

Other Paint Makers.

Dec. 5th 1898

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0007-SWP-000128748

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• •

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Patterson-Sargents & The. Page 2

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Witherell, G. L. & Co

Page 8

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Boydell Bros. (1)

The Patterson-Sargents Co. (2) (7)

- 2 ^{1/2} hrs Not much progress in 98. Spend as much time in one town as we spend in ten.

JW Masury & Son (2)

2 ^{1/2} yrs Progress last year mainly shelf goods at very low prices

The Lowe Bros. (2)

2 ¹²/₁₀₀ Progress last year mainly shelf goods at very low price.

G. D. Witherell & Co. (19)

- 19 ^{17/18} Little advertising, except sample cards and board, possible samples.
Success due to a fair paint at low price; 95 cts & 1 p. according
to quantity

Benjamin Moore (19)

- | | | | | | |
|----|---|--|--|--|--|
| 19 | ^{14/10} Little advertising, except sample cards and board paddle samples.
Success due to a fair paint at a low price, 85 cts. to \$1.00,
according to quantity | | | | |
|----|---|--|--|--|--|

Fellon, Sibley & Co. (19)

19 ^{12/11} Little advertising, except sample cards^{2d} board paddle samples.
 Success due to a fair paint at a low price; 25 ct to \$1.00,
 according to quantity

Billings, King + Co. (21) (25)

- 21 ^{1/4} 1898 Found one party handling this paint; think he will change to D. P. in spring
- 25 ^{1/4} 1898 In Dec., '98, the above company offered a retired painter in Southboro, Mass., a commission of 20% on all sales made by him of their paints and varnishes on their regular prices to painters, builders and property owners. See letter of H. F. Barney, Boston, 12/21/98, Trade Sales File "B."

Mound City Paint Co (7) (1)

- ing 7 ^{1/2} L. P. Bryner, of Mound City Paint Co., has gone with *Meadory*.
- 11 ^{4/3/19} Depend on quality; not good advertisers
 Hear Mound City offers special terms sometimes in the matter of
 keros. leads and linseed oil to dealers who handle their paint.
 They are not strong competitors against The S. O. Co.

Harrison Bros. & Co. (2)(11)

- 2 ^{7/27} Tests made in W. S. Wilson Co's store by Harrison Bros. & Co. on 1st Quality; in which they say we are getting the worst of it.
- 11 ^{4/3/19} Depend on quality; not good advertisers. Harrison Bros. have recently put in a jobbing line with a hardware house in Ottumwa, Ia. Have not been successful in placing goods with dealers. They are not strong competitors against The S. W. Co. -

Patton + Co. (26)

26 1/2 Patton + Co. are consigning Paints.

Chas. H. Gillespie & Sons (4)

4 ¹⁷⁴⁴ Price List Varnish Stains. See Trade Sales File "R."

Cleveland Oil & Paint Mfg Co. (26)

26	Progress Oil Lead formula: 10 lbs. Progress Oil Lead; 4 1/2 lbs. Raw Linseed Oil; 1/2 oz. 83 Japan Dye; product one gallon. Filed Trade Sales Cabinet
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Heath + Milligan (16)

- 15 1/15/99 H. + M. instructed their salesman, Dunbar, to, in every instance whenever possible, take up T. W. Heber & Co.'s mixed paint and trade H. + M. paint for it; but under no circumstances whatever were they to touch either S. W. Co. paint or W. W. Lawrence Co.'s paint.

F. W. DeVoe & Co. (15) (11)

15 *11/19* H. + M. instructed their salesman, *Shamba*, to, in every instance wherever possible, take up *F. W. DeVoe & Co's* mixed paint and trade H. + M. Paint for it; but under no circumstances whatever, were they to touch either *S. W. Co's* paint or *W. A. Lawrence Co's* paint.

11 *11/19* *F. W. DeVoe & Co's* Agent tried to sell our Agent at *Wabash, Ind.*, but failed. They sold there *Colossine Oil*, supplanting *American Bros*. Made an exceedingly low price on *Colossine* in Oil. *Wampler*, our Agent, may some day job a line of *House* paints.

Buckeye Paint Co. (2)

2. ^{11/3/11} "The A. Mithoff Co., Adv., have effected an arrangement whereby they expect to hold on to the Buckeye Paint. This year they are to pay five cents per gallon more than last year, 90 cts flat."

Acme White Lead & Color Works (A)(11)

A. ^{12/19} Acme New Era: 15 - 1.00; 1/2's - 1.00; 1/4's - 1.10.

11 ^{12/19} Have depended chiefly on low prices made to jobbers; they are also fair advertisers, sell little mixed house paint in Iowa, but a lot of Buggy Paint and other shelf goods. Have tried to get our N. W. P. Agent at Waterloo to job them. They are not strong competitors of The S. W. Co.

Detroit White Lead + Color Works. (A.)

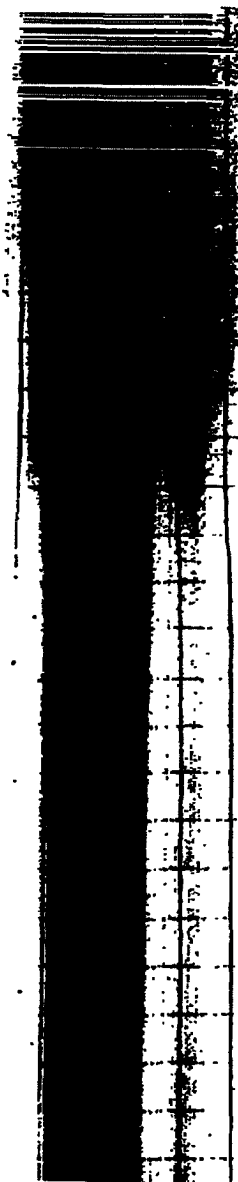
A. $\frac{1}{2}$ 1/4 Reported \$1.00 flat.

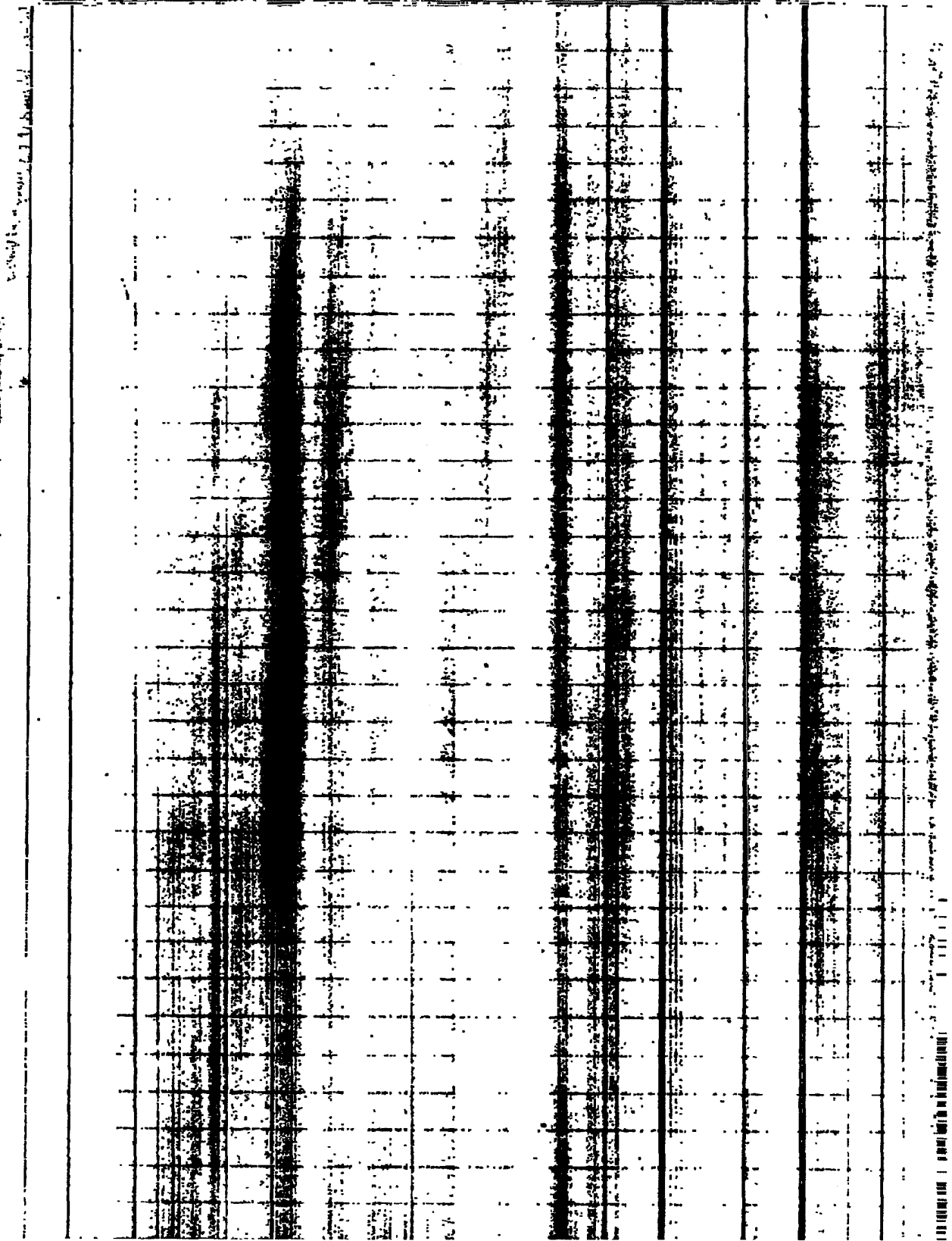
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This image shows a full page of graph paper. It features a uniform grid of small squares formed by thin black lines. The grid covers most of the page, leaving narrow margins at the top, bottom, and sides. There are no markings, text, or drawings on the paper.

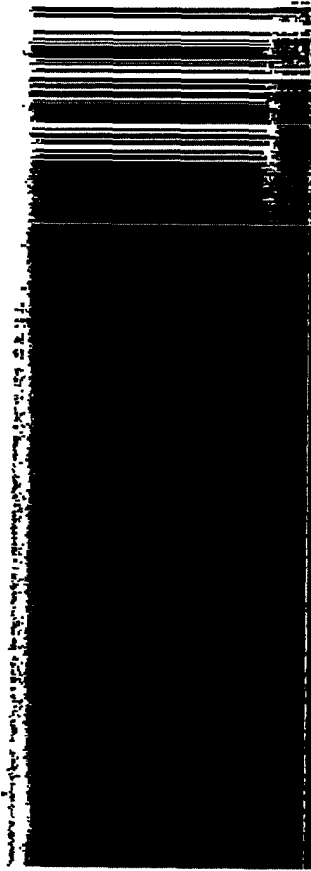


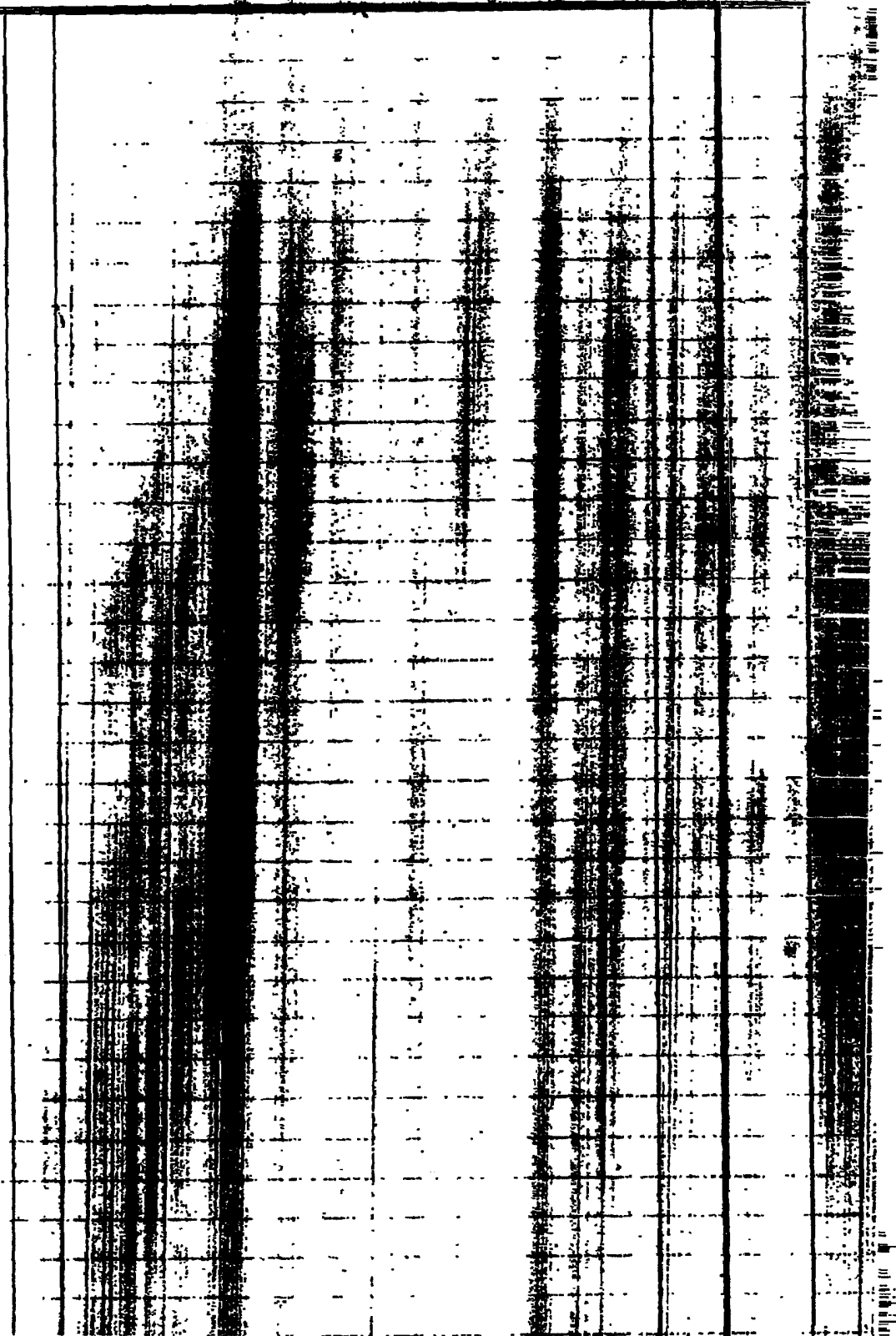


The table is a large grid with approximately 10 columns and 20 rows. It is heavily obscured by vertical black bars and horizontal noise lines, making the content illegible. The table is oriented vertically on the page.

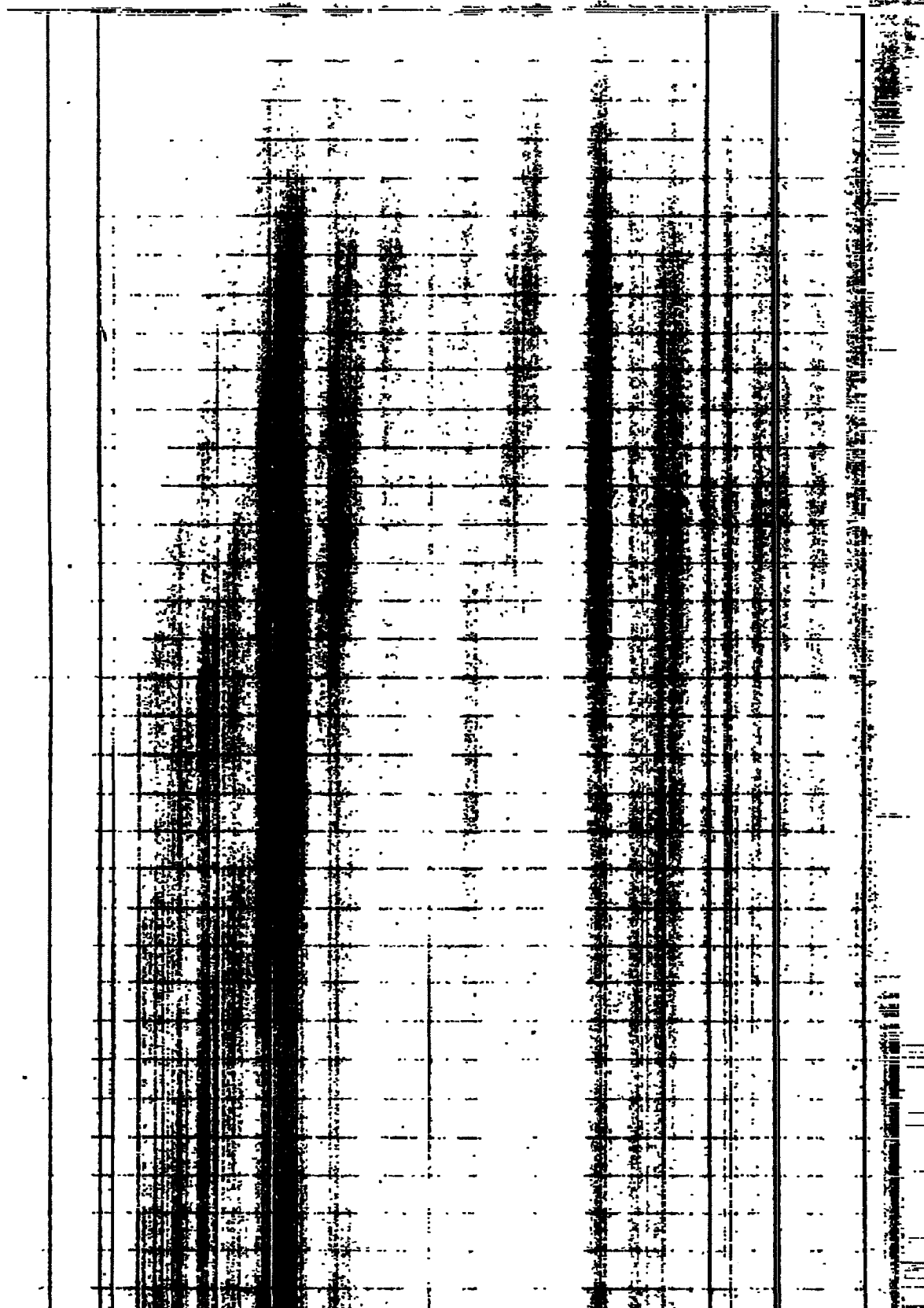
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The table structure is visible but the data is completely obscured. It appears to have at least 4-5 columns and many rows. The first column on the left might contain headers or identifiers, but they are not legible. The rest of the table is filled with illegible data points.

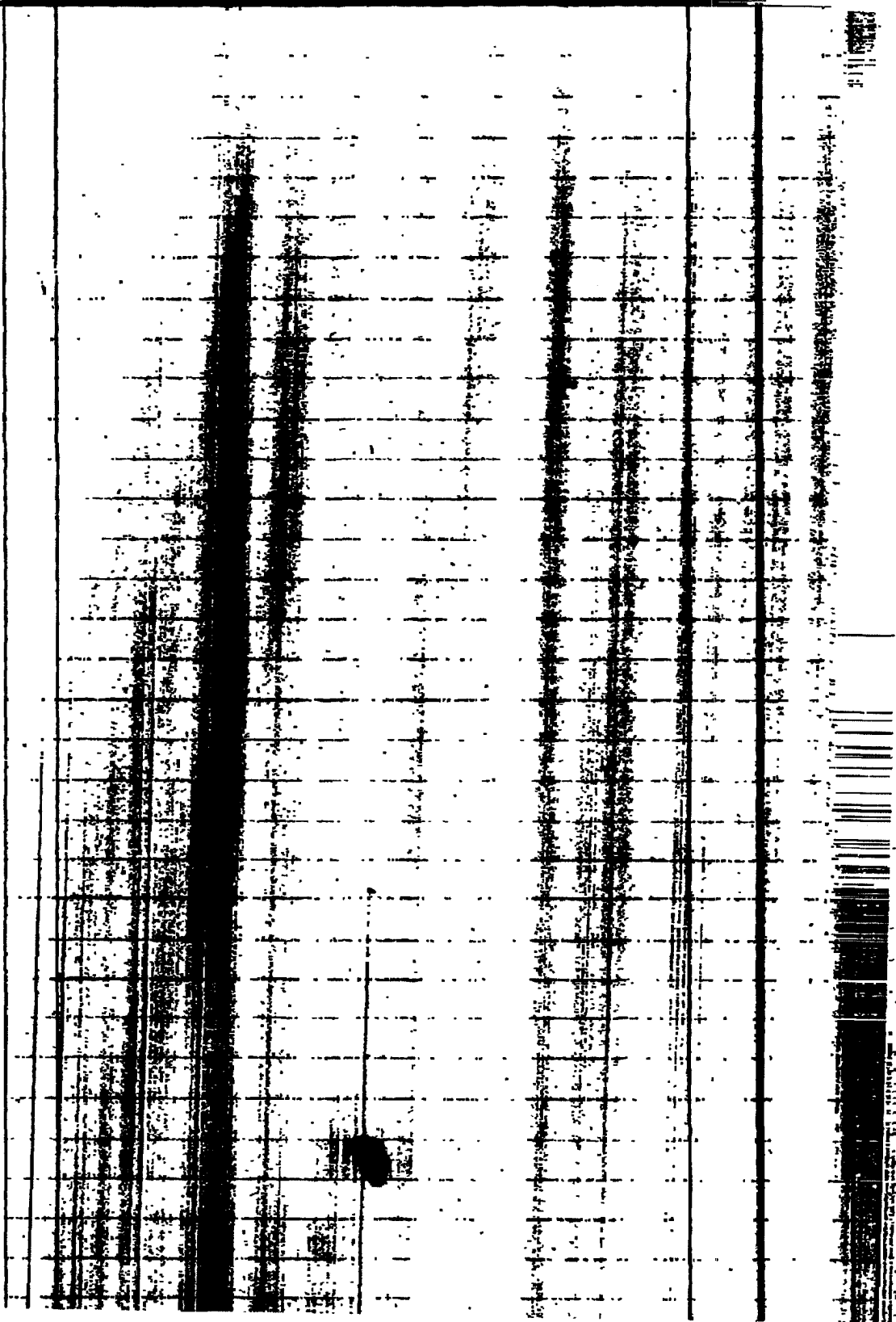




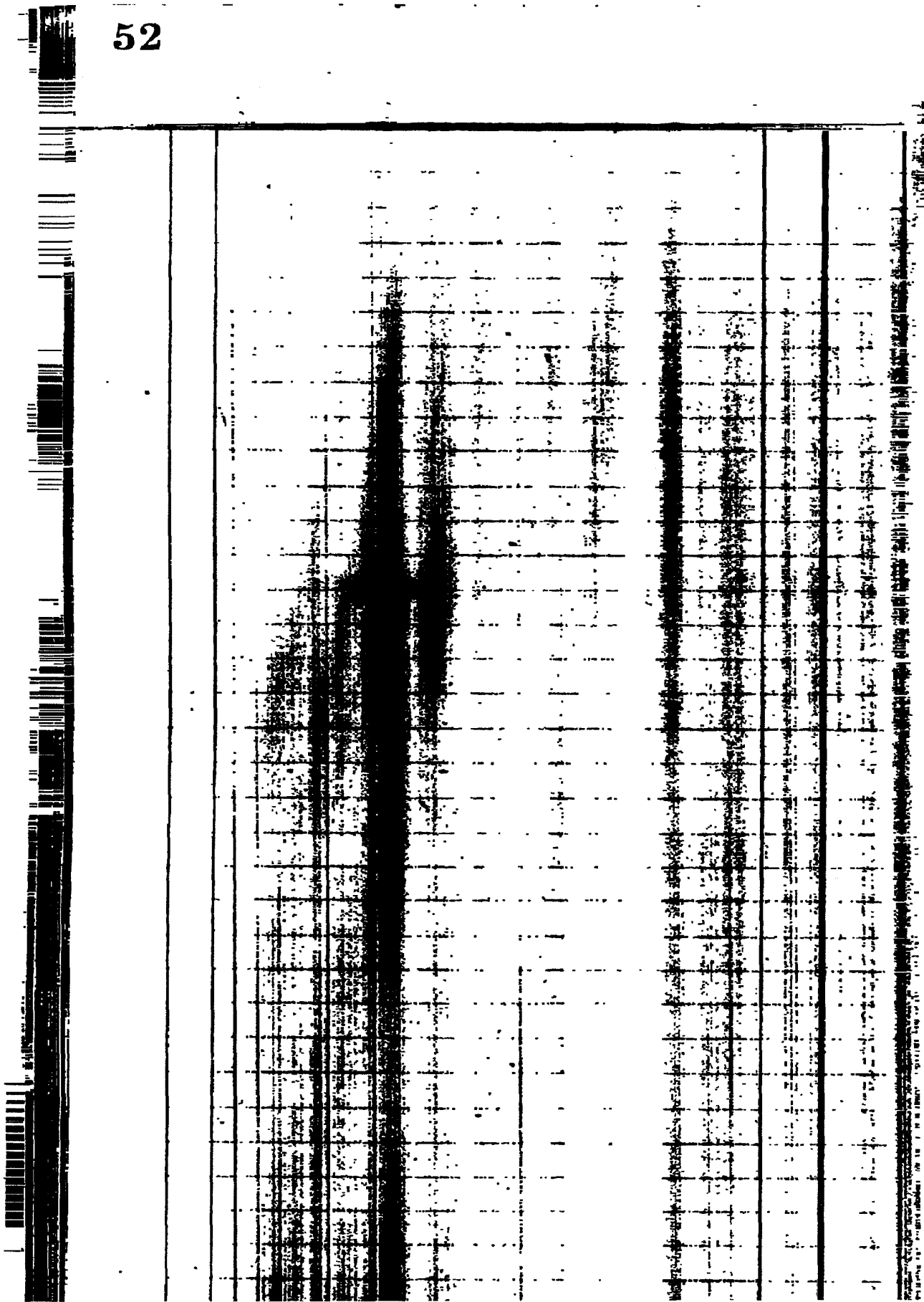
This image shows a full page of graph paper. The grid consists of small squares formed by thin horizontal and vertical lines. On the left side, there are several thick, dark vertical bars, likely representing a binding or margin. The rest of the page is covered by the uniform grid pattern.



This image shows a full page of graph paper. It features a uniform grid of small squares across the entire surface. The lines are thin and dark, creating a consistent pattern suitable for technical drawing or mathematics. There are no margins, text, or other markings present on the page.

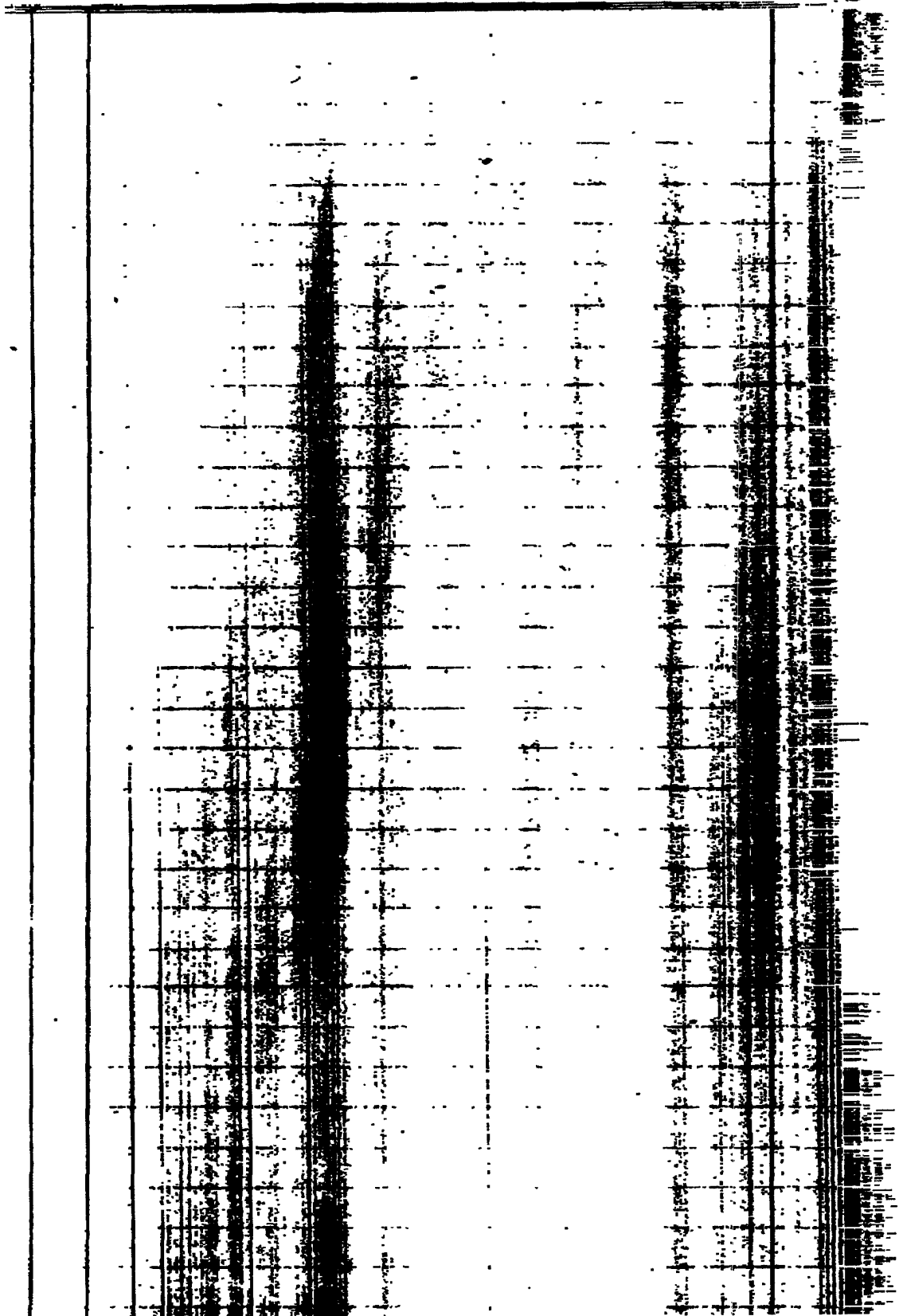


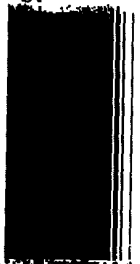
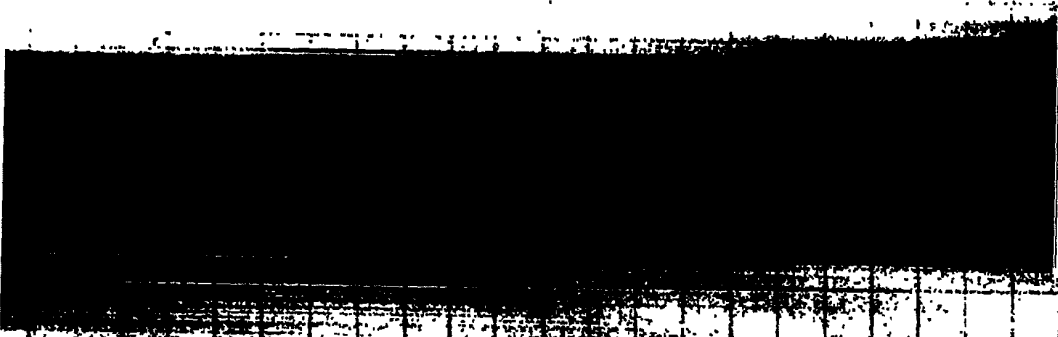
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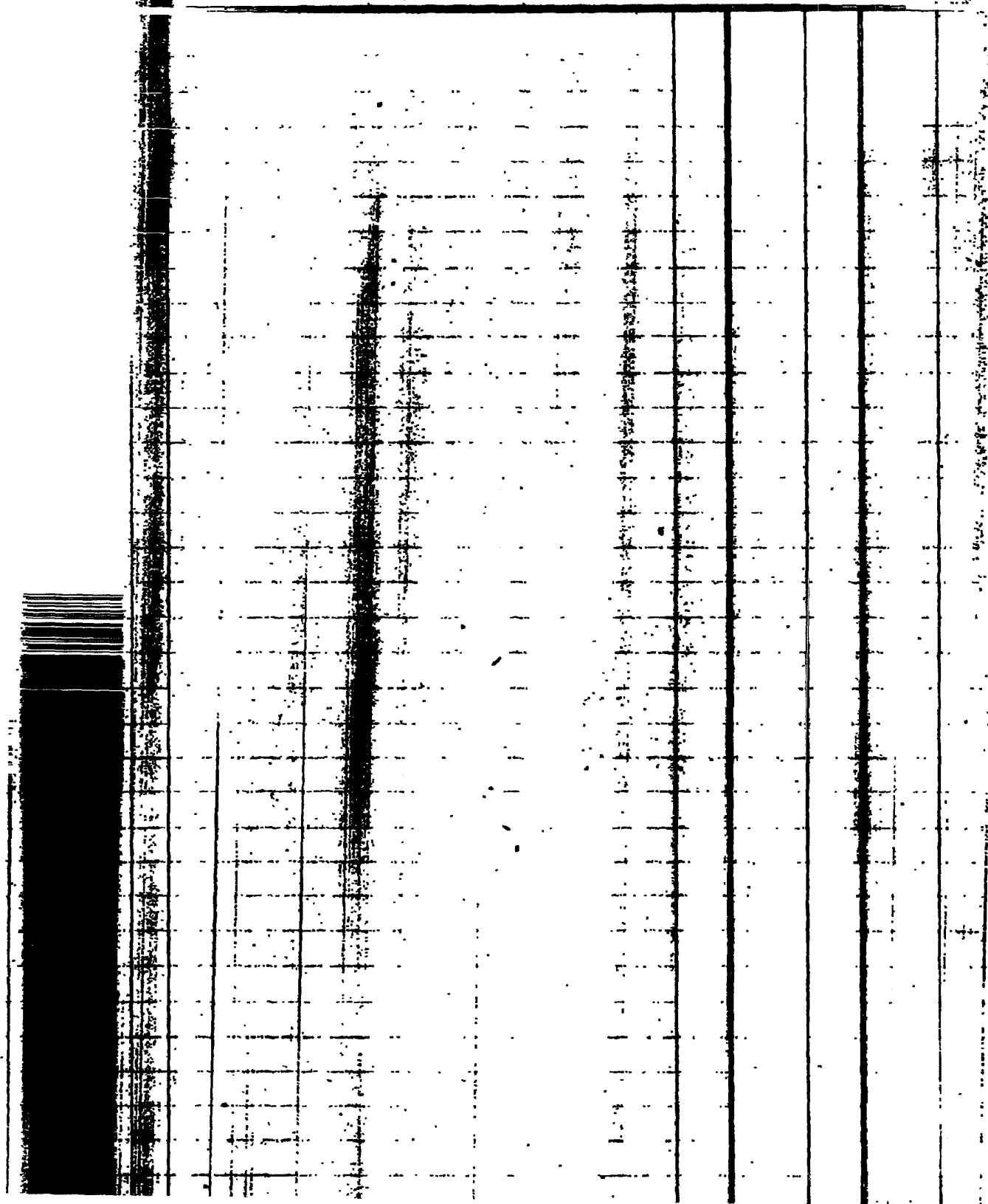
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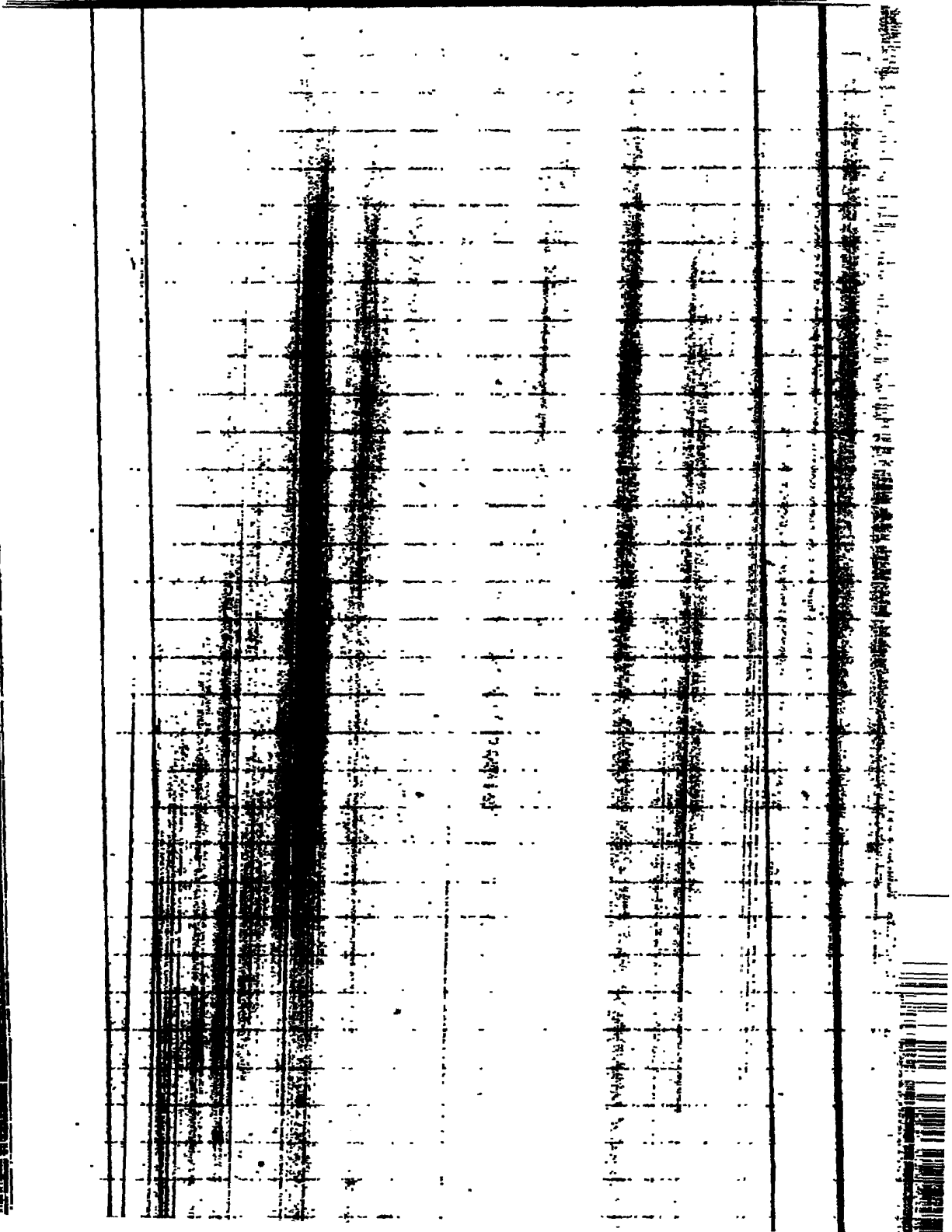




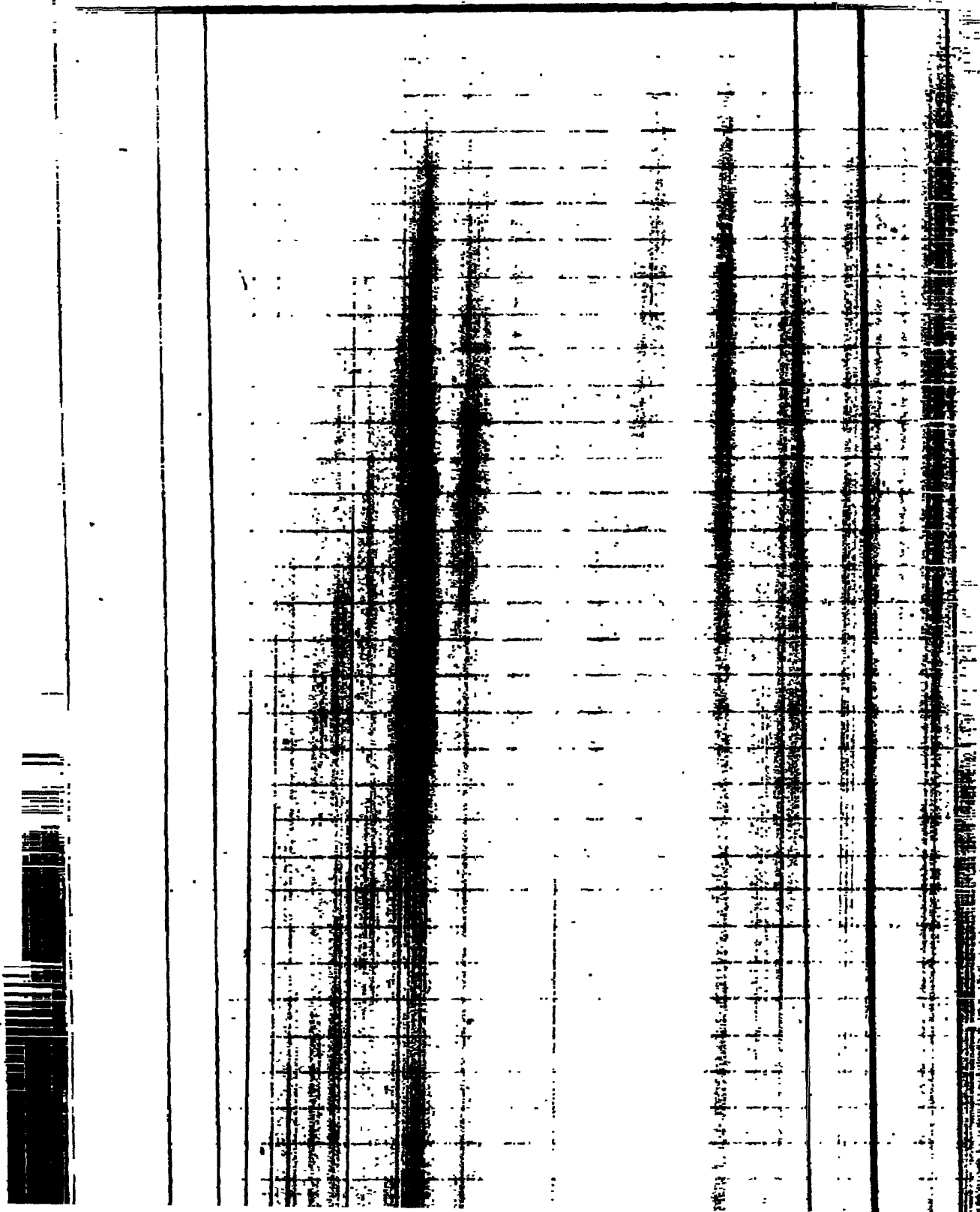
[The following text is heavily obscured by noise and artifacts, likely from a poor quality scan. It appears to be a list or table of data, but the content is illegible.]

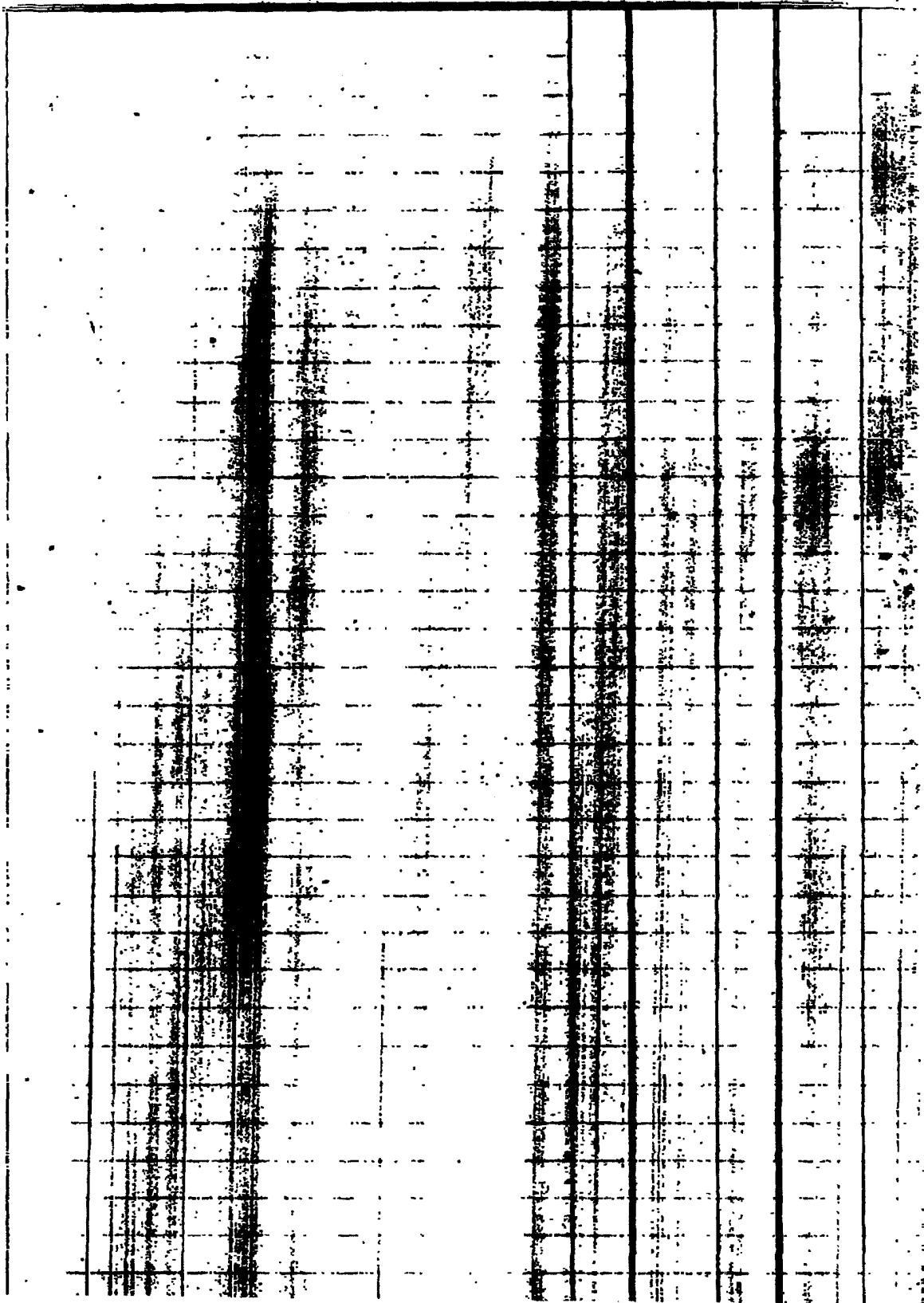




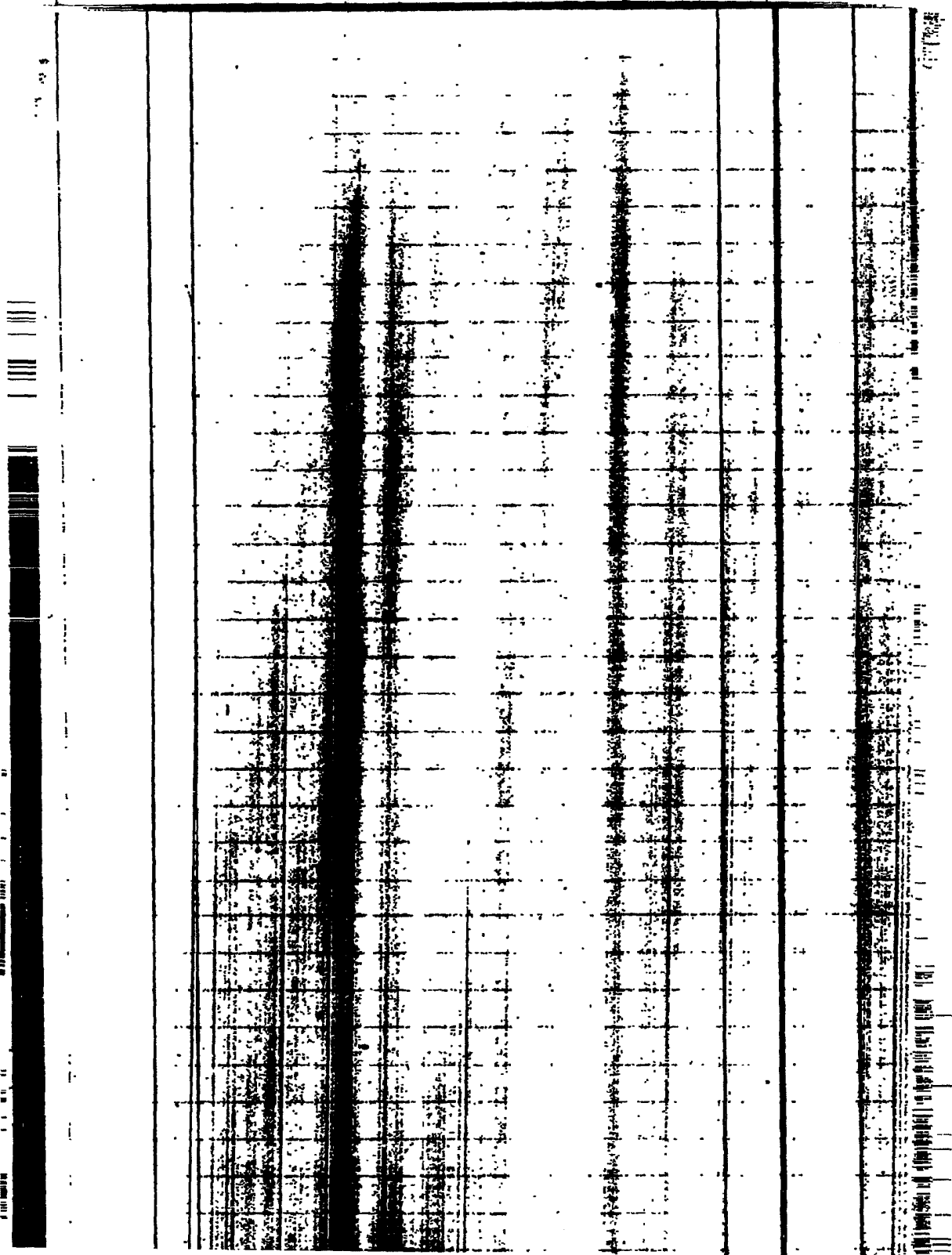


This image shows a full page of graph paper. It features a uniform grid of small squares formed by thin black lines. The grid covers most of the page, leaving narrow margins at the top, bottom, and sides. There are no markings, text, or drawings on the paper.

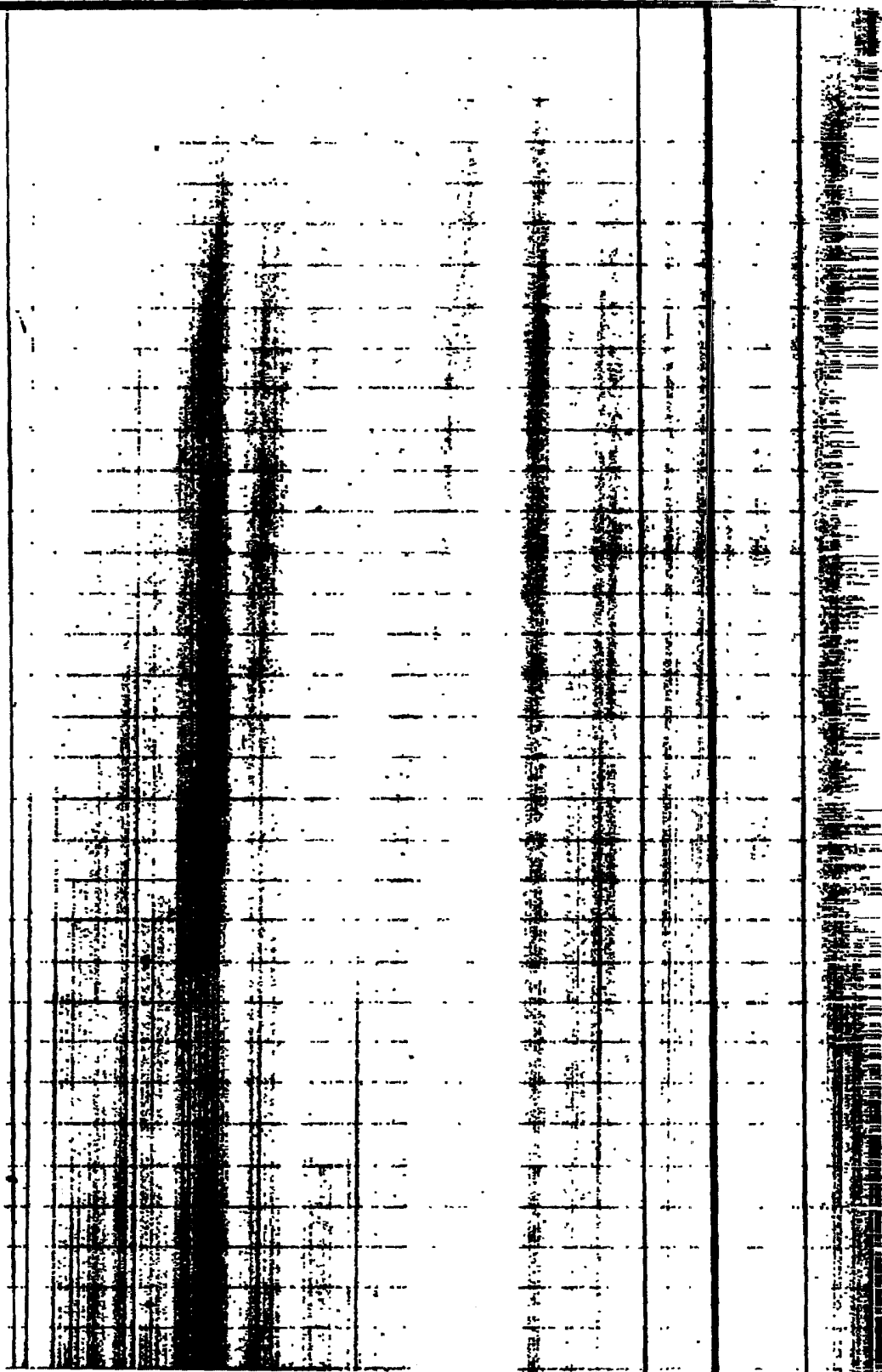




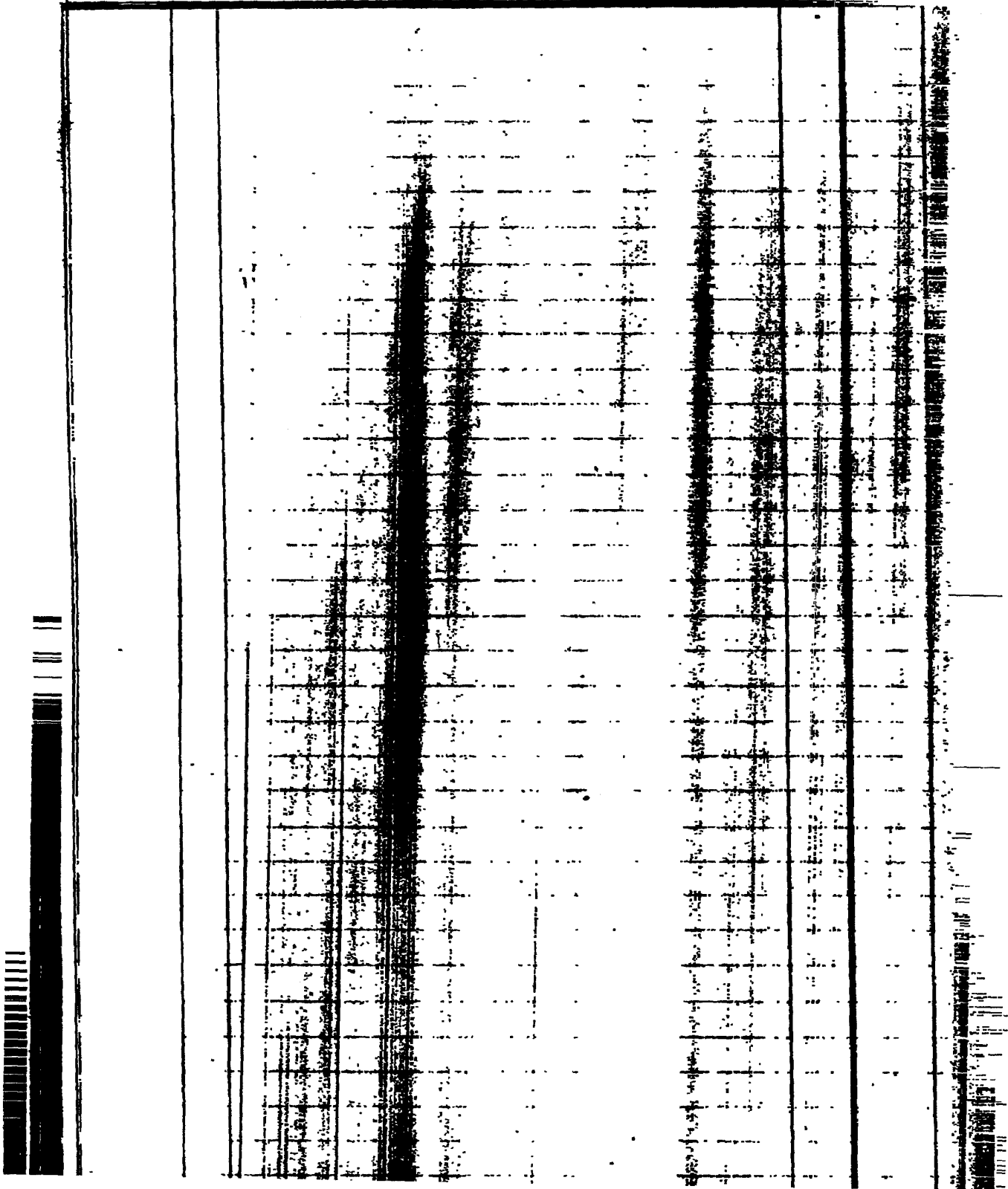
[illegible]



This image shows a blank ledger page. The page is divided into columns by vertical lines. On the left side, there is a large blacked-out area. The top left corner features a barcode-like pattern. The right side of the page has a vertical line and a small 'b' at the bottom right.

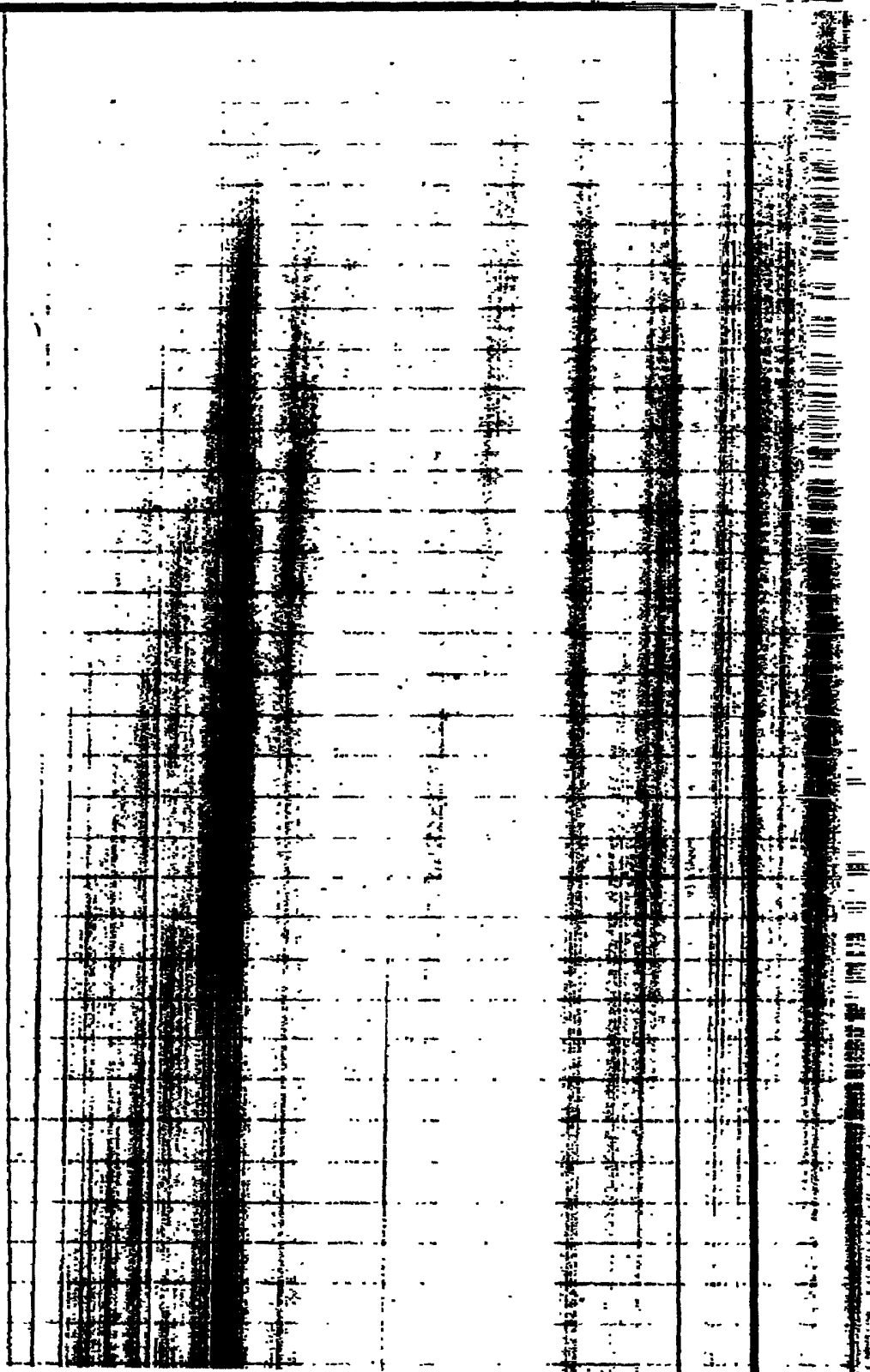


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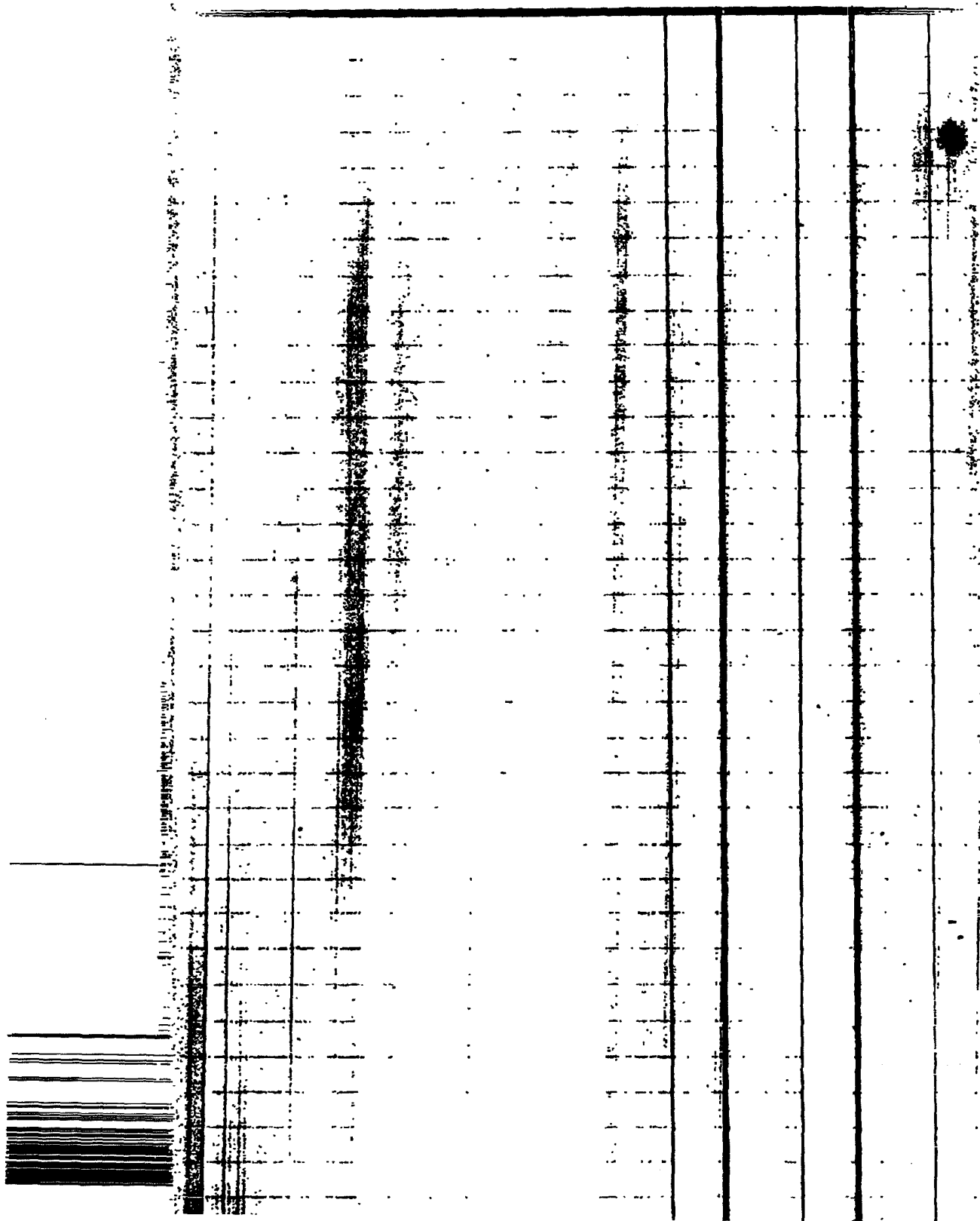


[illegible]





A vertical document, possibly a page from a book or a form. The top portion features a header with horizontal stripes. Below this, the majority of the page is obscured by a large, solid black rectangular block, indicating that the content has been redacted or is otherwise illegible. The edges of the page show some texture and slight wear.







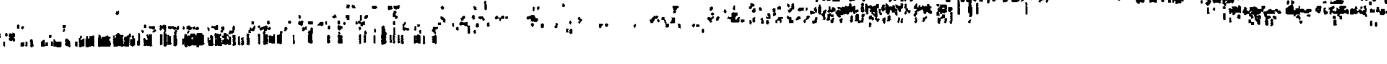
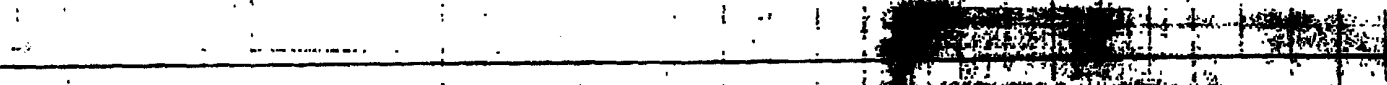
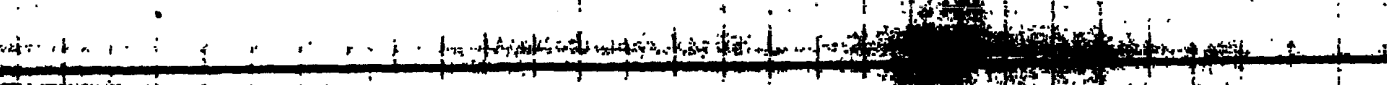
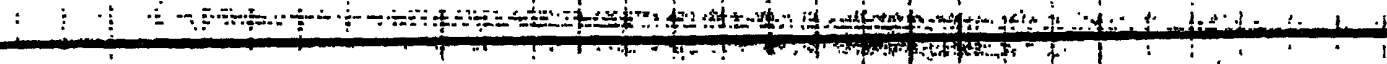
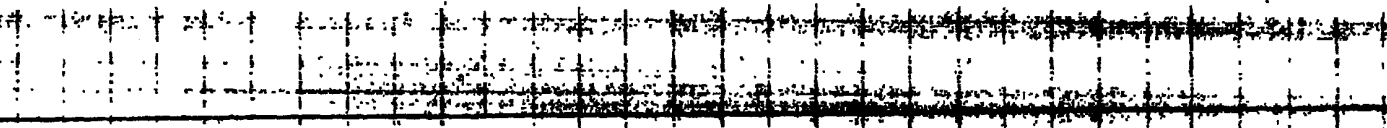
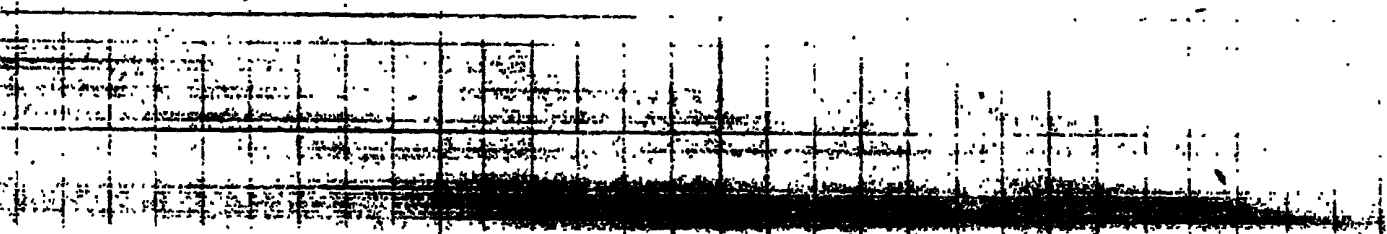
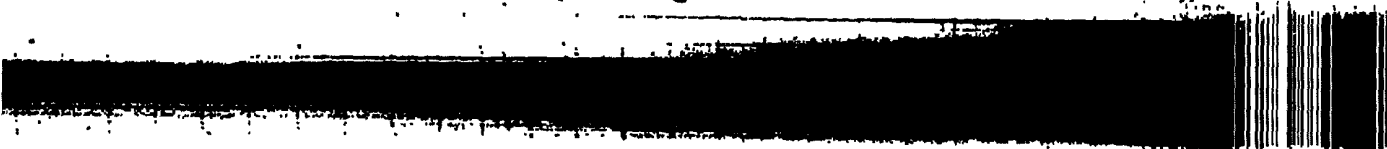
The table structure is visible with multiple columns and rows, but the content is completely obscured by heavy noise and artifacts. The table appears to have at least 10 columns and 20 rows, with a header section at the top.



[illegible]

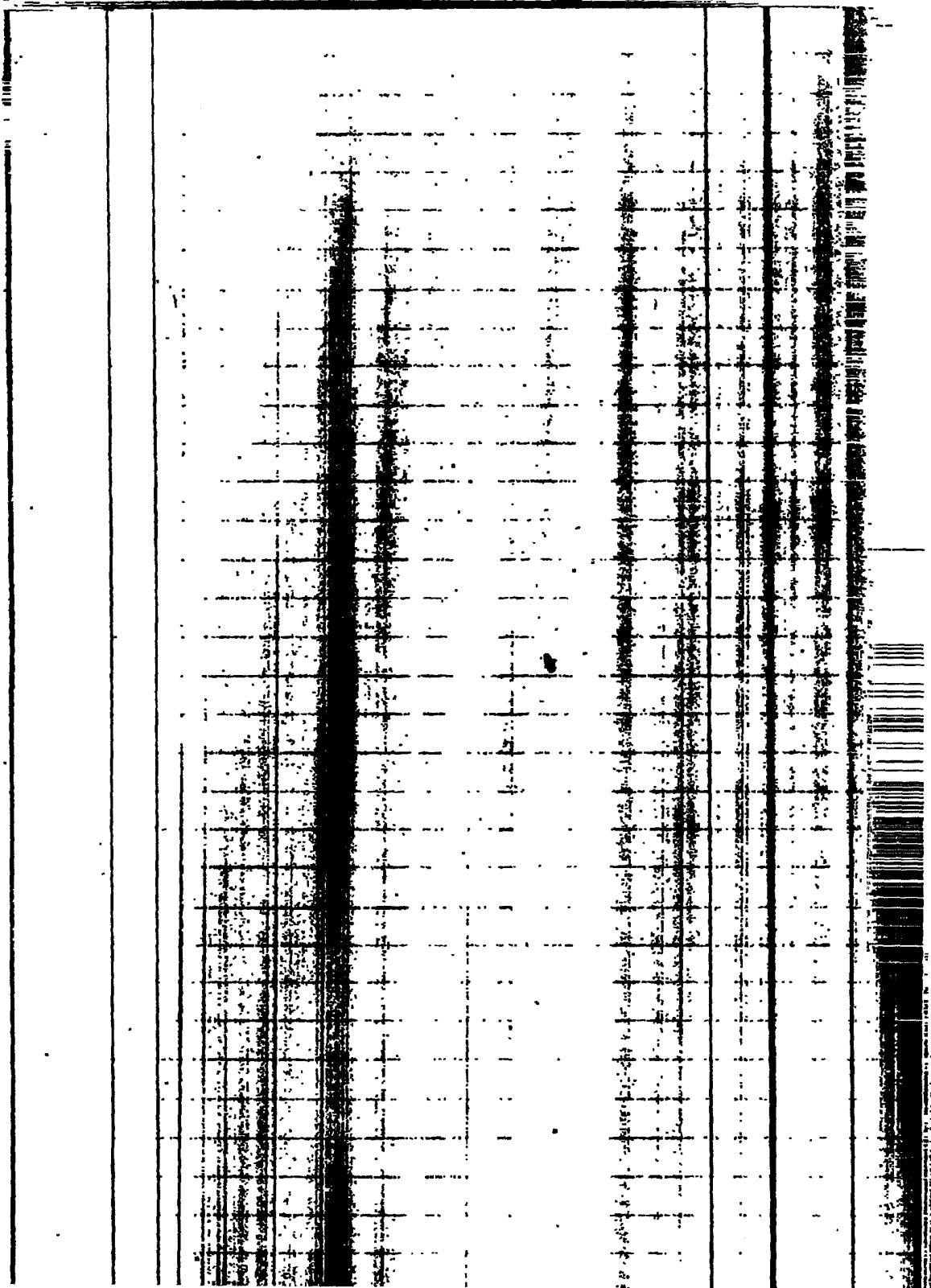
[illegible]

A large table structure spanning the width of the page. It consists of approximately 10-12 columns and many rows. A prominent, thick black vertical band runs down the center of the table, obscuring several columns. The entire table area is covered with horizontal noise and speckles, making the data illegible.

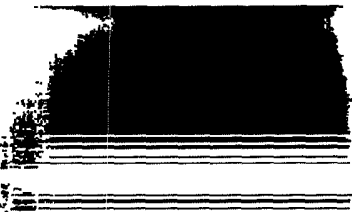


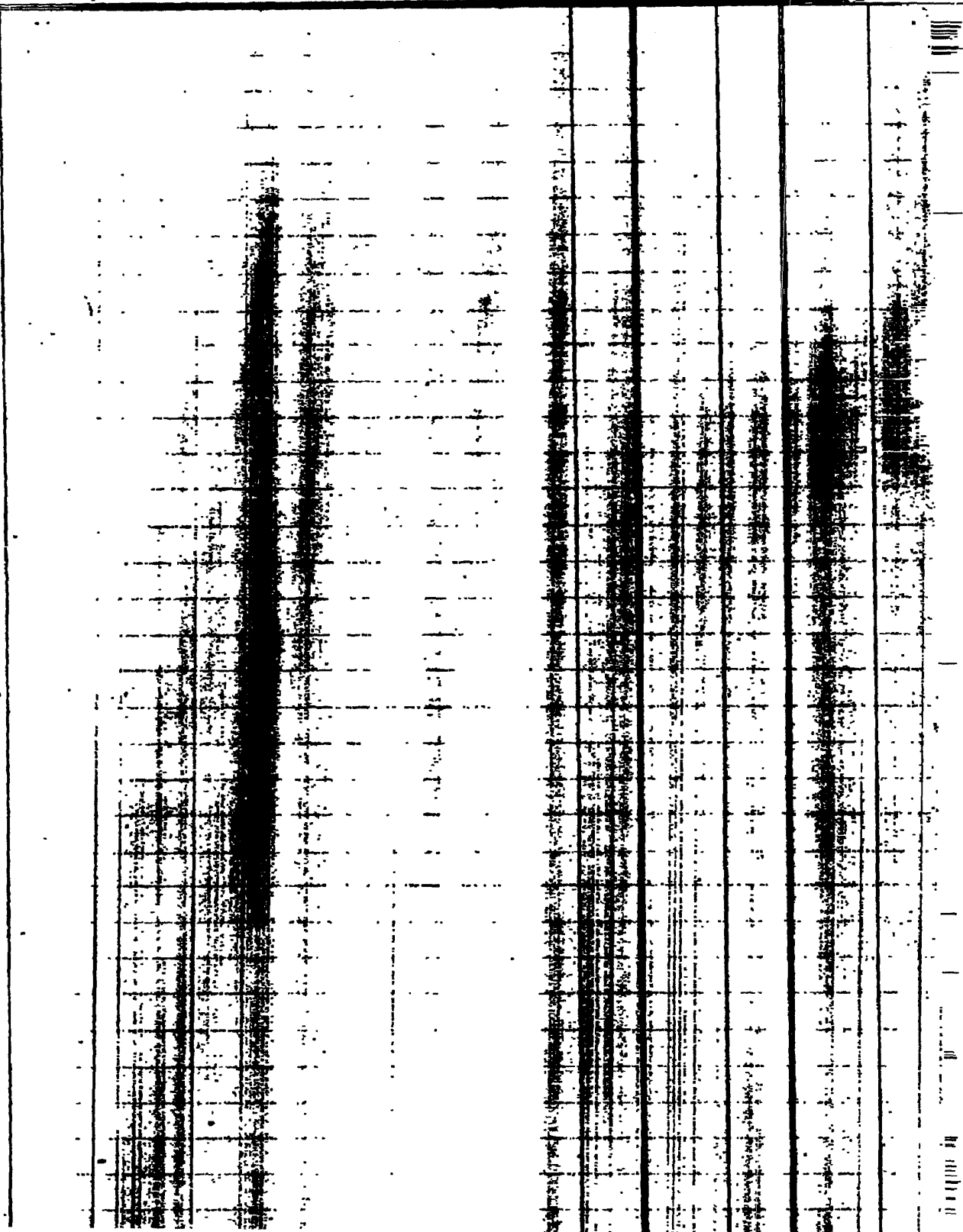


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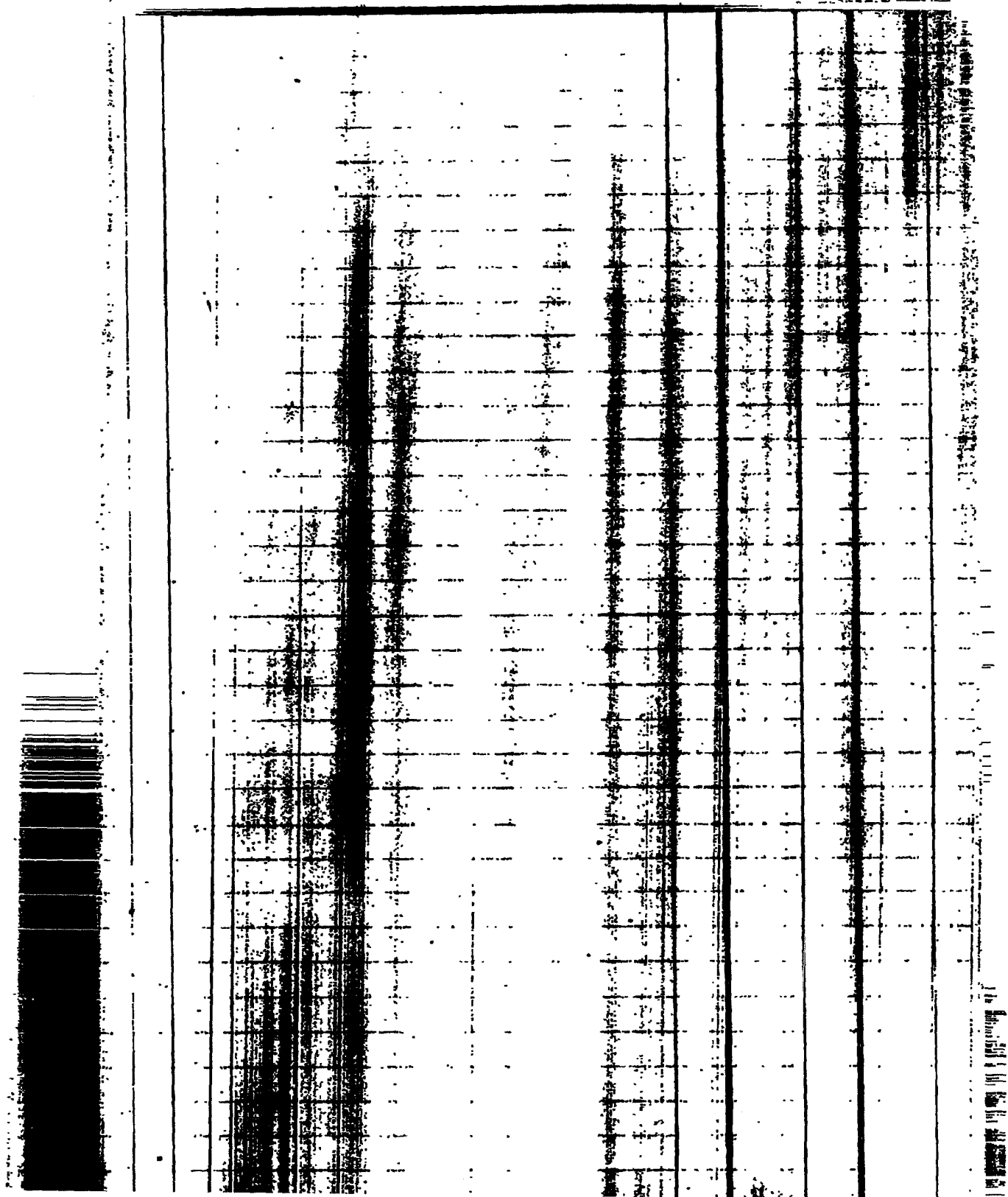


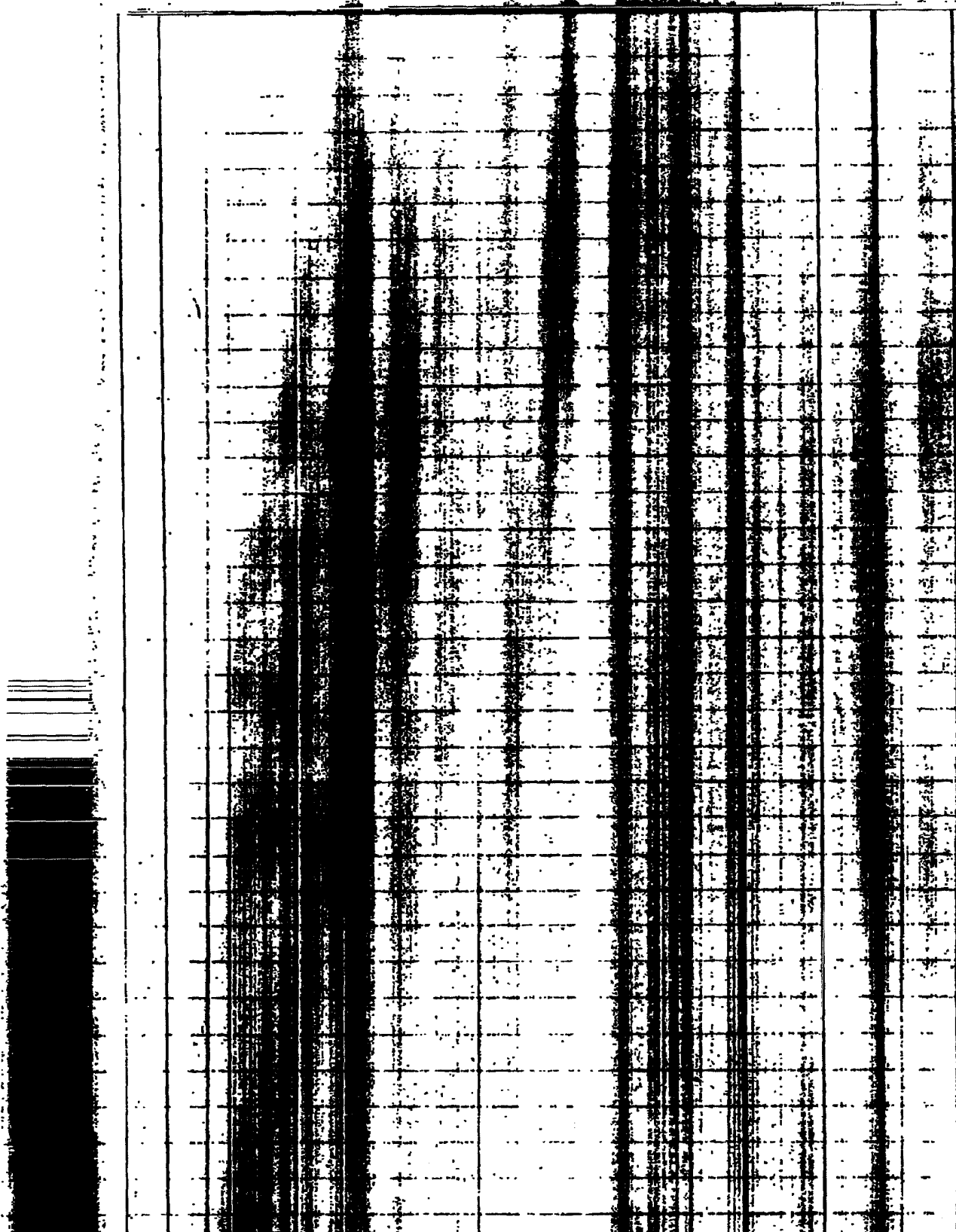


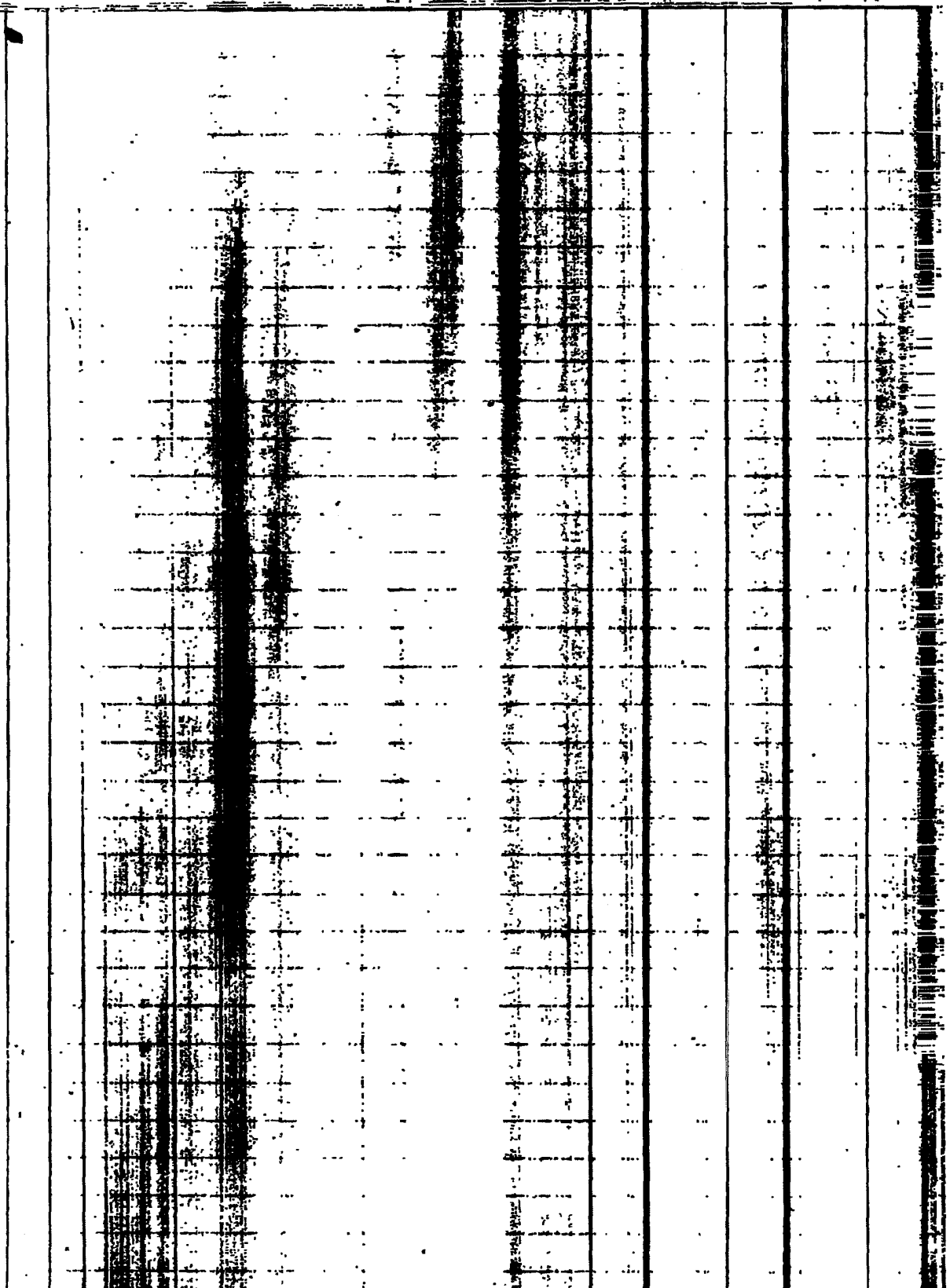
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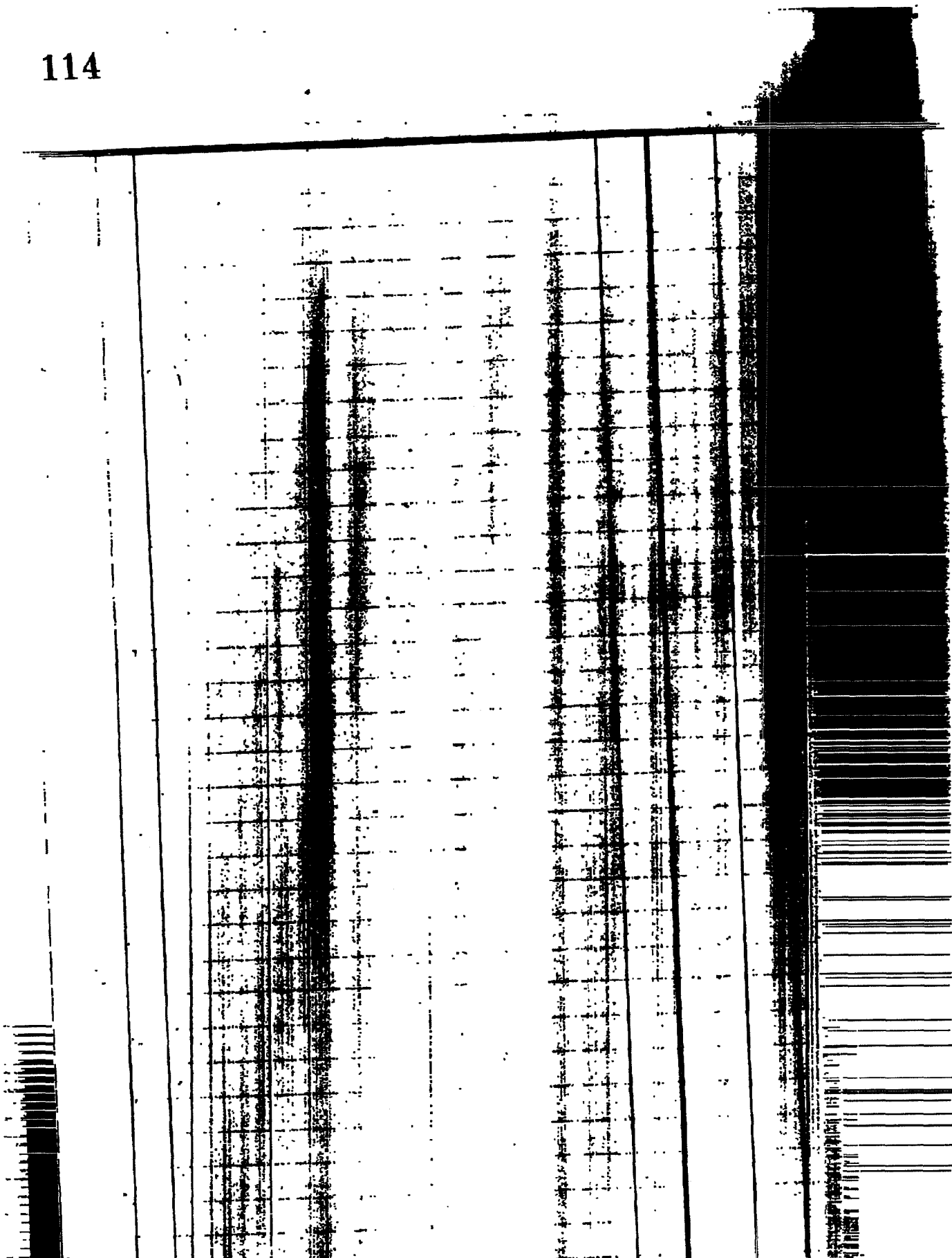
This image shows a full page of graph paper. It features a uniform grid of small squares formed by thin, light gray lines. The grid covers most of the page, leaving narrow margins at the top, bottom, and sides. There are no markings, text, or drawings on the paper.

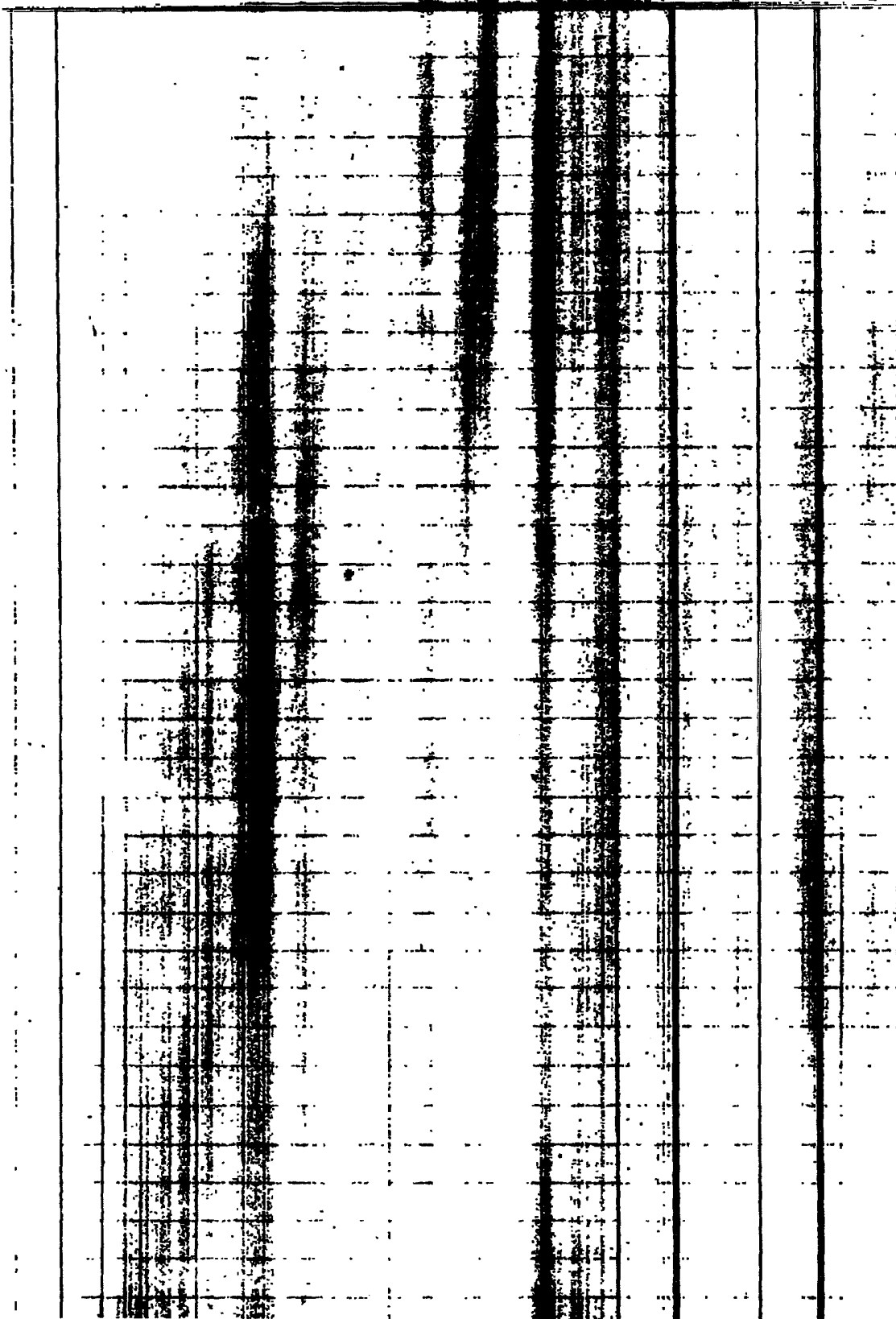


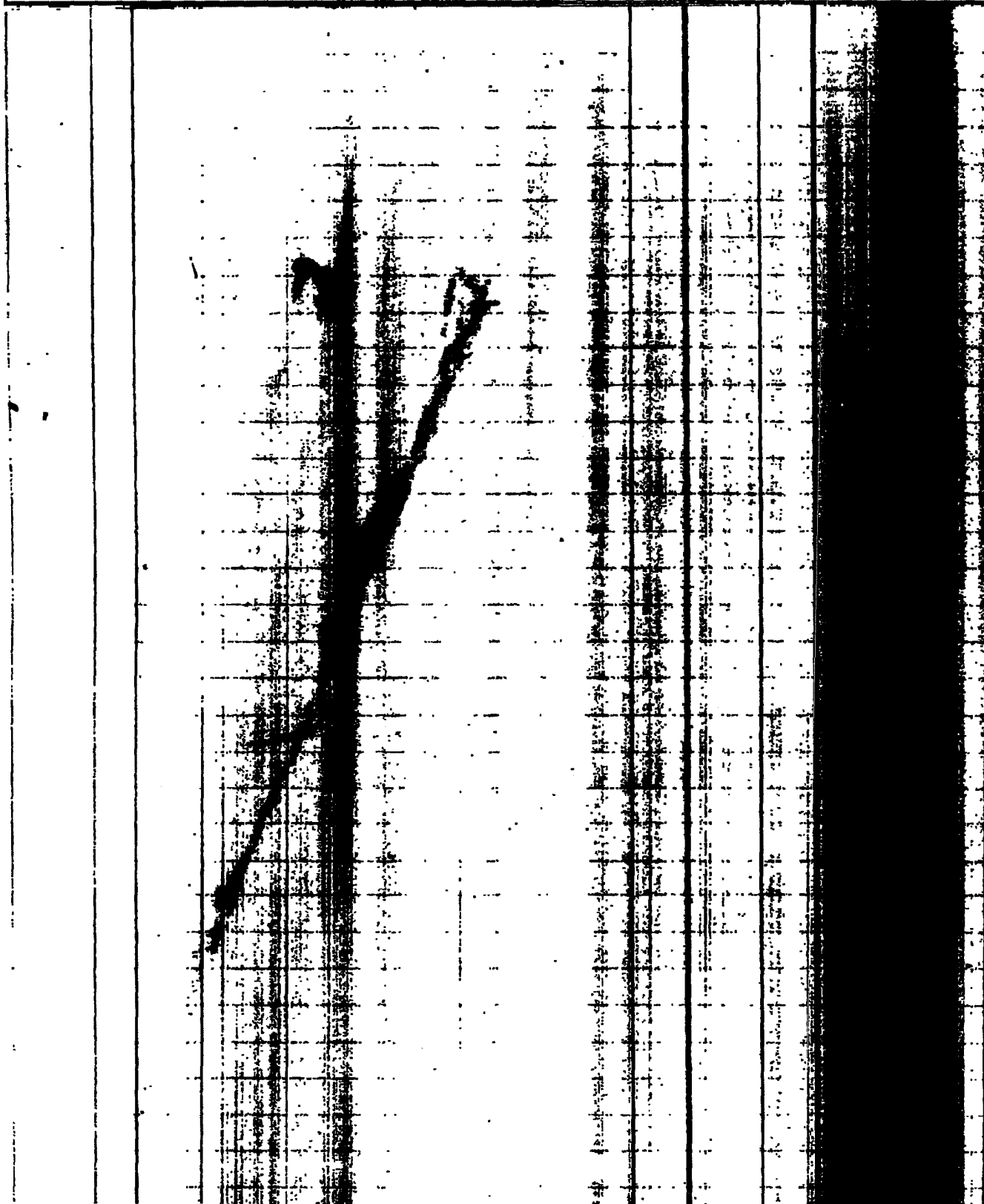




The image shows a large rectangular area with a grid pattern, possibly a drawing or a table. The grid is composed of horizontal and vertical lines. There are significant vertical banding and noise throughout the image, particularly in the central and right portions. The left side of the image is heavily obscured by a dark, vertical band, likely a scanning artifact or a redaction. The overall appearance is that of a low-quality scan of a document page.

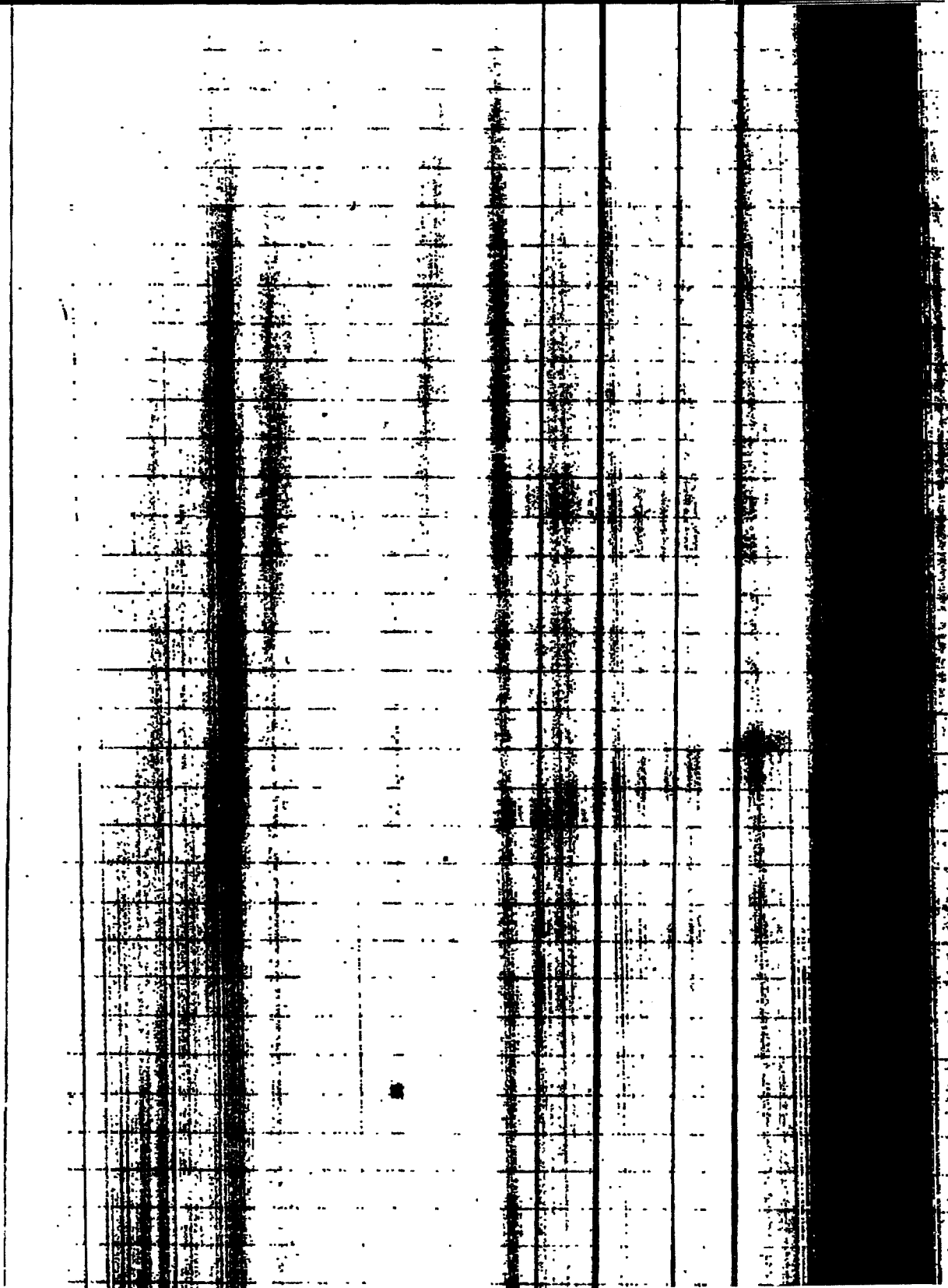


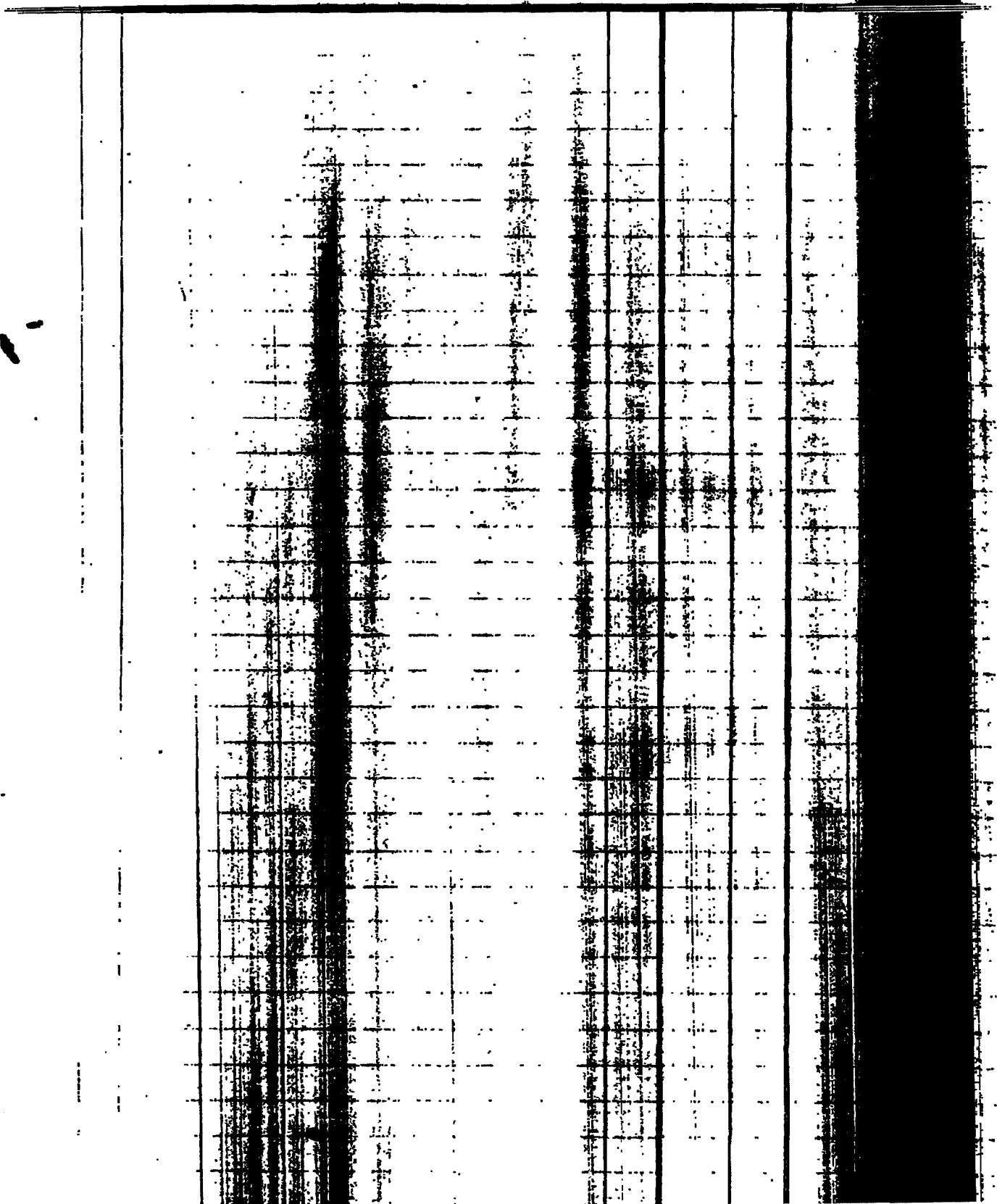


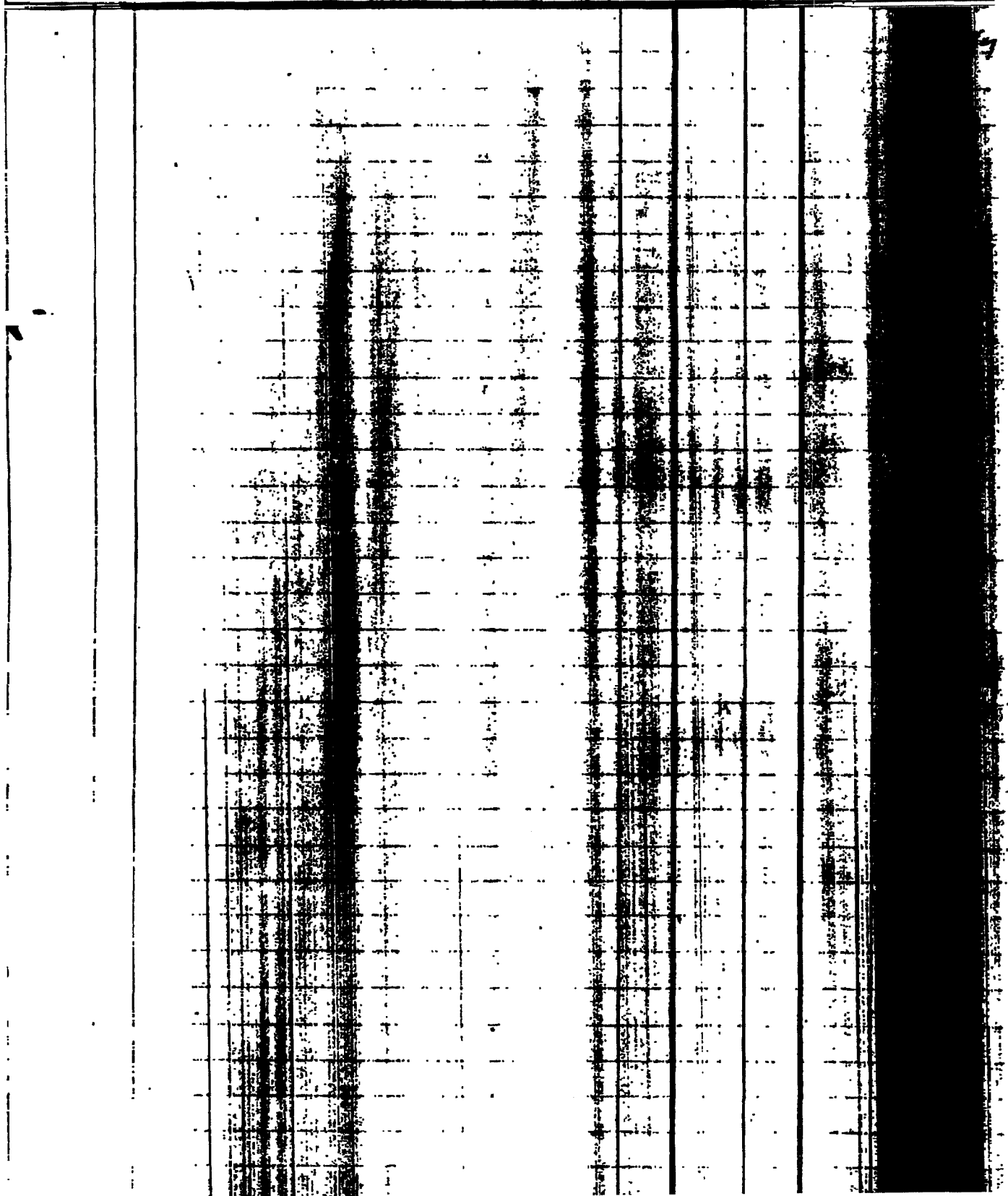




This image shows a full page of graph paper. It features a uniform grid of small squares formed by thin horizontal and vertical lines. The paper is otherwise blank, with no margins, text, or other markings visible.







Miscellaneous.

47

Herstendurfer Bros.

Stone Pipe Enamel	{	1/2 pt	1/2 = sundry	25¢
		2 1/2	" "	40¢

Offer Stone pipe exhibit free with any order.

Nobles + Hoare's Warmish Price List filed, Trade Sales "N"



THE UNIVERSITY OF CHICAGO

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60637-1508



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[illegible]

Dates letters rec'd

Jerry 1
 2 ^{12/6/98} / ^{12/21/98} / ^{1/2/99}
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