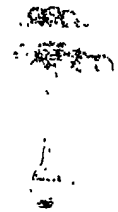
A Motto for You

I would be true, for there are those who trust me;
I would be pure, for there are those who care;
I would be strong, for there is much to suffer;
I would be brave, for there is much to dare.
I would be friend of all · the foe—the friendless;
I would be giving and forget the gift;
I would be humble, for I know my weakness;
I would look up—and laugh and love—and lift.

—Howard Arnold Walter

The Chameleon



OCTOBER, 1912

Recent Changes and Promotions



The Chameleon

Published each month at 601 Canal Rd. N. W. Cleveland for the interest and benefit of THE SHERWIN-WILLIAMS Co.'s loyal staff

VOL. XV. OCTOBER, 1912 No. 9

"Take Stock"

By W. R. Ashbrook, Manager Texas District



W. R. Ashbrook

MANY of the big, hustling, successful mercantile concerns of today take stock in each department, daily. If you were to ask any of these institutions as to the value and efficiency of daily stock-taking, without doubt each one would be able to tell you of one or more advantages in the plan and of how much it had contributed to their success.

If this be true, why would it not be a good plan for the representative to take stock daily? Well rounded out salesmanship is an institution that is made up of more than one department. Let us see what the departments are. In the order of their importance, we believe they should stand like this: Honesty, enthusiasm, knowledge, perseverance, optimism and good health. Now suppose you start in at the first department and take stock today.

Honesty—You have a good stock; the supply seems to be all right, the quality looks good. Let's be sure the quality is good. Be sure that your stock of honesty is the "all-wool-and-a-yard-wide" kind and not just the common variety that would prevent stealing or making a false statement, when it would be just as convenient to tell the truth, but honesty in its broadest sense; the kind that was used in laying the foundation for the growth of our own great Company; the kind that has made its history the best and cleanest of its kind.

Enthusiasm—Look your stock of enthusiasm over carefully, and see that it is kept right up to the top notch. Remember it's a mighty staple article and you want to be sure you have the best, for you will be constantly called on not only to supply quantity but quality.

Knowledge—In taking stock of this department you had best take every item down off the shelf and brush it up carefully. You can't be too careful here to see that your stock is complete, for there are a lot of small things that you may overlook—things that are very important. Keep a close check on this stock and don't be afraid to raise your limits. You probably could carry quite a bit more.

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Perseverance--Be very careful about this department. Never allow your stock to run low. It's a fatal mistake to run short in this department, for if you are unable to fill a large order, it will affect the standing of every other department.

Optimism- Everything in this department should be kept as bright as a new dollar. See that the goods are well polished. You cannot have too much stock for the goods never get out of date and they never deteriorate in value.

Good Health---A fine stock of good health should be kept at all times, and you can preserve the integrity of this department by not keeping the lights going too late at night and by using intelligence and watchful care.

Having taken stock of all departments you will be better satisfied; you will be in a better position to know just how you can handle the problems of tomorrow, and you will think the game has been worth the candle. Make it a point to take stock daily during the balance of the year, and whenever you find yourself the least bit short in any of the departments, stock right up and you will see that the business of that department picks up immediately.

The White Lead Keg Opener



IT WAS an easy matter to open the old wooden packages in which white lead was put up several years ago. A blow from a hammer or any blunt instrument at hand would knock in the head of the keg. A hammer and chisel are often needed, however, to open up the steel kegs that have been in use during the last few years. And the difficulty met with in this respect has made the invention of the White Lead Keg Opener, by Mr. John H. Ostrander, a timely and a valuable one.

Mr. Ostrander is a corroder in our White Lead Plant at Chicago, and has had 20 years' experience in the White Lead business. The difficult method of opening the new steel keg provoked Mr. Ostrander into giving the matter some thought. The new opener took shape in his mind and he quickly developed it. His original idea was passed along to our stockkeepers about the country and their recommendations with the final advice of the Mechanical Department have been embodied in the finished product.

For his diligence and thought in advancing the Company's interests Mr. Ostrander was presented with a check for one hundred dollars, by Mr. G. A. Martin. Let's all start inventing!

Plans for distributing this white lead souvenir are now under way.

Congratulations

ON OUR frontispiece this month, we have reproduced the photographs of several of our good men, whose steady application and efficient work has earned for them well deserved promotion.

Mr. R. W. Sample, who has been manager for the Western District, will be transferred to Cleveland, to take the position of Assistant Manager of the General Sales Department. Because of Mr. Sample's long experience in our organization and intimate knowledge of our system and policy, he will be of great value in handling the work of his new position.

Mr. H. M. Ashby will succeed Mr. Sample as Manager of Western District. Mr. Ashby's long connection with the factory and the splendid results he has secured since being connected with the Sales Department fits him admirably for the position of executive head of our Western District.

Mr. George Mowat, formerly manager for the New Orleans Division, has been appointed Manager for the new Southern District. Mr. Mowat was Top-Notcher Sales Manager last year, and under his leadership we believe that the Southern District will show splendid results. His staff is a highly efficient one, with Mr. T. G. Murphey, Top-Notcher Cashier of Mississippi Valley Division, as Cashier; Mr. R. G Billingsley, formerly Chief Clerk of the Cleveland Promoting Department, as Promoting Manager, and Mr. J. D. Jones, Mr. Kydd's Assistant at Cleveland, as Chief Clerk.

Mr. O. A. Hasse, who has been Mr. Ashby's Assistant, has been appointed Manager of the Insecticide Sales Department, and will also have charge of the Insulating Materials Sales Department. Mr. Hasse has had splendid training under Mr. Ashby, and has done much of the field work since taking up work in the Insecticide Department. Under his management we are confident the Insecticide Department will make new high records.

Mr. W. R. Seiplein has been transferred from Chicago, and will undertake the management of the newly organized Department of Costs, at the Cleveland Factory. This department is designed to make a careful and thorough study of the results of our cost system and of the operating conditions as they actually exist. Mr. Seiplein's broad knowledge of our business thoroughly fits him to undertake this work.

Mr. R. V. Brown has been made General Superintendent of the Chicago Plant. Mr. Brown has been Superintendent of the White Lead Works at Chicago, together with the supervision of the Dry-Color Works. His record is an enviable one, and his rapid rise, due to enthusiastic, intelligent work, is an example for all S-W employees to note.

Mr. F. R. Bigelow, has been promoted to the position of Superintendent of the Paint and Varnish Manufacture at Chicago. Mr. Bigelow's recognized ability and energetic personality are bound to win for him yet further promotion.

The New England Division is to be congratulated on its new Promoting Manager, Mr. J. H. Herche has had several years experience in both Sales and Promoting Departments at Newark, and we are confident will prove a splendid success in his new position.

On September 1st, Mr. J. G. Cross took over the management of the Decorative Department at Cleveland. Mr. Cross is well equipped to supervise the work of this important department, having served as one of the regular decorators during the past year in addition to an extensive experience with one of the big Cleveland Decorators.

WE WANT no one to get discouraged, no one to worry, because we meet an obstacle hard to overcome, sometimes suffer a "knock-down" but not a "knock-out." Remember, just so long as you continue to do your very best and put forth your very best efforts, the results in the end will be good. Therefore, let us do our best and take no time to worry, as we go along.—*W. W. Haynes.*

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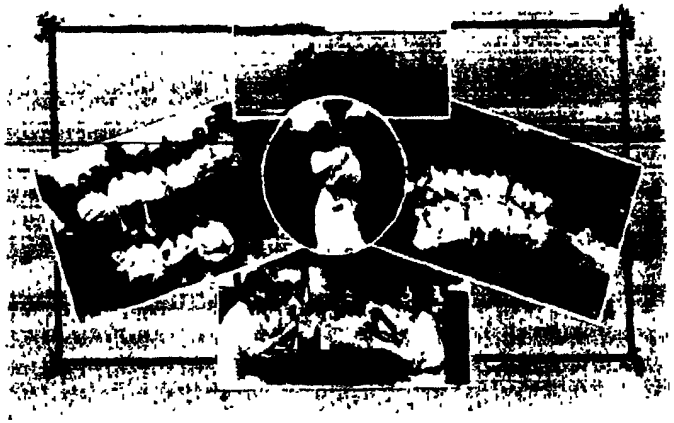

At Lake Minnetonka

THE Second Annual Outing of the Minneapolis Sales Division, held on Wednesday, July 24th, opened up most auspiciously, the weather conditions being very nearly ideal. Shortly after nine o'clock the party boarded a special car for Spring Park, Lake Minnetonka, the beauty spot of the Lake resorts. After the train was well under way, good spirits were aroused by convention songs, sung under the capable leadership of F. D. Randall, supported by Assistant Choirmaster, F. H. Nordstrom. The entire congregation entered into the singing most heartily.

Upon arrival at the picnic-grounds and after every one had become settled, the baseball game was called. The game was interesting, although before having proceeded very far, the salesmen demonstrated that they were not in a class with the office employees. This despite the fact that it is commonly known that the salesmen imported a ringer, a "Professional" from Chicago, in the person of our District Manager, R. W. Sample. Final score: 10-5.

Our good agent, Mr. L. C. Warner, of Minneapolis, a baseball enthusiast, especially enthusiastic over games between S-W Company's employees, donated two handsome prizes for feats of extraordinary ability in the ball game. The one--a pocket-knife, went to George Tasa for the longest hit of the day. J. P. Coleman was a close second with two long drives to the outer barrier. The other prize, a gold watch and fob, for the most cleverly executed play, was taken down by Harold Duvick, whose clever backstopping was heartily applauded.

Another feature of the ball game was the battery work of both teams. Such playing is never seen in the big leagues.

After the ball game, lunch was the order of the day, and the fresh lake air and exercise put a keen edge on everyone's apperite.

The afternoon was given over to contests and the names of those who excelled in the various games are given below.

100-Yard Dash—Men	R. W. Sample
Egg and Spoon Race	Mrs. E. F. Comstock
Three-Legged Race—Men	{ R. E. Stensrud { E. J. Dorsey
Ladies' Peanut Race	Alice O'Donnell
Pipe Race—Men	M. Flaherty
Ladies' Baseball Throwing Contest	Mrs. E. M. Comstock
Running Broad Jump—Men	R. W. Sample

The contests over, dancing, bathing, and boating were indulged in.

The prize waltz held in the evening was very closely contested, and it was some time before the judges were able to arrive at a decision. When the decision was finally made, the prizes were awarded to Mrs. J. P. Coleman and Mr. G. L. Lathrop, as being the foremost exponents in the terpsichorean pastime.

As is customary in affairs of note, we take this opportunity to make mention of distinguished visitors. Among them were R. W. Sample, whose presence to no little extent augmented the enjoyment of the occasion. Mr. and Mrs. L. C. Warner also attended, and last but not least, little Miss Coleman, whose cheerful disposition throughout the day was the marvel of all present.

"Going Home Time" arrived all too soon, and it was a happy and contented party who left, declaring the S-W Company's Second Outing—the best ever, and looking forward to another year and the prospects of an equally happy time.

"Philadelphia Celebrates"



WILLOW GROVE has proved itself a splendid place in which to spend a day's outing. To this the members of our Philadelphia office can vouch most heartily from their own pleasant experiences there, Friday, June 28th. The day proved in every way a huge success. The photograph reproduced here was taken by the stockkeeper, Mr. A. H. Kennedy, an amateur photographer who has won several prizes for his fine work.

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Don't Be a Mole

By B. B. Cannon, Sales Manager, New England Sales Division

"Many a man goes through life
Digging like a mole;
No matter how he works and digs
He is always in a hole."

WHAT a pitiful life the mole leads, always groping and plugging along in the dark, never knowing enough to enjoy the sunlight of day; creeping, crawling down in the dirt he ekes out a miserable existence and his death, even, is never known to his fellow creatures.

There are men, whose existence is very much the same as that of one of these poor creatures; they are always in a hole; they work and they strive but they never see daylight in anything; they are behind on territorial work, behind on calls, behind on making reports, behind on new accounts, and are behind on sales—in the hole on everything, and more often than not they are perpetually so in their personal affairs. Such a life should be, and is, intolerable, and the man who pushes along year after year, always in a hole, never does anything worth while for himself nor for those with whom he is connected.

Don't be a mole; you don't have to be. If you have been following the "hole" route, determine at once to strike for the top side of the crust; you can get there, and when you do you will be so pleased with the new environment you will stay on top, no matter the energy required.

If you are in a hole of any kind, get out and stay out: the world will never know you unless you do. Don't be a mole!

Southern District

Mr. Joyce's bulletin of August 14th, regarding the forming of the new Southern District is important. The following reprint is self-explanatory:

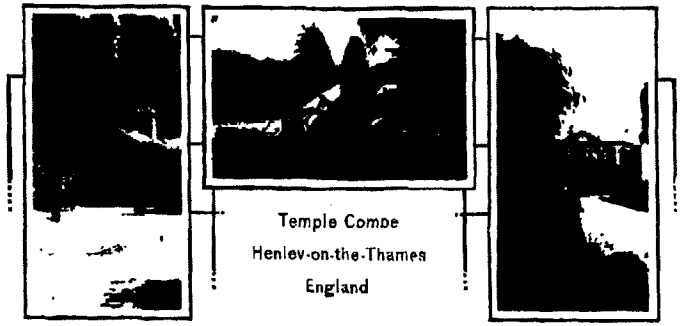
Effective September 1st, we have arranged to establish a new district to embrace the territory now included in New Orleans and Savannah Sales Divisions and that portion of Alabama now controlled by the Cincinnati Sales Division. The new district will be known as the Southern District.

The States included in the District are Louisiana, Mississippi, Alabama, South Carolina, Georgia and Florida. Inasmuch as these States are in practically the same latitude, have the same climatic conditions and produce the same kind of crops, we feel that it is a step in the right direction to put them all under the jurisdiction of one district.

The headquarters for the new district will be at 2309-2311 Morris Avenue, Birmingham, Ala. Mr. George Mowat, who was Top-Notcher Sales Manager last year, has been appointed District Manager of the new district. Mr. T. G. Murphey, who was Top-Notcher Cashier, has been appointed Cashier. Mr. R. G. Billingsley, who has been Chief Clerk in the Promoting Department, at Cleveland, has been appointed Promoting Department Manager, and Mr. J. D. Jones, who has been assistant to Mr. Kydd at Cleveland, has been appointed Chief Clerk.

The offices at Savannah and New Orleans will be continued on the basis of Sales Divisions Offices as heretofore.

These arrangements insure the new district starting off with a capable, efficient staff, and inasmuch as we are now in position to give excellent service to all of our Southern customers, we look forward to a rapid development of our business throughout the whole South.



Mr. Cottingham and his family have been spending a pleasant Summer in England. "Temple Combe," which has been their home, is a fine old English estate, situated at Henley on-the Thames, the town made famous by its annual regattas.

In the group of views shown above we reproduce three photographs kindly loaned by Mr. Cottingham. The view at the left is of the lodge at the entrance to the grounds. Passing these gates and following the drive for half a mile the mansion itself (the view on the right of our group) is reached. The third view, we need hardly add, is of Mr. Cottingham himself off for a day's golf. The grounds contain the interesting ruins of an ancient Celtic Cromlech or Druids' Temple, locally known as "The Devil's Temple."

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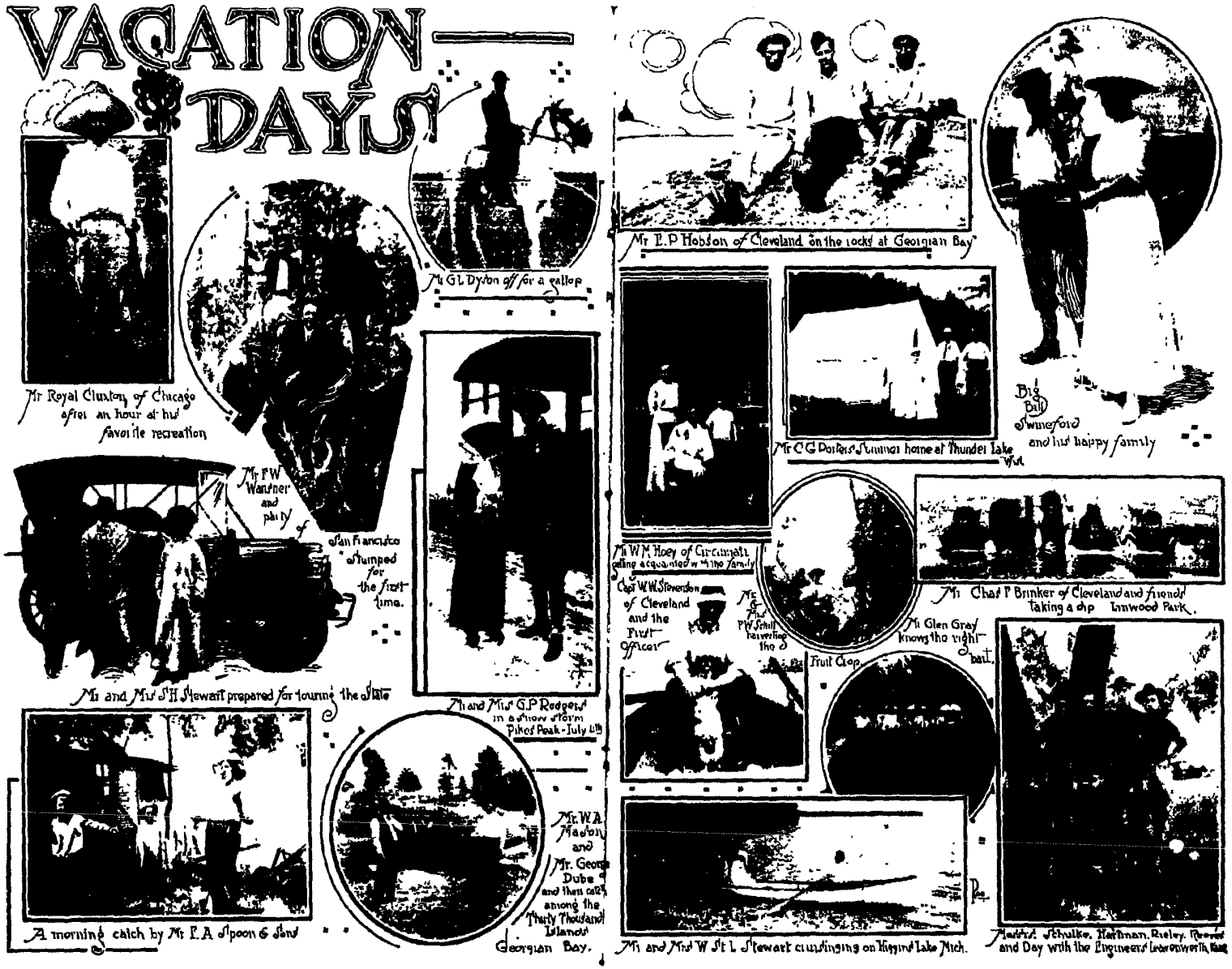
VACATION DAYS


Mr Royal Cluxton of Chicago after an hour at his favorite recreation
Mr F W Wansner and party of San Francisco stumped for the first time.
Mr G L Dyson off for a gallop
Mr and Mrs S H Stewart prepared for touring the State
Mr and Mrs G P Rodgers in a snow storm Pikes Peak - July 11th
A morning catch by Mr E A Spoon & Sons
Mr. W A Mason and Mr. George Dube and their catch among the Thirty Thousand Islands Georgian Bay.
Mr E P Hobson of Cleveland on the rocks at Georgian Bay
Mr W M Hoey of Cincinnati getting acquainted with the family
Capt W W Stevenson of Cleveland and the First Officer
Mr & Mrs P W Schill harvesting the Fruit Crop.
Mr C G Porters Summer home at Thunder Lake Wis.
Mr Glen Gray knows the right bait.
Big Bill Swineford and his happy family
Mr Chas F Brinker of Cleveland and friends taking a dip Linwood Park.
Mr and Mrs W St L Stewart cruising on Higgins Lake Mich.
Messrs. Schulke, Hartman, Rieley, Reeves and Day with the Engineers Leavenworth, Kans.

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What Happened at St. Louis Picnic

By H. W. Nessel



THE weatherman usually has a day made to order for this event, but this year he evidently had the dates mixed as he put across one of the worst storms of the season. He was considerate enough, though, to hold off until all games had been played and the prizes won.

The following were the winners:

	GAMES	WINNERS
1.	Running Broad Jump	Wm. Weisbrod
2.	Egg and Spoon Relay Race	Miss Ida E. Kempf
3.	Girls' Foot-Race	Miss Gertrude Bopp
4.	Pipe Race	Wm. Weisbrod
5.	Arch Goal Ball	A. Heisler
6.	Ladies' Peanut Race	Miss Margaret Riordan
7.	Dodge Ball—Men	Emil Gerth, A. Heisler
8.	Occupation Race	Miss Ida E. Kempf
9.	Bun Race	Malcolm Schopp
10.	Baseball Game	Warehouse
	Office vs. Warehouse—Score: 4-3	
11.	Prize Waltz	Miss Pauline F. Polanek, C. A. Krimbill

The event of the day was the ball game between the office and warehouse; won by the latter after 7 hotly contested innings. The features of the game were the pitching of H. M. Krimbill for the office and the batting of Wm. Weisbrod. H. M. Krimbill struck out eleven of the warehouse team batters, once retiring 3 batters in one inning after the bases were filled. An unfortunate error after two were out in the third inning started the runs for the warehouse. The side was about to be retired when, with the bases filled, Wm. Weisbrod broke up the game with a home run.

Various prizes were won after keen contests, and in every way the day's outing was a merry and most successful one.

The heaviest storm of the year broke upon us about 4:30 P. M., so the remainder of the time was spent in dancing. The Prize Waltz was won by Miss P. F. Polanek and Mr. C. A. Krimbill.

The scene of festivities was Center Grove Park, Ill., July 10th. This park is on the McKinley Traction System noted for its excellent

service, except during storms. Of course, the equipment was put out of commission for some hours and our special car started on its return trip at 11:30 P. M. Some of the boys who acted as escorts got back to St. Louis just in time to report for duty next morning.

Because of unfavorable weather conditions it was impossible to secure photographs.



Selling



FOR a great many young men, graduates of high schools and colleges, the end of their last long vacation is drawing near. In the Fall they become citizens of what we call the business world. To most of these young men the most attractive job probably is one that has a roll-top desk and a swivel chair attached to it. But a roll-top desk and a swivel chair are not always the best aids to success.

Not every young man is fitted to be a salesman, but there are few who would not be benefited by a few months "on the road." Even if a man has little bent for salesmanship the experiment will not hurt him.

The "other man's point of view" is a big factor in business and getting out among men in one's own line and in other lines wears off that diffidence which is often a severe limitation to success. The interchange of opinion, the meeting of emergencies, the development of quick thought and convincing speech soon dissipate the "mental fear" which handicaps the usual "inside man."

The manufacturer or producer or jobber of goods needs to know what his competitors are doing, what people think of him and his product and of the other fellow and his product. We are apt to think that big business has become so specialized that it operates like machinery, that the personal element has disappeared.

But the personal element is still a big factor and the man "on the road" recognizes it and adapts himself accordingly. Through his sharp eyes and alert ears come a large part of the information of trade needs and conditions that shapes his employer's output. He gets into a habit of making comparisons, of weighing values, of studying the men he meets and himself as well. He acquires a poise and a confidence in himself that enable him to bring out his own happier traits. The shyness that might have concealed latent ability is rubbed out of him.

He may be a better inside man than he is a salesman. If he is, he will finally get back inside. But for his experience on the road he will be more valuable, because he will look at men, manners and methods from more angles than one.—*Boston Herald.*

0007-SWP-000130366

New Insecticide Agents and Dealers

By O A Haase, Manager Insecticide Sales Department



EVERY indication points to an unusually active year in the insecticide business. Practically all crops are reported by the Government as being far above normal and the resultant prosperity among fruit-growers and farmers cannot help but give an impetus to all trade conditions associated with agricultural interests. Among these none is more closely associated than the insecticide line.

We are making every effort to take full advantage of these conditions by offering to our insecticide customers, particularly our insecticide agents and dealers, a sales proposition which will enable them to reap the largest possible benefit. However, to get the maximum amount of business that is due us it will be necessary for us to make an early start and get ahead of the other fellow. Our object in writing this article at this time is briefly, TO ASK YOU TO IMMEDIATELY ESTABLISH YOUR INSECTICIDE AGENTS AND DEALERS IN EVERY POSSIBLE TOWN IN YOUR TERRITORY. It has been absolutely demonstrated that the success and sound growth of our insecticide business depends upon the establishment of as many agents and dealers in as many towns as possible. Each one of our representatives should make a particular effort to place an insecticide agent or dealer in every town, no matter how small, in his territory.

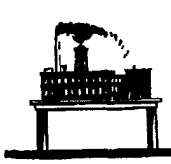
The advantages in closing up your contracts for the coming season, are many --chief among which are the following:

First, by securing signed orders early in the Fall and during the Winter months, for shipment in the Spring, you shut out your competitor who will come along a little later, and before he realizes it, you will have the largest part of the possible output in your territory thoroughly sewed up.

Secondly, by lining up your agents during the Fall and Winter, and prior to the opening of the spraying season, and securing from them conservative and accurate lists for promoting, you give your Promoting Departments an opportunity of working in the interests of your agent at a time when this class of work is most effective. The agent realizing that he is going to handle the line, can actively promote it during the slack Fall and Winter months, and be in a better position to find a large output when the spraying season actually opens.

Also by placing the name of your new insecticide agent or dealer on our mailing-list for agency bulletins at this time he will get the benefit during the Winter months of these insecticide bulletins which will contain strong selling arguments and valuable information on the insecticide business.

Lastly, by devoting a reasonable amount of time to the insecticide business during the early Fall and Winter months, when the paint business is comparatively slack you will have your insecticide sales lined up in such a way that they need give you no worry after the spraying season opens.



Factory Notes



Cleveland

There never was a time when we were as busy at this time of the year as we are now! Every department is working full time and some overtime. In fact, we keep getting busier right along, and it looks as if we would run right into next season without let up. We are especially busy on Auto and Carriage goods. It is mighty fortunate that we have the new "E" Department to help us out.

Chicago

The extension of our Paris Green Department is progressing rapidly and we expect to have the department in excellent shape for next year's manufacture by the 20th of this month. Special provisions are being made for the health and comfort of the workmen, which include a ventilation system and a vacuum cleaning arrangement whereby the walls and floors can be thoroughly cleaned without contaminating the atmosphere. We are importing an automatic filling machine of which we expect great things!

The Arsenate of Lead Department is also being given a thorough overhauling and special arrangements being made to take care of this business next year in the best possible shape.

We are having an exceptionally heavy business for this time of year and are operating the "B" and "C" Departments overtime. The Dry-Color Works is being crowded to the limit and running as much overtime as possible to keep abreast of the situation.

Newark

The month of August has been a very busy one for the factory. Our total output of Liquid Paint establishes a record for this month which has never been approached in previous years.

Plans and specifications in connection with a new bulkhead at the foot of Brown Street are now in the hands of contractors. This bulkhead is being built in connection with a new shipping and automobile garage building. This building will afford an area amounting to nearly 1,000 square feet, which will be devoted to shipping purposes only.

This additional area will prove to be of very great assistance in relieving the congested condition of our shipping department, which has been troublesome for a long time.

Special preparations are being made for liberal stocks of both manufactured and raw material, as we expect a big Fall business, which we will take care of more promptly than has ever been done in the past.

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Landing Agents by Missionary Work With the Property-Owners

By C. G. Porter, Representative, Kansas City Division



IT HAS been a matter of frequent experience with me, that certain merchants in territories which I have covered, fail to thoroughly appreciate the possibilities for making money, and handling our products. Many good, live firms have labored under the impression that activity in the paint line would necessarily detract their attention from the rest of their business.

In a great many instances, what such merchants need is a little convincing evidence to prove that our goods can be turned into money very readily, through only a little effort on their part. I have found it profitable sometimes to investigate the possibilities for selling our materials in their neighborhood by going directly after the consumer and bringing his order in to the B. P. A.

It is actually amazing, how many of the old time "show me B. P. A.'s" there are scattered over the face of the earth, with whom you have to use these tactics. I have had men who were previously prejudiced against handling paint, thank me for the awakening they received, through the little missionary work I had seen fit to do for them. I believe it is a splendid thing for the representatives to use this plan of landing agents.

After the B. P. A. has been landed by means of lively missionary work and the representative has to deal with him as an agent, the missionary work should continue in the form of the closest co-operation. The next best thing to landing an agency, is keeping it.

"Them's Our Sentiments"

If you have a bit of news, send it in;
Or a joke that will amuse, send it in.
A story that is true,
An incident that's new.
We want to hear from you! Send it in.

CHAS. C. BOLAND
In the National Magazine

Sales Department Notes

Representatives' Competition to September 1, 1912



TEXAS Division, through the splendid record made by Mr. F. M. Roach, has the honor this month of appearing at the head of our page. Not only is Mr. Roach ahead in the total number of new agents for the year, but the six brought in during August, put him in the lead for the month as well. Mr. E. Gross, another Texan, has been running Mr. Roach a close race all year and has finished a good second with thirty new agents. Northern Pacific Division is well represented with a total of twenty-nine new agents credited to Mr. W. H. Lilley, a representative who has led his division from the first.

Among the leaders in New Dealers and New Other Accounts, Cleveland still retains first place. Mr. Dube has made the splendid record for the year of two hundred and forty-one, eighteen of which were added during August. Another fine total has been made by Mr. G. C. Conger of the Texas District, who has added twelve to his previous record. This makes Mr. Conger and Texas Division a good second in the race. 'Way down in Maine, Mr. D. H. Thompson has been making things hum, and his efforts have placed New England Division in third place.

This year is closing on some mighty good records, and we wish most heartily to applaud the good work of the Sherwin-Williams representatives. May the coming year crown their efforts with even greater success.

Leaders in New SWP Agents

Texas		Minneapolis	
F. M. Roach	32	H. C. Lau	21
E. Gross	30	F. D. Randall	15
C. S. Ragland	23	W. W. Edwards	12
Northern Pacific		New England	
W. H. Lilley	29	W. L. Hussey	20
J. W. Duncan	21	J. H. Haynes	17
E. D. Taylor	13	D. H. Thompson	13
Omaha		St. Louis	
C. I. Berg	26	G. K. Lela	20
F. C. Steeb	20	H. P. Reeds	16
F. C. Kenower	18	R. A. Doll	13
Kansas City		Newark	
G. A. Dorwart	25	G. S. Spettigue	16
E. J. Clare	18	A. D. Collins	14
R. E. Graham	17	V. H. Collins	each 6
New Orleans		M. B. Millspaugh	
L. A. Steger	24		
A. E. Allen	19		
W. D. Nichols	18		
Cleveland		Cincinnati	
G. Dube	24	W. P. Hambaugh	14
W. W. Stevenson	11	F. B. Spangler	each 12
W. E. Stewart	each 10	F. H. Bogrand	
W. S. Harshbarger		E. E. Swineford	10

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Chicago

C. C. Hilbinger 14
W. J. Gallinger 11
G. J. Manassa 10

Savannah

R. N. Ballow 14
F. D. Spencer each 6
I. D. Wilson... 6
V. D. Kiser 5

San Francisco

F. W. Wansner 12
M. M. Wolcott 11
W. E. Carter 7

Southern Pacific

L. B. McDade 9
S. G. Harless 7
G. E. Cannon each 6
G. W. Burrill

Philadelphia

C. W. Thompson 6
A. Larkins each 5
J. P. Minetree
W. D. Peyton each 3
C. M. Jarden

Leaders in New Dealers and New Other Accounts

Cleveland

G. Dube 241
W. A. Mason 140
E. Hess 129

Texas

G. C. Conger. 169
C. S. Ragland 46
F. M. Roach each 43
H. A. Wehmaker

New England

D. H. Thompson 147
J. H. Haynes 120
W. B. DeWolfe 109

Minneapolis

G. L. Lathrop 130
F. D. Randall 120
W. W. Edwards 96

Chicago

C. F. Bennett 121
H. O. Allen 116
J. W. Ward 99

Philadelphia

A. Larkins. 118
J. P. Minetree... 101
T. S. Bradley 98

San Francisco

F. W. Wansner 115
M. V. McCormick 96
M. M. Wolcott 52

Northern Pacific

G. P. Rogers 89
E. D. Taylor each 81
J. W. Duncan
A. V. Higgins.. 74

Savannah

F. D. Spencer 140
R. N. Ballow 111
V. D. Kiser 70

Cincinnati

W. P. Haubaugh. 137
F. H. Bogrand 123
F. B. Spangler 109

Newark

F. L. Fox 132
H. J. Howell 125
G. S. Spettigue 96

New Orleans

A. E. Allen 85
W. D. Nichols 71
I. A. Steger 64

St. Louis

G. E. L. Dyson 85
J. K. Kennedy 70
R. J. Tooker 69

Kansas City

A. M. Bollman 79
E. H. Nolte 76
R. E. Graham 59

Omaha

C. I. Berg 74
L. J. Helm 57
F. A. Welsh 56

Southern Pacific

E. L. Culver 59
L. B. McDade ... 36
G. E. Cannon 27

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