tested

LAST TRUNK DISPLAY MADE FOR AGENT AND CLERKS—DATE _____

TESTING

Competitors Product

Lowe Brothers Product

Date

IS THIS ACCOUNT THE MOST DESIRABLE FOR OUR AGENCY? _____

Other Desirable Accounts—Name

Line House Paint Carried

Last Call

ADVERTISING RECORD

AGENTS IMPRINT—BE EXACT _____

HIGH STANDARD COLOR CARD USED—NO. _____ D. C. W. COLOR CARD USED—NO. _____

COOPERATIVE NEWSPAPER AGREEMENT

Dealers Share	Lowe Bros. Share	Total	Dealers Share	Lowe Bros. Share	Total	Dealers Share	Lowe Bros. Share	Total
1914			1921			1928		
1915			1922			1929		
1916			1923			1930		
1917			1924			1931		
1918			1925			1932		
1919			1926			1933		
1920			1927			1934		

COMPETITORS' REPORT: Fill in form below when selling New Agency and revise when taking Spring Stock Order. Write opposite our corresponding product competitive lines carried. Also check Lowe Brothers Products carried.

ADVERTISING REPORT: Place a check mark in advertising column of each product if dealer is displaying our headboards and paddles.

If you order Headboards and Paddles enter date ordered after product.

	Adv.		Adv.
High Standard Liquid Paint		Elastic Cement Floor Finish	
Mellotone		Concrete and Cement Coating	
Mellotone Glazing Liquid		Deck Paint	
Sealcote		D. C. W. Paint	
Porch Floor Paint		Aluminum Paint	
Truck and Tractor Paint		Blackboard Slating	
Screen Enamel		Sheep Marking Liquid	
Stove Pipe Enamel		Blak-En-Al	
Vernicol Varnish Stain		Leads and Zincs	
Vernicol Graining Compound		Flat Brick Colors	
Vernicol Graining Tool		Cycle Enamel	
Crack Filler		Gold Paint	
Non-Fading Oil Stain		Paste Wood Filler	
Mahogany Glaze Color		Transparent Varnish Primer (T. V. P.)	
Linduro Enamel		Paint and Varnish Remover	
Vernicol Enamel White		Automobile Polish	
Extra White Enamel		Furniture Polish	
Interior Enamel		Yacht White	
Bath Tub Enamel		Brilliant Bronzing Liquid	
Enamel Undercoating		Oil and Graining Colors	
Hard Drying Floor Paint		Japan Colors	
Automobile Varnish Colors		Distemper Colors	
Auto Top Finish		D. C. W. Paste	
Old Crow Enamel		D. C. W. Grainers' Ground Color	
Auto Lead Primer		Sundries	
Mello-Gloss		Not Manufactured	
Mello-Gloss Reducer		Neptunite Varnishes	
Standard Barn Paint		Architectural Varnishes	
Dayton Ready-Made Colors (D. R. M.)		Automobile and Carriage Varnishes	
Kalsomine and Wall Size		General Service Varnishes	
Fire Proof White		Agency Flange Sign	
Standard Metallic Paint		Field Signs	
Derby Red Barn Paint		Window Transparencies	
Graphite Paint		Paint Prospect Book	
Galvanized Iron Primer		No. of Display Windows	
Rich-Tone Shingle Stain		Will he use Window Displays	

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SALESMANS TERRITORY RECORD

Product	1921	1922	1923	1924	1925	1926	1927	1928	1929	1930	1931
High Standard.....											
Mellotone.....											
Mello. Glaz. Liq.....											
Sealcote.....											
Porch Floor.....											
Truck & Tractor.....											
Screen Enamel.....											
Stove Pipe En.....											
Vernicol Stain.....											
Vern. Grn. Com.....											
Grain Tool.....											
Crack Filler.....											
Oil Stain.....											
Mahog. Glaze.....											
Linduro En.....											
Vern. En. White.....											
Extra White En.....											
Interior En.....											
Bath Tub En.....											
En. Undercoat.....											
H. D. Floor.....											
Auto Varn. Col.....											
Auto Top Fin.....											
Auto Lead Pri.....											
Old Crow En.....											
Mello-Gloss.....											
Mello-Gloss Rder.....											
Std. Barn Paint.....											
D. R. M.....											
Kals. & Wall Size.....											
Fire Prf. White.....											
Stand. Met.....											
Derby Red.....											
Graph. Paint.....											
Galv. Iron Prim.....											
Shingle Stain.....											
Elastic Cement.....											
C. & C. Coat.....											
Deck Paint.....											

SALESMANS TERRITORY RECORD

Product	1921	1922	1923	1924	1925	1926	1927	1928	1929	1930	1931
D. C. W. Liq.....											
Alum. Paint.....											
Blk. Brd. Slat.....											
Sheep Mrk. Liq.....											
Blak-En-Al.....											
Leads & Zincs.....											
Flat Brick Cols.....											
Cycle En.....											
Gold Paint.....											
Paste Wood Fil.....											
Pt. & Var. Rem.....											
Auto Polish.....											
Furni. Polish.....											
Yacht White.....											
Bril. Bronz. Liq.....											
Oil & Gr. Cols.....											
Japan Colors.....											
Diet. Colors.....											
D. C. W. Paste.....											
D. C. W. Gr. Gd.....											
Not Mfg.....											
Sundries.....											
Nep. Var.....											
L. B. F. Arch. Var.....											
Auto & Car. Var.....											
Gen. Ser. Var.....											
T. V. P.....											
Total Var.....											
Total Pt. & Var.....											