

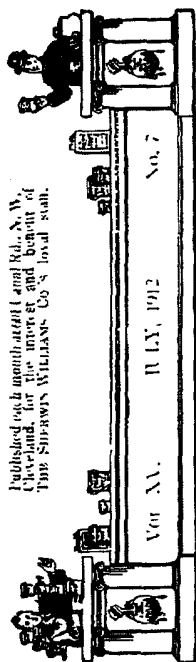
IF—

By Rudyard Kipling

If you can keep your head when all about you
Are losing theirs and blaming it on you;
If you can trust yourself when all men doubt you,
But make allowance for their doubting too;
If you can wait and not be tired by waiting,
Or being hated, don't give way to hating,
And yet don't look too good, nor talk too wise;
If you can dream—and not make dreams your master;
If you can think—and not make thoughts your aim;
If you can meet with Triumph and Disaster
And treat those two impostors just the same;
If you can bear to hear the truth you've spoken
Twisted by knaves to make a trap for fools,
Or watch the things you gave your life to, broken,
And stoop and build 'em up with worn-out tools;
If you can make one heap of all your winnings
And risk it on one turn of pitch-and-toss,
And lose, and start again at your beginnings
And never breathe a word about your loss;
If you can force your heart and nerve and sinew
To serve your turn long after they are gone,
And so hold on when there is nothing in you
Except the Will which says to them: "Hold on!"
If you can talk with crowds and keep your virtue,
Or walk with Kings—nor lose the common touch;
If neither foes nor loving friends can hurt you,
If all men count with you, but none too much;
If you can fill the unforfeiting minute
With sixty seconds' worth of distance run,
Yours is the Earth and everything that's in it,
And—which is more—you'll be a Man, my son!

The Chameleon

The Chameleon



Published each month at 11 and 12 N. W. Cleveland, for the interest and benefit of THE STEWART WILLIAMS CO.'S loyal staff.

Strengthening Your Position

By S. H. Stewart, Manager Chicago Sales Division



NOW is the time to commence to strengthen your position, if you expect to show a gain in sales next year. Plan ahead. All salesmen should have an ambition to show a gain in sales each year. Figure on a certain amount of increases from towns in which we are now represented, as well as from new business to be secured. A careful study of each account must be made frequently. You must know whether each particular dealer is showing added interest in his business, and as a result working all lines hard and securing his share of the business.

If you haven't the best paint accounts in many towns, and the agents in these towns seem to be lukewarm and are not pushing paint, you should start at once to change the agencies.

Just as an illustration of what can be done along this line, when a salesman becomes determined, I cite a new agency landed this Spring by one of our representatives. On his Fall trip, he did not see that his old agent in a certain town was slipping away from him, and when he called this Spring for his stock-order, he found our line had been displaced by another. This aroused his fighting blood. He went right down to see the best paint account in the town, and before he left, he had an order in his pocket for more goods than our old agent had bought all of last year, and the mail-orders so far received from this new agency indicate that the year's business will be three times as much as we ever secured from this town before.

Call on the best paint dealer in all towns where you have a poor agent. Tell him frankly that our agency is open, that you intend to change our account next year. Make your talk convincing, and don't fail to go through our proposition with him. You must get him thinking. Once you do, the preliminary work will be done. I also suggest that you impress upon your prospect the importance of commencing now to work his present stock of paint down. Many times a dealer will tell you he would be glad to put in your line if he did not have such a large stock of some other paint on hand. If you thoroughly interest

him now in our proposition you practically land him for next year. At your suggestion he will commence to work his stock down, and it will then be much easier for you to close with him when you call in the Winter.



Photographic Competition

ACATIONS are of intense interest to us whether they happen to be our own or those of someone else. We like to hear the other fellow tell about his experiences, and we like to see pictures of the various scenes and attractive views he photographed for the purpose of preserving pleasant recollections. On the other hand, we have an overwhelming desire to tell him of the things we did, of the scenes we saw and of the exciting incidents we witnessed and show him photographs of the natural beauty spots we visited.

To facilitate the interchange of experiences we intend to carry on a photographic contest. The object of the contest being purely to further and enlarge our opportunities to tell the other fellow, pictorially, of the strange far away places we have visited, of the big fish we caught, and nearly or would have caught, and the other grand things we did or saw while shaping into being two or more important weeks of our respective autobiographies.

The reward to be won from this contest is to be one of honor only, and there will be no judges to gauge our merits. Our prize lies

in the telling of the story and the credence of the listeners, and what judge could hope to measure the real merit of our contributions.

The absence of a material gift we are sure will not deter any of us from taking part. We place no restriction—wait there is one; we absolutely insist that no one shall write to us of a tremendous fish caught single-handed, without producing pictures. Now everybody take a hand and make it a point to have an excellent vacation and then send in to the Editor of *The Chameleon*, photographs of the most interesting things you saw or did.

Prize-Winners for Best Suggestions, 1912



GOOD suggestions are valuable things. Some of us don't realize just how valuable they are, or we would make more of them or give those we do make much more thought. The first prize of twenty-five dollars and the second prize of fifteen dollars are inducements of secondary importance, except on unmentionable occasions. Its in the extra or special expenditure of thought on matters that are of vital importance in our work where we find our real recompense.

Imagine the splendid ideas that one would be rewarded with if he pondered carefully enough over each one of the questions asked on the suggestion blank and racked his brain for improvements.

Consider, too, what careful attention is given at headquarters to each recommendation made. Every blank is studied industriously and good suggestions taken with avidity. Next year don't wait until the blank comes around, but whenever a thought with possibilities comes to you, put it away for further consideration when the time for suggestions arrives.

Central District	-	-	-	-	1st
Western District	-	-	-	-	1st
Mississippi Valley	-	-	-	-	1st
Southwestern	-	-	-	-	1st
Texas	-	-	-	-	1st
Atlantic	-	-	-	-	1st
Pacific	-	-	-	-	1st

THE following is an incident that took place in the store of Keith-Simmons Co., Nashville, Tenn., related by Mr. W. P. Hambaugh of Central District:

Hardware Clerk—Mr. Wilson, where is my tape measure and my wire-cutters?

Mr. Wilson (Assistant to Manager of Paint and Varnish Department)—I don't know, I have no need for them, I measure my paint with gallon measure and cut it with turpentine.

A Good Word from Texas

WE WANT to tell you of the splendid things some of our representatives have recently accomplished with the help of our Decorative Department. Within the past two weeks, two of our men have each landed an agency by a demonstration of what the Decorative Department help means to the agent, when all other efforts seemed to fail. To those of you who have B.P.A.'s on your list whom you have tried and tried again to land, we suggest that you make one more heroic effort, calling the Decorative Department to your aid.

In the particular instances we have in mind the B.P.A.'s finally agreed that they would accept our agency if it could be demonstrated to them that the Decorative Department could land profitable business on S-W products from their customers. In each case, the representatives went right out to the owners of buildings in course of erection and landed all that could be landed in the way of Paints and Varnishes, and then had the satisfaction of hearing the prospects acknowledge that the sales amounted to twice as much as they could have hoped to make.—*W. R. Ashbrook, Manager Texas District.*



An Early Spring Adventure

By H. E. Heller, Representative Kansas City Division

THAT the good old Spring-time must have its usual portion of floods, I know. I have been aware of this prerogative of Mother Nature in a general sort of way for quite a long time, but it was not until recently that I fully appreciated what some of her bursts of enthusiasm really meant to those unfortunate human beings who happened to cross the spot where the manifestation took place.



The experience from which I acquired the full appreciation I speak of, was met with on the turbulent bosom of the North Canadian River. I had been out on a week's drive and was returning to Mooreland, on a course that would take me across this stream. It was only a stream when I passed it on my way out, but it had assumed the true proportions of a real river when I saw it again. Of course we—the driver and I—made our attempt to cross at a ford, and were going fine about two-thirds of the way, when suddenly the horses went clear out of sight. In less time than it takes to tell it, we started on the same route. The buggy floated, however, and we escaped without giving a demonstration of the great aquatic sport, though we didn't escape getting wet up to the waist. My ammunition was badly damaged, and after the rescue, I had to send it back to headquarters to have it replenished. Even my price-list suffered.

Naturally I called upon my guide for an explanation of this sad affair, but found no opportunity for revenge. He stoutly claimed that quicksand was the cause of our mishap. He swore that he had crossed and recrossed this river many times, but had never before met with the

experience which was ours that day. Right on the spot, I bet him that he would never meet with a similar one while in my company.

Upon reaching the hotel, I found that everything on me from the waist down was frozen. I drank a good hot lemonade and stocked up on other cures and preventatives, and by dint of much care, escaped all results more serious than a dandy cold.



Annual Meeting of the Get-together Club

THE Get-together Club at Cleveland brought its activities to a close for the Summer term with a special meeting on June 21st. The usual good attendance was improved upon for this was the annual meeting and was scheduled to be one of exceptional merit. Expectations were fully met and when the members left for home they carried away a more generous charge of enthusiasm and ambition than they possessed before. Piano and vocal solos with a monologue brightened the program, and our organization songs gave the proper touch for the full appreciation of Mr. Cottingham's inspiring talk on the subject of our young men, and their cultivation and advancement. We would like to reproduce this talk word for word if space permitted.

As a spur for the laggard ambition and for the inspiration of new hopes, ideals and renewed efforts, Mr. Cottingham advised the careful and thoughtful reading of histories and biographies; the histories to reflect the great accomplishments of the past, and the biographies to picture to us in a clear, understandable manner what other men have done, how they have gained success and therefore what we can do and how we can become successful.



In the following list are found biographies and histories in Mr. Cottingham's library which he has read with great interest and benefit and which he recommends:

- | | |
|---|-----------------------|
| Life of Wellington | By Charles Macfarlane |
| Life of Peel | By F. C. Montague |
| Life of Lord John Russell | By Stuart J. Reid |
| Thomas Brassey | By Sir A. Hely's |
| George Moore | By S. Smiles |
| Planché's Lives | |
| Cecil Rhodes | By Howard Hensman |
| Life of Lincoln | By Tarbell |
| Life of Lord Lawrence (Governor of India) | By R. Bosworth Smith |
| Life of Sir Henry Haylock | By J. C. Marshman |
| Life of Lord Beaconsfield | By T. E. Kebbel |
| Life of Richelieu | By Richard Lodge |
| Life of Louis Fourteenth (of France) | |
| Autobiography of Benjamin Franklin | |
| Memoirs of Napoleon Bonaparte | By Bourrienne |
| Life of Gladstone | By John Morley |
| William Pitt, Earl of Chatham | By Von Ruville |
| Oliver Cromwell | By Theodore Roosevelt |
| Life of Doctor Arnold | By Stanley |
| Life of Washington | By Leonard Henley |
| Corston | By Sir W. Buller |
| Pitt | By Lord Rosebery |
| Walpole | By John Morley |
| Lebeg Scott | By Lockhart |
- Interesting and instructive histories:
- Gilbons' History of Rome
 - Age of Louis Fourteenth
 - The English People
 - French Revolution
 - Illustrated History of English Literature
 - McCaulay's History of England

Mr. Cottingham went further and advised the banishment of discouragement, the careful planning and carrying out of our work, and the constant maintenance of enthusiasm and spirit.

As this was the final meeting of the year, it was necessary to elect a secretary and appoint an executive committee. Mr. F. E. Davis, who has so faithfully served the Club as secretary for the past eight years, declined the honor of a further term. Since he has been active in the progress of the Club it has grown both in membership and influence, and the Club considers itself very fortunate in retaining him as a member of the Advisory Committee together with Messrs. H. J. Hain and C. G. Bull, who constituted the program committee last year.

Mr. I. S. Reynolds was elected Secretary, and the following elected as Executive Committee: R. A. Bradley, A. W. Baetler, G. A. Morris, F. C. Kuhn, D. R. Jones and O. A. Hass.

On April 25th the Get-together and Foremen's Clubs were treated to a most interesting and instructive talk by Mr. H. A. Groesbeck, Manager of the Construction Department of The Corday & Gross Co., Printers and Engravers, of Cleveland. The subject was "Harmony" in its most comprehensive form.

Misguided Enthusiasm



Mr. J. P. Coleman and his Baby Girl would have to be in the affairs of women. Do not think that we were disappointed after our pleasant, though vain effort to carry the accomplishments of the Sales Manager of our Northwestern Division through another generation. We were not, for this little girl even at her present tender age, is a prize-winner, and has our best wishes for an overflowing bowl of happiness.

Promotions in the General Accounting Department

It is the policy of this Company to promote our own staff to more responsible positions as we have the opportunity. Of course the men to be promoted must have shown themselves entitled to consideration—by interest in their work and in the general welfare of the Company, by loyalty, steadiness and other desirable qualifications.

It is with pleasure, therefore, that we announce several changes in our organization. Mr. J. O. KASER advances to the position of Factory Accountant, to succeed Mr. McEwen, resigned.

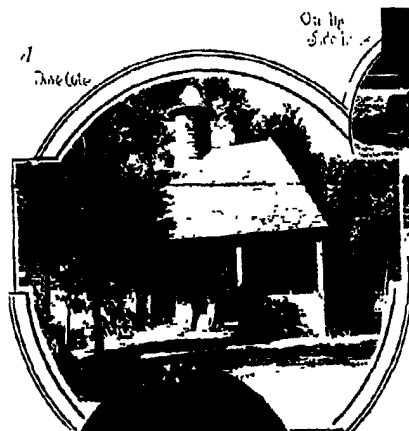
Mr. J. I. WATKINS succeeds Mr. Kaser as Chief Clerk of the Factory Bookkeeping Department and Mr. A. E. PERKES follows Mr. Watkins as the next in authority in that Department.

Mr. Kaser, who joined our staff in 1909, has earned his promotion by close attention to the work of the factory bookkeeping department and the good results obtained. He will specialize to a still greater extent in factory accounts, costs and other matters, and will supervise the work of the Factory Bookkeeping Department.

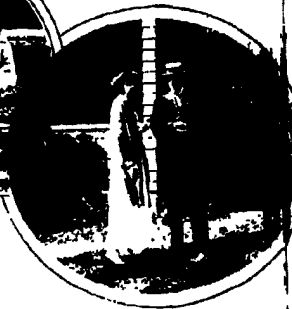
Messrs. Watkins and Perkes joined our staff in 1910, and we expect the present high standard in the work will be maintained.

Very truly yours,
H. J. DOUGLAS,
Auditor.

May 18, 1912



On the
Side



In attractive Refreshment Booth



How
take
the
Rose
of
Promise



The Managers' Spring Meeting

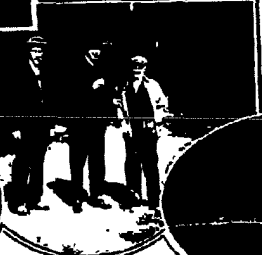
THE Managers began to gather in Cleveland for the annual Spring Meeting on Saturday the 1st of June. An additional activity throughout the office became evident immediately, and large portfolios containing copious notes were soon stacked about. Office boys ran hither and thither with important managerial messages. Preparations for the Monday morning meeting were finally brought to a close, however, and the proverbial calm before the storm set in.

At nine o'clock Monday morning the first session was brought to order by our President, Mr. W. H. Cottingham.

After the usual brief review of business conditions, during the past fiscal year, the meeting was turned over to the Advertising Department. All of Monday, Tuesday and Wednesday morning were devoted to the discussion of our advertising policies and features. Tuesday morning Messrs. Calkins of Calkins & Holden presented



Left of
the post



Bull and Baedon
next to A Stein



One of the Auxiliaries



Ired Hesse at bat



Messrs Penn
Wheeler and
playing q

their proposals for our advertising in the national magazines during the coming year.

Wednesday afternoon, Thursday and Friday morning were devoted to the Sales Department and the Factory. Our products were discussed and recommendations for improvements considered. New products were given particular attention and their advantages and talking points brought forth.

The week was a strenuous one throughout. The sessions lasting each day from 9 o'clock in the morning until 6 o'clock at night. There was nothing to break the grind of work but applause for some particularly good suggestion or the inevitable—no matter how serious the occasion—brief display of merriment over a particularly characteristic remark of some one present.

No matter how inspiring or enlivening such a meeting may be, it must be tempered with diversion.

It was planned therefore, that Friday afternoon would be devoted entirely to recreation.

At 1:30 o'clock automobiles carried all who were concerned with the meeting to Mr. Cottingham's home where sports and pastimes too numerous to mention had been prepared for their reception.

The winners of the games were as follows:

Tennis.....	A. J. Kulhanek
	A. E. Kydd
Quoits.....	E. M. Richardson
	A. W. Frank
Croquet.....	L. M. Ducommun
	F. B. Gable
Clack Golf.....	E. M. Richardson

There was also a game of baseball, and after the sporting events, the guests had tea on the veranda. At half-past five the automobiles conveyed the party to the Cleveland Athletic Club where an informal banquet was held. After the usual toasts to the absent Managers, our hostess for the afternoon, and the Manager of our Canadian business, some very original selections, composed by Mr. E. M. Williams, were sung by a very choice number of conspirators. In closing the banquet, Mr. Cottingham said that they had dispensed with the usual speech-making for the evening and announced a boxing contest between New Orleans Kid Mowat and Battling Frank. Also another between Farmer Boy Weber and Balldheaded Matill. The privileges of the Club were then extended to the guests.

THIS game of selling is very much like a ball game; you never know what the result will be until the last out in the ninth inning. Many a game is won in this session by the perseverance of the team which is behind and just as many are lost by the over-confidence of the team in the lead. Therefore don't let up for an instant, but be in the game all the time and there will be little doubt as to the result.—*W. R. Ashbrook, Manager Texas District.*



Factory Notes

Cleveland

A meeting of all the Factory Superintendents is being held at Cleveland at this writing, the chief purpose of which is to devise means for improving Factory efficiency, better stockkeeping methods; to obtain greater dispatch in filling orders and to give customers better service in general.

The Factory is still running at practically full capacity and a splendid output for the past few weeks is the result. Overtime in several of the departments has been necessary in order to keep up.

We now have four clerks in our Order Department in addition to Mr. Cook, and the results in the way of improved service and decreased costs have amply justified the outlay. Present indications are that we will extend the system still further next season.

The new E Department is rapidly nearing completion. This addition to our facilities will help greatly in the service that we are trying to give our Automobile and Carriage trade.

Chicago

The demand for Liquid paint in the past few weeks has been so heavy that it has been found necessary to operate a reserve battery of eight mills to take care of the business which is coming in. One of the best orders received is one for 12,000 gallons of Freight Car Paint for the Western Steel Car Co.

A new Coopersage Department has been started recently, which will be used for cleaning and recoopering paint barrels.

The Factory Office has been moved from the old location, in the same room as the General Office, to the front end of the Dry Color Building, where now all Factory offices are combined having, in one location, Paint, Dry Color and White Lead Offices. This will simplify the work of the factory management.

Newark

The output for the entire plant shows a gain of 34 per cent for May as compared with the same month last year and 32 per cent for the year to date.

It has been decided to put up an addition to the Arsenate of Lead Plant. Work will be started at once.

Plans are being prepared for the new warehouse building to be erected here and work will start soon.

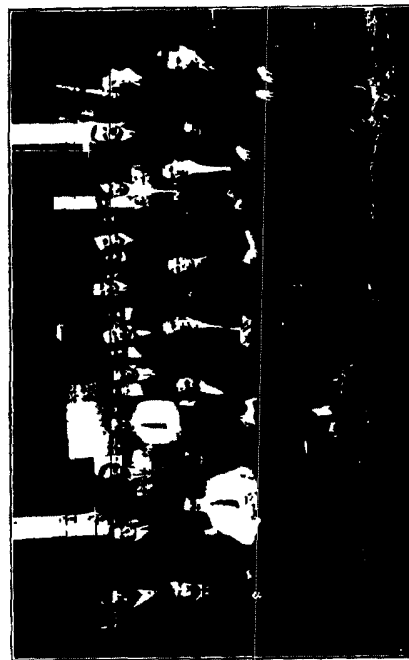
Many Years in Y. M. C. A. Work



IN 1892, just twenty years ago, Mr. S. P. Penn, our Vice-President and Treasurer, was elected to the office of President of the Cleveland Young Men's Christian Association. He has just now completed twenty years of service in that position. Mr. Penn has always been an enthusiastic participant in the work of the Association, giving much time and effort toward promoting its growth and welfare. Under his and the guidance of those who worked with him, the local branch has grown fast. As the result of a fifteen-day campaign for funds which was conducted in the Spring of 1910, a splendid Central building is now being completed. Two fine branch buildings, one on the east and one on the west side of the river, have been finished.

Superintendents' Meeting

A meeting of Superintendents was held in Cleveland from June 12 to 15 inclusive. The photograph below was taken just before adjournment. Front row, left to right—E. W. Lutes, E. C. Holton, J. C. Beardslee, H. J. Haun, S. M. Bell, F. R. Bigelow, M. L. Sims. Back row, left to right—J. G. Weber, O. Box, R. V. Brown, C. G. Bull, W. R. Sieplein, W. J. Lawson, B. D. Sanderson, W. W. Cook, A. A. Sims, H. J. Douglas, H. C. Schofield.



"Go West, Young Man!"



THE words of Horace Greeley still sound loudly in our ears, and from time to time lure some from among us to maintain that human stream which the eminent editor started toward the setting sun so long ago. One of the recent recruits to this "innumerable caravan" is Mr. Richard W. Western, until lately connected with the Advertising Department in Cleveland. Mr. Western became a member of the editorial staff September 16, 1909, and for two and one-half years participated very helpfully in the preparation of our advertising campaigns and advertising features.

On April 24th, Mr. Western—or Dick, if you're on the inside—went to Chicago to take charge of Territory No. 132. He has many of the qualifications that constitute the make-up of the winning salesman, and we are confident will accomplish his new work with the greatest of success.

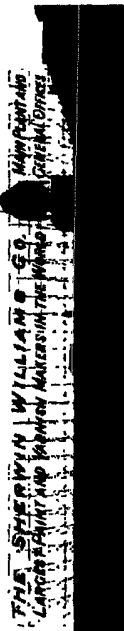
Just previous to his departure from Cleveland, Mr. Western joined the hosts of the married, and therefore draws a double portion of our best wishes for fortune and happiness. The lady of his choice was Miss V. Throne, until a few weeks ago stenographer to Mr. W. H. Cottingham.

Further Changes Westward



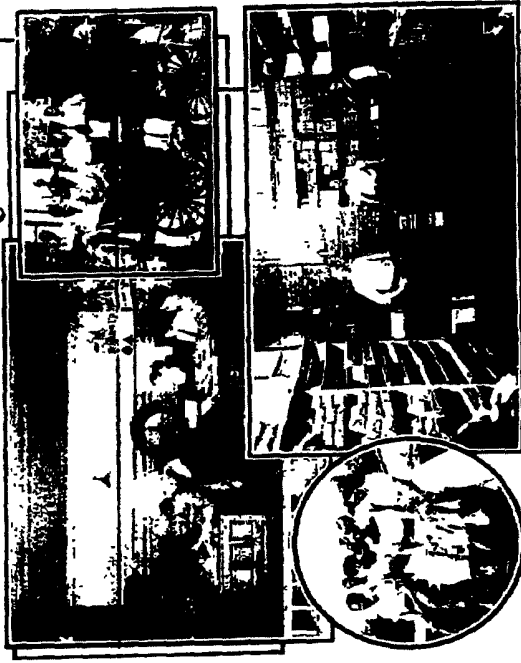
R. E. P. SCHAFER who has been the assistant superintendent of the Cleveland Factory has also left us to assume new duties in the Chicago Manufacturing Department. Mr. Schafer joined the Company as factory office clerk in 1902. Not quite four years later he was promoted to the position of Chief Clerk to the General Superintendent. In 1911 he was again advanced, this time to Assistant Superintendent of the Cleveland Factory.

The present change affords a further opportunity for Mr. Schafer to display his ability. We wish him success.



This sign was just recently erected on the top of the General Office building in Cleveland. It is about 220 feet in length, and the top of the framework is 24 feet from the roof line.

Dallas, Texas Promoting Department



Texas District

Dallas Notes

The following letter from a painter will no doubt be of interest to *Chamblen* readers:

Received the business cards, and believe me, there is some class to them. Have just landed a job for some very particular people, and honestly believe the cards helped turn the trick, as I got a few dollars preference and SWP goes on the house, also ODP Lead and S-W Oil.

Our Mr. Weismaker sent us this splendid testimonial on our concrete floor paint:

The Big Springs Ice Manufacturing Co. had just painted the concrete floor in their room when a fire destroyed the whole plant. Where the floor was not destroyed the paint can still be seen and the color recognized. The fire was hot enough to burn all the enamel from the engines and cracked the steam chests.

During the past two months our representatives have sold over 50 tons of Paris Green, and stopped only at this figure on account of the shortage of the poison.

Western District



Architects Visit Factory—Architect H. E. Throne of Ottumwa, Iowa, made a special trip to the Chicago factory with Representative Geo. Manassa to learn more about our Liquid Flat-tone and go in closer touch with the Decorative Department work. Mr. Throne is a staunch friend of Liquid Flat-tone and Glaze Colors and his expressed opinion is that Wall-Paper will soon be a thing of the past.

Architects Co-operating With Decorative Department—We recently have received several good letters from Architects thanking us for the assistance our Decorative Department has given to them on Decorative Suggestions for rush-news, etc. There is a wonderful field open for active work in this direction and representatives are finding little trouble in securing the co-operation of Architects where properly approached.

Students Visit Factory—The Senior Class of the University of Minnesota, Minneapolis, Minn., on May 21st, visited the Factory. They were accompanied by Professors Francis C. Frary and Everhart Perry Harding. They made a trip through the Varnish and Paint Departments in the morning and took in the Lead Works in the afternoon.

Barn Gray Makes Hit With Ranchman—Mr. John McQueen, the millionaire ranchman of Kirkland, Ill., is at present painting all his farm buildings with Commonwealth Barn Gray. There is no job too large or none too small for the Commonwealth Barn Paints. They make many friends and repeat customers.

Old Dutch Process is Decided Success—The capacity of the Lead Plant is already being taxed to the limit and District sales almost double over last year. Salesmen are enthusiastic over our present Lead, and once the opening order is secured, nothing else will satisfy the trade but "Old Dutch."

Paris Green Going Strong—Many new jobbers are being added to the already long list of Paris Green accounts and a number of car-load orders have gone out in the last few days.

Culmet and Heda Mine Company—Patience has its reward. Representative Jim Ward has been calling on this firm for several years, and this Summer they decided they could hold out no longer. They have already given Mr. Ward orders for:

16,000 pounds Old Dutch Process
200 gallons Metalastix
48 gallons Tactite
25 barrels Linseed Oil
5 dozen packages Bras-Britt
24 gallons Mar-not
1 barrel White Shellac

The C. and H. Co. is located at Calumet, Michigan, and is one of the largest Copper Mining Companies in the world.

Sales Department Notes **Representatives' Competition to June 1, 1912** **Leaders in New SWP Agents**

Northern Pacific		Newark	
W. H. Lilly	21	A. D. Collins	13
D. Taylor	each 11	C. R. Slette	12
F. W. Mason	7	C. R. Slette	12
C. P. Rogers		M. B. Milne	5
Texas		San Francisco	
P. M. Roach	23	F. W. Wanser	12
E. Goss	each 23	M. M. Walcott	10
C. S. Ragland	19	W. E. Carter	3
H. A. Weinmiller	15		
		St. Louis	
Cleveland		G. K. Lutz	11
G. Duke	23	H. P. Reda	10
W. W. Stevenson	11		9
W. S. Harshbarger	9		
		Chicago	
Omaha		W. F. Gallinger	10
C. L. Benz	20	P. L. Alinger	9
F. C. Knower	17	C. S. Wheeler	9
F. C. Steele	15	C. C. Hultinger	each 8
Kansas City		Cincinnati	
G. A. Dorwart	20	F. B. Sanger	each 9
H. R. Kelley	14	P. L. Alinger	each 9
B. C. Moore	each 13	W. P. Hambaugh	each 10
E. J. Chas...		J. C. Tinsell	5
		E. E. Swinford	5
		W. M. Hery	
New Orleans			
I. A. Sager	16	Southern Pacific	
A. E. Allen	15	G. W. Hery	4
W. D. Nichols	13	L. B. McDade	each 5
		G. E. Cansan	
Minneapolis			
H. C. Lau	13	Savannah	
P. H. O'Neill	17	R. N. Ballow	10
W. C. Fischer	each 16	F. D. Spencer	4
N. E. Born		A. D. Kiser	3
F. O. Randall			
		Philadelphia	
New England		A. B. McIntire	5
H. Haynes	14	A. L. Jackson	1
W. H. Hery	12	C. M. Jarden	3
A. D. Campbell	9		
Leaders in New Dealers and New Other Accounts		Philadelphia	
Cleveland		G. Duke	91
G. Duke	195	A. Larkins	89
W. A. Mason	122	F. P. McIntire	64
E. Hise	84	T. S. Bradley	
Newark		New England	
H. J. Howell	103	L. H. Hery	91
F. J. Hery	100	W. B. McDade	82
G. Albar...	101	W. J. A. MacGowan	70
Savannah		Chicago	
F. D. Spencer	101	H. O. Allen	87
R. N. Ballow	82	C. F. Bennett	82
A. D. Kiser	51	G. J. Mansa	63
Cincinnati		San Francisco	
F. H. Berrand	92	F. W. Wanser	87
F. H. Berrand	84	M. V. Wanser	49
W. M. Hery	86	M. M. Walcott	35

Texas		Kansas City	
C. C. Conner	84	A. M. Bellman	61
C. S. Ragland	30	G. A. Dorwart	76
H. A. Weinmiller	42	E. J. Chas...	42
New Orleans		Omaha	
A. E. Allen	69	C. L. Benz	63
J. A. Rogers	33	L. B. McDade	42
J. B. Witt	31	L. J. Hery	11
St. Louis		Northern Pacific	
G. E. L. Dixon	66	G. P. Rogers	31
R. J. Fowler	36	E. D. Taylor	19
J. L. Kester	42	H. A. Weinmiller	each 17
Minneapolis		Southern Pacific	
F. D. Randall	65	E. L. Culver	41
G. L. Lathrop	33	L. B. McDade	28
W. C. Fischer	48	G. W. Hery	21